

**PAGES  
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Features of the CANADIAN NATIONAL EXHIBITION, Illustrated—Continued

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 14, 1906.

NO. 37.

## Keen's Oxford Blue



The BEST Blue

is always the cheapest

### Keen's Oxford Blue

has never failed to satisfy the  
housekeeper—That statement  
should interest you to stock it.

Remember KEEN'S OXFORD Blue is a trade-holder.

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

CROWN BRAND



## Table Syrup

### PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brs. 1/2 Brs
5 " " " 1 "	Kegs and Pails.
10 " " " 1/2 "	
20 " " " 1/4 "	

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

Known, sold and used throughout Canada as the  
most perfect CORN SYRUP manufactured.—  
Absolutely Pure, Clean, Clear Golden Color, and  
Nourishing and Healthful—one of the best-pay-  
ing grocery staples.

### EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Works,  
CARDINAL, Ont.

53 Front St. East,  
TORONTO, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29



### Profitable Soap Lines Easy to Sell

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand?

Naturally on such soaps there is a larger profit than on the ordinary toilet soaps, and they are easier to sell.

### The Master Mechanic's Extraordinary Tar Soap

is specially made for Mechanics, Engineers, Farmers, Sportsmen and all those whose work or play soils the hands with grease or other stains.

It is a good antiseptic soap.

It is well advertised throughout Canada.

It is a profitable line to handle.

It is one of the excellent soaps manufactured by

**ALBERT SOAPS, LIMITED, MONTREAL**

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

Manufactured by

THE

### CANADA SUGAR REFINING CO.

LIMITED

*Montreal*



## National Licorice Co.

Brooklyn, N.Y.

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

Montreal Depot, 21 Bonsecours St.,  
J. M. BRAYLEY, Agent.

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	-	-	-	TORONTO
JOHN W. BICKLE & GREENING,	-	-	-	HAMILTON
GEO. H. GILLESPIE,	-	-	-	LONDON
JOSEPH CARMAN,	-	-	-	WINNIPEG

# The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

## *"Taylor's" Candied and Drained Peels*

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—*not* from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

## *"Thistle" Brand Canned Haddie*

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No bone, dirt nor slime ever gets into the **"Thistle"** Brand. Open a can for yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal  
20½ Front Street East, Toronto





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOS, W. I.**

**JONES & SWAN**

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.  
CODES USED—Liebers, Western Union, A. B. C., Watkins, Scott's and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. Levesque, Paspébiac.

**CHARLOTTETOWN, P. E. I.**

**HORACE HASZARD**

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

**HALIFAX, N. S.**

**J. W. GORHAM & CO.**

JERUSALEM WAREHOUSE  
HALIFAX, N. S.

Manufacturers' Agents and Commission Brokers.  
WAREHOUSEMEN

Domestic and Foreign Agencies solicited.  
Highest references.

**MOOSE JAW.**

**THE MOOSE JAW FRUIT & PRODUCE CO.**

D. STAMPER, Prop.

Wholesale Agents and Jobbers

Fruits, Groceries, Tobaccos, Cigars, etc.

Correspondence Solicited.

P. O. Box 238, MOOSE JAW, Sask  
Office, 8 Main Street.

**MONTREAL.**

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 28.

**J. H. MAIDEN**

425 St. Paul Street, MONTREAL

Manufacturers' Agent and Commission Broker.  
Domestic and Foreign Agencies solicited.  
Special attention to introducing New Lines to the Trade.

**A. J. HUGHES**

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber.

1483 Notre Dame Street, MONTREAL

Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

**BANANAS**

exclusively the year round.  
Best fruit Properly crated Lowest prices

**JOSEPH BROWN & SONS**

29 and 31 Youville Square  
Montreal

**TORONTO.**

**W. G. A. LAMBE & CO.**

Toronto

Grocery Brokers and Agents.

Established 1885.

**MacLAREN IMPERIAL CHEESE CO.**

Limited

AGENCY DEPARTMENT:

Agents for Grocers' Specialties and Wholesale Grocery Brokers.

Correspondence solicited. Address all communications to our head office.

26 Front St. East, Toronto

**Green Apples**

Wire us for prices by the  
Car.

**W. H. MILLMAN & SONS**

Grocery Brokers

TORONTO

**W. G. Patrick & Co.**

Manufacturers' Agents  
and  
Importers

29 Melinda St., Toronto

**McGAW & RUSSELL**

Manufacturers' Agents and Importers

48½ Front St. East, Toronto

Highest References Correspondence Solicited  
Phone Main 2647

**C. E. KYLE**

**S. HOOPER**

**KYLE & HOOPER**

Wholesale Grocery Brokers and  
Manufacturers' Agents

27 Front St. E., Toronto

Highest references Commissions solicited

**QUEBEC.**

**P. W. CARRIER**

COMMISSION

GROCERIES, FLOUR, GRAIN

Domestic and Foreign Agencies Solicited.

Hochelaga Bank Building,  
QUEBEC.

**WINNIPEG.**

DO YOU wish to extend your business to this  
GREAT WEST COUNTRY  
WE CAN handle your account to our  
MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years

**George Adam & Co.**

Wholesale Brokers and Commission Merchants  
WINNIPEG, MANITOBA

**STUART WATSON**

Manufacturers' Agent and Wholesale  
Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

**W. A. TAYLOR**

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

ESTABLISHED 1887.

**JOSEPH CARMAN**

Wholesale Grocery Broker and Manufacturing  
Agent.

Union Bank Block, Rooms, 722 and 723

Winnipeg, Man.

Correspondence Solicited. Highest References.

(Continued on page 4.)

**"Goods well bought are half sold"**

An old saying but true nevertheless—and particularly so in the following—

**New Peels—IN STORE**

This season prices are higher, Citron particularly so. You will find our quotations very low.

**LEMON, ORANGE and CITRON**

**"Anchor" Brand**

the finest dripped caps

**"Sterling" Brand**

high grade English candied

**"Excelsior" Brand**

low priced—but very satisfactory

**California Seeded Raisins**

**Fancy—12-oz. and 16-oz.**  
**Choice—12-oz. and 16-oz.**

Send us your orders

On account of the probable high prices of Valencia Raisins—there will be an increased demand for California Seeded Raisins this season. Prices are advancing but as we have several cars bought at rock bottom prices we are quoting for shipment upon arrival at exceptionally low figures. Our advice is to buy **NOW**.

**"Columbia" Canned Pineapple**

Packed from the fresh fruit at the point of production—acknowledged the finest brand packed in the Bahama Islands—the home of the pineapple—we have just received another carload. You should order this brand for your best trade—

**Grated, 2-lb. Tins**  
**Sliced, 2-lb. Tins**  
**Sliced, Picnic Size**

*Special quotations on 5-case lots Assorted*

**Have You Heard of Vanilla Bar ?**

Acknowledged the best put up Biscuit in Canada—you get your whole money's worth and no boxes to pay for.—

Put up in boxes, about 20 lbs.

Sells for **10c. lb.** and pays you a good margin.

**Look up your stock of**  
It will pay you to put in you winter stock **NOW**

**RICE—**  
**JAPAN-PATNA**  
**CAROLINA**  
**RANGOONS**

*Our Quotations are Low.*

*Our Values Unequaled*

**THE EBY, BLAIN CO. LIMITED**  
**Wholesale Grocers** **TORONTO**



Manufacturers' Agents—Continued.

WINNIPEG.

**G. C. WARREN**  
REGINA

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

**G. B. THOMPSON**  
Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.  
Cable address, "CAPSTAN."  
Storage facilities. Correspondence solicited

**R. B. WISEMAN & CO.**  
WINNIPEG, MAN.

Wholesale Brokers and Storage Warehousemen.  
CENTRALLY LOCATED.  
Can handle a few additional lines.

**J. P. THOMAS**

COMMISSION MERCHANT

25 St. Peter Street  
QUEBEC

**H. W. MITCHELL**  
WINNIPEG, MAN.

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

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - - WINNIPEG

ESTABLISHED 1897

**SCOTT, BATHGATE CO.** BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.



This design a guarantee of quality.

**THIN CASE LINING PAPER**

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING.

**CANADA PAPER CO.**  
TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

**BRADSTREET'S**

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

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

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

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

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CALGARY, ALTA.  
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LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

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



**CHINESE Starch**

The best money maker in your store—  
Write for particulars—  
OCEAN MILLS, - MONTREAL

GENUINE

**PRATTS ASTRAL LAMP OIL**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited  
TORONTO, ONT.

**STOCK NOW.**



*Sutton's  
Worcestershire  
Sauce  
cannot  
be beaten  
for  
quality  
and price*

**G. F. Sutton,  
Sons & Co.**

King's Cross  
London, Eng.

CANADIAN AGENTS:  
MACLURE & LANGLEY Ltd.

154 Pearl St., Toronto  
30 Hospital St., Montreal

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# THE IMPERIAL CANNING CO., KINGSVILLE, ONT.

*(Branch of the Canadian Cannery, Limited)*  
**"one of the best in the Province"**

The following editorial is clipped from the KINGSVILLE REPORTER of August 26, 1906.

The canning factory started up on the 15th of this month, a few days earlier than last year. While this factory is always to the fore front, it IS THIS YEAR STILL MORE MODERN IN ITS EQUIPMENT. CLEANLINESS IS ONE OF THE FEATURES WHICH IS RIGIDLY ENFORCED BY MANAGEMENT, and this year more machinery has been added which will facilitate the cleaning of the raw material, making it still more easy to put up the goods in the cleanest possible manner. THE TOMATOES ARE emptied from the boxes into a washing machine and agitated until the sand or other dirt is washed off. They pass from this into a tank of hot water and are scalded, then they pass out into a chute and are carried in to the peelers. They fall from the carriers into fibre pails which are placed on a revolving platform, around which the women and girl workers are assembled.

As the tomatoes are peeled they are carried in pails to the canning machine and are soon in the

cans which are soldered automatically, and pass out into the cooker and cooler and from there are wheeled to the storeroom. Each pail of the peeled tomatoes is carefully examined as they are emptied into the canning machine, and if a worker has been careless and left any spots in them she is reprimanded. Each pail is numbered and is traced by the check given the peeler. A woman is kept constantly at work sweeping up refuse and tidying things up generally. The annual output of the factory is 600,000 cans tomatoes, 90,000 gallons of apples, and this year peaches will also be put up. Employment is given to a staff of 100 people, who will put through, running full time, 2,000 bushels of tomatoes per day. THE FACTORY IS ONE OF THE BEST IN THE PROVINCE, AND PEOPLE NEED HAVE NO HESITATION IN EATING IMPERIAL BRAND OF TINNED GOODS, BECAUSE THEY STAND ON THEIR MERITS FOR ABSOLUTE PURITY, WITH QUALITY OF STOCK THE BEST THAT CAN BE PROCURED IN CANADA.

The remarks as above are equally applicable to each of our thirty factories. In ordering Canned Goods it will pay you to stick to brands as follows, viz.:—"CANADA FIRST," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE," "KENT," "AUTO," "LYNNVALLEY," "MAPLE LEAF," "LION," "THISTLE" "GRAND RIVER" "WHITE ROSE," etc.

"Quality and Cleanliness," our Motto.

Yours respectfully,

**CANADIAN CANNERS, Limited**



# Here's Where They're Made

## OLD HOMESTEAD BRAND

### Canned Fruits and Vegetables

RETURNED  
SEP 19 1906

To Montreal Office

cut Book 55

Page 31

*attd.*



Not another factory can compare in convenience and cleanliness with this the model canning factory of Canada.

**Concrete Blocks and Steel**  
**High Sandy Location**  
**Drainage Perfect**  
**Abundance of Pure Cold Water**  
**Light and Ventilation Admirable**

When you have a factory like that located in the heart of the Bay of Quinte district, your fruits and vegetables grown right at your door by experienced gardener farmers, is it any wonder that we turn out

## The Best Canned Goods in Canada

If you haven't sold "Old Homestead" you haven't done yourself justice. Better stock them this Fall and notice how your canned goods sales will increase.

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# The Old Homestead Canning Co.

PICTON, ONT.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Cat-sup Cooks on the Continent.

For the last four weeks we have been buying tons and tons of the very finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Cat-sup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz screw-top bottle, with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

---

THE OZO CO., LIMITED  
MONTREAL



## Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest Garden Strawberries England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every Good Grocer in Canada can sell to his customers, knowing that it will give the satisfaction that builds up trade.

**ROSE & LAFLAMME**  
MONTREAL and TORONTO



*"Memory is built of the bricks  
of attention."*

We want to ask you  
to let your attention  
linger on

## Paterson's Camp Coffee Essence

So that when you are buying Coffee  
your memory will serve you faithfully.

ROSE & LAFLAMME  
Agents, Montreal.

## ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand  
Maple Syrup" on the label—all  
the trouble comes of the other  
half.

Which "half" are you selling?



$\frac{1}{2}$

ROSE & LAFLAMME, Agents, Montreal

## When buying your Valencia Raisins

Ask your Wholesaler  
for these Reliable Brands

## MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

*4 Cr. Layers  
Selected  
Fine Off Stalk*

## They will please you

AGENTS—  
ROSE & LAFLAMME MONTREAL  
TORONTO

# THE

In handling  
"A Dead Su  
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every sale  
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Wouldn't yo  
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"SALADA" U  
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Gillett's Chemi

THE CANADIAN GROCER

# THERE'S NO UNCERTAINTY



BLACK, MIXED or  
NATURAL GREEN

In handling "SALADA" Ceylon Tea, both the sale and the profit is "A Dead Sure Thing."

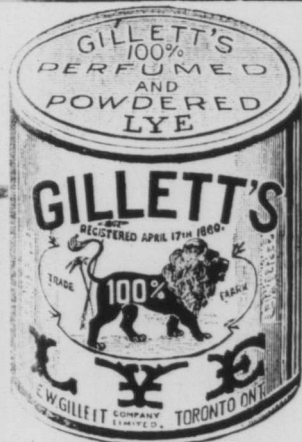
There's an accurate, permanent and indisputable knowledge that every sale has given you a liberal margin of protected profit, without waste or shrinkage, and moreover that every purchase has given unbounded satisfaction.

Wouldn't you be "in clover" if the turnover of other lines resulted likewise—You would indeed.

"SALADA" Uncolored Green Teas are still gaining popular favor wherever they come into competition with Japans.

Samples and all information from

"SALADA," Toronto, Montreal



## GILLETT'S LYE

EATS DIRT!

If some grocers only knew the great demand there is now-a-days for a good all 'round cleaner, more of

### GILLETT'S LYE

would be sold in every store.

PUSH IT ALONG.



Gillett's Chemical Works Established 1852.



## First in Quality

They win out easily on their merits. That's the plain story of

# "STERLING"

BRAND

## PICKLES

Grocers who are particular to cultivate the best class of trade, aiming to hold it, know this statement to be absolutely correct—

MADE IN CANADA BY

## THE T. A. LYTLE CO. Limited

TORONTO, CAN.



# WINNIPEG and CALGARY



## TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

**IF** you are not already represented in the West, write us. Do not put it off till to-morrow. Western Canada is to-day the **talk** of all large progressive Eastern manufacturers. Get busy, and communicate with us **at once**. It does not matter how small or how large your line is—give your account to **us**—and watch your Western business grow. We are representing some of the best manufacturers in Canada, United States and Europe. **BUT** we are **not too busy** to look after your interests too. We are at all times in touch with the Wholesale grocers at Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), Edmonton (2). We have special facilities for storing and distributing goods of all kinds. Write us for our rates.

**Firms in Great Britain** or Europe when in the market for Rolled Oats, Oatmeal, or Mill Feed, write us for c.i.f. prices any point.

We are, Yours truly,

**NICHOLSON & BAIN,**  
Wholesale Commission Merchants and Brokers  
**WINNIPEG and CALGARY**

Established 1882.

The Handsome Label on "Riverdale Brand" Simply Stirs  
Up Sales.

The label is sometimes an index of the people behind the pack. The label on

**RIVERDALE** Canned Goods   
**BRAND . . . .**

indicates that The Lakeside Canning Co. is a model of cleanliness,  
has an eye for the attractive, and is justly proud of Riverdale Brand.

You had better book your orders now.

— WRITE OR WIRE —

**The Lakeside Canning Company, Limited**

*Wellington, - Ontario*

**VALENCIA**  
**RAISINS**

**ASK your Jobber for**

**RIERA'S "Maple Leaf" brand**

**D. RATTRAY & SONS**

**AGENTS**

**QUEBEC**

**Montreal**

**OTTAWA**



# Did it Ever Occur to You



to think how much money you could make in the course of the year just by pushing the sale of some of the smaller items of your stock?

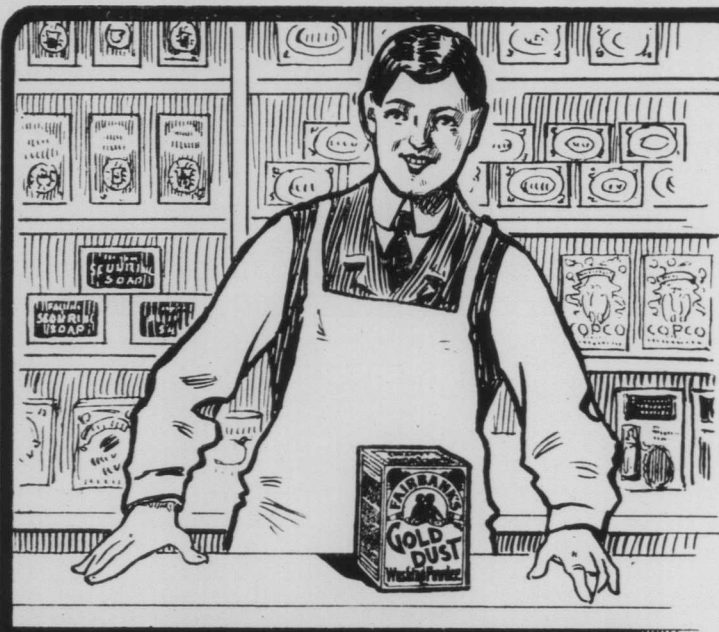
Take **Jelly Powders** and **Flavoring Extracts**, for example. Goods that never aggregate much money in your stock, but which pay handsome profit in the selling.

Try it and see how many packages and bottles you can sell in a day just by suggesting it to the customers in your store. The result will be ever so much better profits than obtained from the same effort used in selling heavy goods on which your margin is so light.



PARTICULARLY SO if you push high grade lines like **Greig's White Swan Jellies** and **Flavors**. Their quality is such that your patrons **want more**. Your profit on these is **especially attractive**. Try a sample lot **at our risk** and see how they go.

**THE ROBERT GREIG CO., LIMITED, WHITE SWAN MILLS, TORONTO**



## The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

- Gold Dust Washing Powder
- Fairy Soap, Copco Soap
- Fairbank's Glycerine-Tar Soap
- Fairbank's Scouring Soap
- Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

**THE N. K. FAIRBANK COMPANY**  
MONTREAL, CANADA



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OUR MOTTO:

**"Quality Regardless of Price"**

This motto peculiarly applies to our **Cream of Sugar Corn**, which in selection, careful handling, ingredients of syrup, is made to cost much more than the ordinary brands put on the market, but is sold at a very slight advance in price over the ordinary brands. Now, what is true of our **Cream Sugar Corn** quality is also equally true of **Farmers' Brand of Canned Peas, Corn, Beans, Tomatoes, etc.** These are **all** delivered from our own fields to the factory, and packed fresh the same day as they are gathered.

Proof of dealers' and consumers' appreciation being that though our **1906 Pack** doubles that of 1905, but very little of the former remains to be sold. We solicit a small trial order that you may be in the swim with dealers who are buying our goods.

**The FARMERS' CANNING COMPANY, Limited**  
BLOOMFIELD, ONT.

## "WALKER BINS"

In order to meet the increased demand for **WALKER BIN FIXTURES** in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for **MODERN STORE FIXTURES.**

Write for illustrated Catalogue  
"Modern Grocery Fixtures."

**THE WALKER BIN & STORE FIXTURE CO., LIMITED**  
BERLIN, ONTARIO

## Do So!

Place a trial order with your jobber for our

## Matches

Write us for price list. The values we offer in both goods and prices will secure your interest and support. **Try It.**

**The Improved Match Co.,**

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Limited  
Factory:  
DRUMMONDVILLE,  
P. Q.



## Manufacturers:

Would you like to have your products ably handled in

# ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at  
Calgary and Edmonton.

Salesmen cover the province thoroughly.  
Write us.

**DOMINION BROKERAGE CO., Limited**  
**CALGARY and EDMONTON**

## STOVE POLISH

*Always in use, See that you get the best*

# JAMES' DOME BLACK LEAD

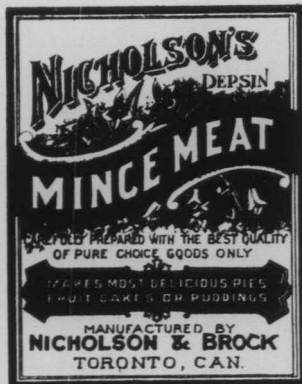
The best for you to handle, gives the best results to your customers.

*Pays well.*

*Sells Well.*

*Works Well.*

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



Others Get Satisfaction Through Dealing With Us. Why not You?

### NICHOLSON'S MINCE MEAT

is known and sold all over Canada. If your store is one of the exceptions, isn't it time you allowed Mr. Opportunity to introduce you to Sir Profit?

- N. & B. JELLY POWDER
- N. & B. ICING POWDER
- N. & B. PUDDING
- N. & B. VERIQUICK TAPIOCA
- BROCK'S BIRD SEED

*They're the lines that "go."*

**NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.**



CAPSTAN BRAND

### High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

**The CAPSTAN MFG. CO., Toronto, Ont., Can.**



**PURE**  
**PURE**

**PURE**

J. W. G.  
R. JARDI  
H. HANZ  
A. J. HUC

**VAL**

For Im  
Write f

THE CANADIAN GROCER



FIRM ESTABLISHED 1750

## **Purnell's** **PURE MALT VINEGAR**

Brewed from the Finest Grown English Malt.  
The best for Pickling and for the table.  
Quality guaranteed. Profits good. Sales always increasing.

**PURNELL, WEBB & CO., Ltd., Bristol, Eng.**  
**Sauce and Pickle Makers**

Apply to Agents for further particulars:

J. W. GORHAM & Co.  
R. JARDINE,  
H. HASZARD,  
A. J. HUGHES.

HALIFAX, N.S.  
ST. JOHN, N.B.  
CHARLOTTETOWN, P.E.I.  
1483 Notre Dame Street, MONTREAL

J. WESTERN,  
BICKLE & GREENING,  
J. CARMAN,  
G. E. JARVIS & Co.,

630 Ontario Street, TORONTO  
HAMILTON, ONT.  
WINNIPEG, MAN.  
VANCOUVER, B.C.



## **VALENCIA RAISINS** **SULTANA RAISINS** **CURRANTS**

For Import—

Write for Quotations to

**THOS. BELL, SONS & CO.,**  
**MONTREAL**



# PICKLING SPICE

Our fancy  $\frac{1}{4}$  lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market—and a rapid seller—Now is the time for placing your order—

## S. H. EWING & SONS

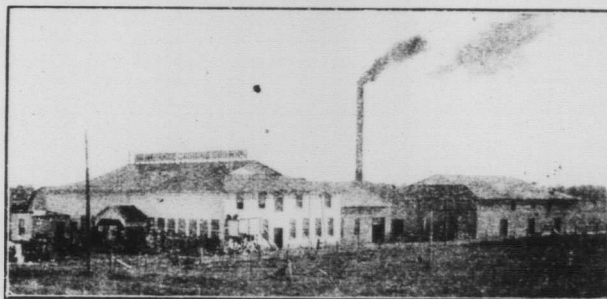
96-104 KING ST., MONTREAL  
Telephone Bell Main 65.  
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

## Tomatoes Ripened on the Vine, Not on the Fence— That's "Canada's Pride"

There is no vegetable where flavor varies so much as the tomato. The reason for this is the artificial way of hurrying up ripeness. The "hurry up" or "fence" system puts all the life into the exterior of the tomato, and lets the interior take care of itself.



# "CANADA'S PRIDE" Canned Tomatoes

you get vegetables that have ripened on the plants and been picked when the flavor was just right. All **Canada's Pride** Tomatoes have the same flavor, are 1906 pick, full and solid cans, beautifully labelled.

Grocers should take a pride in selling **Canada's Pride** Canned Tomatoes.

WM. GALBRAITH & SON,  
Sole Agents for Montreal.

NAPANEE CANNING CO., Limited  
W. A. CARSON, Manager - - Napanee, Ont.

Agents—W. B. BAYLEY & CO.  
Cor. Church and Colborne Sts., Toronto.

# SYMINGTON'S, EDINBURGH COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

UNQUESTIONABLY THE VERY BEST  
TO BE HAD OF ALL WHOLESALEERS  
THOS. SYMINGTON & CO. - EDINBURGH



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Head Office  
Toronto  
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J. J.



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W. C. MAC  
ACTU

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## THE TELEPHONE

Is a companion, friend and servant combined.  
Invaluable for convenience in the household.

### LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

**THE BELL TELEPHONE COMPANY OF CANADA**

## WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE AND MARINE**

Head Office	Capital	-	\$ 1,500,000.00
Toronto,	Assets, over	- -	3,460,000.00
Ont.	Income for 1905, over		3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.  
C. C. FOSTER, Secretary.

## BRITISH AMERICA ASSURANCE COMP'Y

**FIRE AND MARINE.**

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, \$27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,  
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President  
P. H. SIMS, Secretary. and Managing Director

## THE METROPOLITAN BANK

Capital Paid Up, - - - \$1,000,000  
Reserve Fund, - - - \$1,000,000  
Undivided Profits, - - - \$ 133,133

### GENERAL BANKING BUSINESS

We Drafts bought and sold.  
Solicit Letters of credit issued.  
Your Collections promptly attended to.

### SAVINGS DEPARTMENT

Account open at all branches.  
Interest allowed on all deposit  
of one dollar and upwards.

## Money

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

## Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, J. K. MACDONALD,  
ACTUARY. MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

## Good Counter For Sale

Here's an excellent chance  
for a merchant to buy a  
second-hand counter at a  
reasonable price.

The top is walnut, the front  
and sides oak. Size, 2 feet  
2 inches wide; 3 feet deep;  
15 feet long.

## The MacLean Publishing Co.

10 Front St. East, Toronto.

Limited



# ***Don't Overlook the Fact that Markets are Advancing***

Send us your orders and we will see that all goods are put in at lowest market prices.

**THE DAVIDSON & HAY, LIMITED**  
WHOLESALE GROCERS, TORONTO

## **Japan Teas**

need little talking and bring  
satisfied customers back.

***Sweet, Fragrant,  
Pure, Clean and  
Healthful***

### ***FANCY SEEDED RAISINS***

16-oz. packages.

For present shipment.

**Thomas Kinnear & Co.**

Wholesale Grocers

**TORONTO and PETERBORO**

To Make

Tartan and  
SI  
Imperia

row, five  
new Sulta  
criptions.  
tels arrive  
your order

Whe

**BALF**

THE most mod  
hot blast  
Now in cours  
Deliveries an  
Special facili  
Lowest rates  
Customs, Sto  
Less worry fo  
For informat

To Make Good Pickles

USE

Tartan and Red Feather  
SPICES

Imperial VINEGAR

**Tartan**  
**BRAND**

SIGN OF PURITY

Stock Now

WAGSTAFFE'S Sealed Fruits,  
in glass

WAGSTAFFE'S Jams,  
in glass

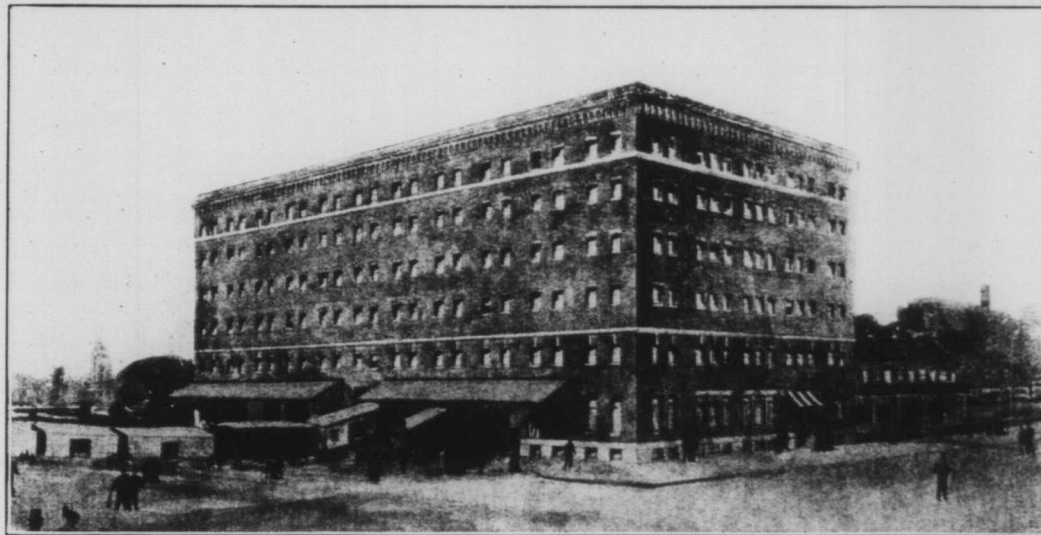
ALL PURE FRUIT and SUGAR

**If You Want the First FIGS in Canada**

send us your orders for shipment on arrival, four row, five row boxes, and 2½-inch and 3-inch Figs in 24s, and 48s. We also have earliest new Sultanas, Shelled Almonds, and a large assortment of Malaga Table Raisins, all descriptions. These come by fast steamer. New Prunes arrive October, new Seeded Muscates arrive October. We got in right on these goods. See our travellers before placing your order.

**When in a hurry phone 596, our long distance number.**

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



**TERMINAL STORAGE WAREHOUSE**

**T**HE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.

Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transshipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.

Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.

Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.

For information please communicate with the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

12-38 Grey Nun Street, MONTREAL



**Currants  
Currants  
Currants**

GREECE'S FINEST PRODUCTIONS :

**HAYCASTLE, OLYMPIC, PARADISE,  
MINERVA, ATHENA**

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

**W. H. GILLARD & CO.**  
HAMILTON

Wholesale Grocers

Importers of Fine Fruits

**Another Car**

of our celebrated

**“Bargain  
Molasses”**

just to hand in barrels and halves.

Quality our First Consideration.

**LUCAS, STEELE & BRISTOL**

Wholesale Grocers,

HAMILTON,

ONT.

**“ANTITIS PEPPER”**

The New Pepper Packed in 2, 4, and 8 oz.,  
1 lb. and 7 lb. Tins.

**KING OF ALL PEPPERS**

Guaranteed absolutely a pure blend  
of Finest Peppers

Specially Selected  
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

**ANTITIS PEPPER CO.,** 40 Botolph Lane  
LONDON, England

TRIAL ORDERS SOLICITED

—BUY—

**Brand Star**

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM.

**There's a Difference  
And It's In Your Favor**

You make 60% profit selling

**IVORINE**

Cold Water

**STARCH**

Do you make that much selling other kinds?

Just think on this point!

Then just think on this point: “IVORINE” Starch is practically in a class by itself. So much more trade for it!

40 FKGS. IN CASE—\$2.50

BUY OFF THE JOBBER

**ST. LAWRENCE STARCH CO.**  
LIMITED

PORT CREDIT, ONT.

“R

curabl

JAM

PHONES



# "Red Feather" Spices

Absolutely Pure.

Ground from the highest grades of Spice procurable, by the most improved machinery.


Packed in attractive packages.

All they require is a trial

**JAMES TURNER & CO., HAMILTON, ONT.**  
LIMITED

PHONES 422-1265-1816

WHOLESALE GROCERS



**DRIVING A BARGAIN**  
ESSEX BRAND  
SPELLS  
"BUSINESS"

YOU and your CUSTOMER are both getting a bargain when you buy the ESSEX BRAND.

YOU will secure good steady PROFITS and your customer absolute SATISFACTION.

Our factory is situated in Essex, the BANNER county for Tomatoes, Corn and Fruit of every description and we are putting the utmost value into all our goods.

We ask you quite confidently for your trial order as we know the QUALITY of Essex Brand and are convinced that we will be giving you the BEST on the market.

The BEST always pays, especially when, as in this case, it costs no more.

**THE ESSEX CANNING AND PRESERVING CO.**  
8 Wellington St. E., TORONTO, Can.  
Factory at Essex, Ont.



## ADVERTISING THAT TALKS

Former Retailer Recounts His Experience—How He was Influenced by the Ads in The Canadian Grocer—A Young Man's Allegiance.

I was in the grocery business in B—, a town in Western Ontario; there was one firm of wholesale grocers in Toronto with whom I felt I should like to do business and with whom I gradually learned to do business. The influence which worked for this result was the excellent advertising done by this firm in The Canadian Grocer. As I recall things, the Verigood Co. were the best advertisers in the paper, using a page each week and filling it with the snappiest kind of advertising. Each announcement bristled with business. There were "specials" galore—not necessarily bargains, but mostly specialties—lines of goods distinguished by some excellence. Possibly other firms had just as good lines to offer, but they did not exploit them as did the Verigood Co., the specialties they handled, and I became possessed of the feeling that I wasn't getting the most desirable merchandise in many lines.

It may be asked why I didn't buy where I liked. This question is answered readily. I was loyal to the houses who had sold us goods before my father died, and when I became buyer, I made no change. Thus the representatives of the two Toronto wholesale grocers who had the bulk of our general grocery account continued to sell us and the representative of the Verigood Co., with whom I had a very slight acquaintance, received small encouragement on his occasional calls. At the same time I felt that I was not having access to the best goods and best values—an impression given wholly by Verigood's advertising in The Grocer. I had made up my mind that did I ever have occasion to divert my account, I would become a Verigood customer.

But things changed with the Verigood Co. Their page in The Grocer became dull compared with what it once had been, and, later still, the size of their advertisement shrank considerably. I could not help but feel that there was something wrong with that house, which for so long had stood for the best I knew of in grocery enterprise. About this same time Strikehard & Co., to whom I gave the major part of our business, made a bold bid for pre-eminence, using liberal space and showing by their offerings that they were thoroughly wide-awake in their buying and aggressive in their selling. There was a sense of satisfaction in dealing with a concern that was so manifestly alive.

Messrs. Old & Dignified, who in the days of my father had the biggest part of our account, and with whom, for friendship's sake, I continued to deal, sold us less and less as the years passed. In their warerooms when I called—and I was in Toronto frequently—I received no quick recognition, no cordial welcome. So I seldom called there. I preferred to

go to Strikehard & Co's, where several knew me, and called me by name, and where Mr. Strikehard himself flattered me with his interest in me and our business.

To-day this firm's advertisements in The Grocer are in my opinion as good reading as in the old days when I read them for business. They arouse an internal activity, a keenness in selling. The advertisements of the Verigood Co. still appear regularly and are handled with skill, but somehow they do not strike my fancy as did those of former time.

Let me say a word to Grocer advertisers, and to those firms who do not advertise—a word based upon experience. Ten years ago I was 26 years of age, a young man, sensitive, ambitious, daring. I did not know much and was eager to learn. I was credulous, believing much of what I read and heard. I read The Grocer faithfully—every page of it, editorials, contributed articles, advertisements. The advertisements that were new each week, bright and business-like, produced a good impression and made for favor. With such houses I desired to do business. I cannot say that I wrote to such concerns, giving them an order, but I can and do say that times without number I ordered advertised specialties through my wholesale grocer. I did not want a number of \$2 and \$5 invoices to enter up and to pay for separately. Such small invoices are a nuisance. And so I ordered through the jobbers.

The non-advertising firm I regard lightly. They smelled musty. Doubtless I made many a mistake in this direction, but what do you expect from the beginner? Young manhood is not ripe manhood.

As it was with me ten years ago, so is it to-day, with scores upon scores of others throughout Canada, and if every young merchant reads The Canadian Grocer as faithfully as I did when I wore the apron, my word of advice to wholesalers, manufacturers and distributing agents is advertise, and put red blood into every advertisement. There is money in it.

### LICENSE THE GROCER.

Dairy and Food Commissioner of Ohio Advocates that Course.

In England there has been considerable agitation, says the Inter State Grocer, of St. Louis, regarding the examination of grocers as to their fitness in handling foodstuffs, a matter which interests everyone, and a strong effort has been made to have all handlers of such articles licensed by proper authorities, the license to be granted only after the applicant has shown that he is thoroughly conversant with the technical points of the trade.

State Dairy and Food Commissioner Horace Ankeny, of Ohio, who has taken an active part in the prosecution of food adulterators in his State, says in an interview that all grocers in this country should be licensed, and gives good reasons for his opinion.

"In the hands of no other class of people do the public trust their very lives, as they do the men who furnish their food," says Mr. Ankeny.

"In many States barbers are compelled to pass a rigid examination before they are permitted to work at their trade. Engineers are universally licensed, and in many cities plumbers and other mechanics carry a certificate of their fitness. Anybody who can get backing for a few hundred dollars can start a grocery or meat market. It is not even necessary to do that. A peddler's license is cheap and an outfit and stock does not cost much more.

"Many of those engaged in these trades are totally ignorant of all requirements except to charge a higher price for the goods than they pay for them. They know absolutely nothing of the indications of spoiled meat. In handling canned goods, they are completely at the mercy of the manufacturer and wholesaler.

"Recent arousing of public sentiment by disclosures of wholesale meat and food adulterations will result in a wholesale and uniform strengthening of the pure food laws of the country. It is not at hand now, but the time will come when it will be necessary for a dealer who has in his keeping the health of his customers, to be compelled to know the goods he handles, and be held responsible for them as well as the manufacturer. That is nominally done now, but it is only in an extremely rare case that the retailer is actually guilty of intent to defraud. He depends upon the man from whom he buys, and is deceived about as often as the public."

### DELIVERY DIFFICULTIES.

Cardinal Merchants have Trouble in Securing Prompt Delivery.

Frank Rogers, of Adams & Rogers, Cardinal, was in Montreal recently, and dropped in upon The Canadian Grocer. Cardinal merchants, said Mr. Rogers, have considerable trouble during the Summer in securing satisfactory delivery of supplies, particularly in the case of bananas and other perishable goods. They have a ten thousand dollar Government wharf there, but the boats do not stop regularly. Consequently goods they order shipped on a Thursday by G.T.R. they do not receive until the following Tuesday, which causes much inconvenience and sometimes loss. The business men of the town are in the hopes that something will be done by the transportation companies in the near future towards bettering conditions.

### MOULDY BUTTER MOULDY.

The London (Eng.) correspondent of The Canadian Grocer writes: "Some Canadian factories are shipping butter in a disgraceful condition. Nothing but mould, shipment after shipment. The particular factories are known and their names have been handed to the Canadian Government commissioner here."

## HERE A

### Happenings A

John A. Bryson is dead.

John Dolan is dead.

Geo. S. Buell, Ont., is dead.

Wm. Magee, out of business.

Wm. Lemss, been burnt out.

Duclos & Co. are offering to

T. Holmes, succeeded by M.

T. F. Robin West Lorne, Ont.

Viger & Marreal, Que., stock

George Hilton has sold out to

F. & J. Robin Shippegan, N.B.

The assets of Montreal, Que.

R. H. Robins has succeeded

Otto Jesse, Hill, Sask., has

Bertrand & real, Que., have

The assets of chant, St. Jaco

T. S. Leenstock, N.B., at

W. J. Lowrey, Ont., has assign

T. A. Spotsask., has been

T. C. Owens, ing Company, week.

The Dominion branches at Cl

den.

The assets of merchant, Sain

shop.

Rothwell & Winnipeg, Man.

ship.

T. N. Pefer, wood, Man., ha

Myrick.

F. D. Barclay, wanesa, Man., Beamish.

J. Ouellette, Beauville, Que., Turcotte.

Exshaw Tra merchants, Exs

corporated.

C. O. Gar Thamesville, O

Lorne, Ont.

St. Clair N.B., has been

by insurance.

The assets of Hull, Que., we

the 11th inst.



## HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific—News of Your Brother Grocer in all the Provinces.

John A. Bryson, grocer, Ottawa, Ont., is dead.

John Dolan, grocer, Montreal, Que., is dead.

Geo. S. Buell, general merchant, Lyn, Ont., is dead.

Wm. Magee, Winnipeg, Man., has gone out of business.

Wm. Lemss, baker, Trail, B.C., has been burnt out.

Duclos & Co., grocers, Montreal, Que., are offering to compromise.

T. Holmes, grocer, Toronto, has been succeeded by Millar & Cross.

T. F. Robinson, general merchant, West Lorne, Ont., has sold out.

Viger & Marchessault, cigars, Montreal, Que., stock under seizure.

George Hilton, grocer, Winnipeg, Man., has sold out to Sullivan Bros.

F. & J. Robichaud, general merchants, Shippegan, N.B., have assigned.

The assets of J. H. Mantha, grocer, Montreal, Que., have been sold.

R. H. Robinson, grocer, Toronto, has been succeeded by J. H. Ringer.

Otto Jesse, general merchant, Curt Hill, Sask., has been burnt out.

Bertrand & Lapalme, grocers, Montreal, Que., have dissolved partnership.

The assets of D. Gaudet, general merchant, St. Jacques, Que., are to be sold.

T. S. Leent & Son, bakers, Woodstock, N.B., are dissolving partnership.

W. J. Lowrey, confectioner, Ingersoll, Ont., has assigned to D. J. Cuthbertson.

T. A. Spoffard, grocer, Weyburn, Sask., has been succeeded by S. Murray.

T. C. Owens, of the Bloomfield Packing Company, was in town during the week.

The Dominion Bank has opened branches at Chatham, Ont., and Dresden.

The assets of Louis Perreault, general merchant, Saint Anges, Que., have been sold.

Rothwell & Wiglesworth, grocers, Winnipeg, Man., have dissolved partnership.

T. N. Pefer, general merchant, Basswood, Man., has sold out to Payne & Myrick.

F. D. Barclay, general merchant, Wawanesa, Man., has sold out to R. F. Beamish.

J. Ouellette, general merchant, Papi-neauville, Que., has assigned to Kent & Turcotte.

Exshaw Trading Co., Ltd., general merchants, Exshaw, Alta., have been incorporated.

C. O. Gardner, general merchant, Thamesville, Ont., has removed to West Lorne, Ont.

St. Clair McKiel, baker, St. John, N.B., has been burnt out, loss covered by insurance.

The assets of J. A. Rochon, grocer, Hull, Que., were to have been sold on the 11th inst.

Biglow Bros., general merchants, Margo, Sask., has been succeeded by Barth & Culp.

Alfred Robichaud, general merchant, Salmon Lake, Que., V. E. Paradis appointed curator.

G. A. Goheen, grocer, Peterboro, Ont., will shortly erect a fine new store. Plans are being prepared.

Mr. Whitty, manager of the cork department, S. H. Ewing & Sons, is holidaying at present.

The stock of M. J. Debussy, grocer, Pembroke, Ont., has been sold at 61 cents on the dollar.

Joseph A. Coulombe, grocer, Berthierville, Que., has been burnt out, loss partially covered by insurance.

Emmanuel Masson and Louis Masson have registered under style of Masson & Frere, grocers, Montreal, Que.

The assets of O. Brochu & Cie., general merchants, Beauceville, Que., were to have been sold on the 13th inst.

Emile Legault and Edmond Legault have registered under style of E. Legault & Frere, grocers, Montreal, Que.

Geo. W. Prout, manager of the Dominion Produce Co., Winnipeg, is in the hospital seriously ill with typhoid fever.

Boland & Irwin, general merchants, Low, Que., have dissolved partnership. The business is continued by W. R. Irwin.

A. J. Williams, manager of the Montreal branch of the Crosfield, Lampard Clark Co., is on a fishing trip at present.

A meeting of the creditors of D. L. Chauvin, general merchant, Comber, Ont., was to have taken place on the 7th inst.

Tom Wallace, of the traveling staff of the Toronto Pottery Co., was in Montreal during the week and gave The Grocer a call.

C. A. Kelly, proprietor of the City Grocery and Liquor store, Peterboro, is selling off his stock and will vacate the premises by Sept. 15.

J. A. Beaudry, secretary of the Montreal Retail Grocers' Association, has returned from an extended business trip in the States and Western Canada.

Rochussen & Collis, commission merchants, Victoria, B.C., have removed to Vancouver and their Victoria business has been taken over by W. B. Fisher.

Cannel's grocery store, Sussex street, Ottawa, was gutted by fire early last Friday. The damage to the building will not exceed \$1,000, loss on stock \$2,000; insured.

The assets of the failed Saratoga Chip Co., Hamilton, Ont., amount to \$71.95, less two electric fans seized by the owners. The liabilities are between \$2,000 and \$3,000.

Hayne & Campbell have opened their new Marine Grocery at Fort William,

Ont. Both are experienced men in the foodstuff trade there and will cater to the best class of trade.

John Dolan, grocer, Montreal, was found dead in his store at Hermine and Lagauchetiere streets. An autopsy showed no marks of violence and it was decided to hold an inquest.

J. H. Lefebvre, the Ozo Co., Montreal, was in Sherbrooke last week, looking after the interests of his firm at the Exhibition. He left on a business trip to the Lower Provinces early this week.

M. A. Stewart, formerly of St. Armand, Que., but now of Charleston, Boston, was in Montreal this week renewing old acquaintances. Mr. Stewart is in the retail grocery business in Boston.

F. F. Riley, of the lately organized wholesale grocery firm, the Riley-Ramsay Co., Port Arthur, Ont., died of typhoid in the hospital there a fortnight ago. He was 30 years of age had been ill since June.

Thursday of last week a small fire occurred in the wholesale establishment of Hudon, Hebert & Co., Montreal. Very little damage was done. An accident to the automatic sprinkler of the concern was the cause of the blaze.

S. W. Ewing, vice-chairman of the Montreal branch of the Canadian Manufacturers' Association, has left for Winnipeg and the west on the C.M.A. excursion. Mr. Ewing will not go right to the coast with the association owing to the pressure of business.

Jos. LaMantia, Strathroy, Ont., wholesale fruit merchant, was married in London recently to Miss Rosie Miles, of that city, Rev. Father McKeon tying the nuptial knot at St. Peter's church. Mr. and Mrs. LaMantia are at present enjoying a trip to Baltimore.

The Imperial Ice Cream Co., have been incorporated under Canadian charter with capital of \$20,000. The head office will be at Montreal and the charter members are E. G. Roy, J. M. Leach, Montreal; H. G. Wade, T. Macfarlane, Ottawa, and F. A. C. Bickerdithe, Montreal.

McNeil & Higgins Co., wholesale grocers, Chicago, have absorbed Walsh, Boyle & Co. with a stock of \$200,000. It is expected that now McNeil & Higgins Co. will do a business of \$10,000,000 a year and be amongst the largest firms in the west. The firm was founded in 1871.

A. Dawson and S. F. Flatt, of Fort William, have formed a partnership to become manufacturers' agents. Among their other agencies will be that of Jas. Lumbers & Co., wholesale grocers, of Toronto. Mr. Dawson and Mr. Flatt are both practical men and understand the mercantile business of the city.

North Vancouver, B.C., has now a board of trade with these officers: A. St. G. Hamersely, president; J. G. Philippo, first vice-president; G. A. McBain, second vice-president; H. R. Hef-fel, treasurer. Convenors of committees: Transportation, A. R. Steacey; commerce and industries, A. B. Diplock;

Commissioner who has tak prosecution of State, says in ocers in this d, and gives ion.

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## ULTIES.

Trouble in elivery.

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Mr. Rogers, e during the factory deliv-ly in the case ishable goods. I dollar Gov- the boats do equently goods on a Thurs- ot receive un- which causes metimes loss. own are in the l be done by anies in the ttering condi

## MOULDY.

espondent of rites: "Some ipping butter Nothing but ipment. The own and their the Canadian here."



grievances, M. S. McDowell; finance, E. Mahon; tourist and settlers, E. G. Dick; legislation, S. B. Schultz; entertainment, H. G. Wright.

Swan River, Man., has organized a board of trade with the following officers: President, J. H. Bossoms; vice-president, S. R. Wright; secretary and treasurer, R. G. Taylor. The council: A. L. Ashdown, E. J. Darroch, F. J. McCoun, Dr. Proctor, Alf. Wyldman, Douglas, Morse, Murphy and McFadden.

Samuel Graham, manager of the Regina branch of Bright & Johnson, wholesale fruiterers, Winnipeg, died on August 28 after a few days illness. He was 30 years of age and had been with his firm 10 years as a traveler until sent to manage the Regina branch a year ago. He was a bright business man and very popular.

The Goderich Signal's Port Albert, Ont., correspondent writes: A good business chance. As Mr. Grinton is leaving the store at Port Albert there will be a good opening for some live man. What we need in Port Albert is a bakery in connection with a grocery store, and the place Mr. Grinton is leaving is especially suited for the purpose.

J. A. Munger, Chicago, superintendent of the premium department of the American Cereal Co., manufacturers of Quaker Oats, was in Toronto with his daughter during the last week of the Exhibition. He called at the office of The Canadian Grocer and expressed himself pleased with the great Fair. It was Miss Munger's first visit to Canada.

The Inland Revenue Department has issued a bulletin containing results of the analysis of samples of milk collected throughout the country, which are more unfavorable than the proportions recorded in former bulletins. Out of 319 samples 189 were pronounced general has 8 doubtful and 6 adulterated Toronto is shown to have the worst record, there being 11 doubtful and 7 adulterated out of 31 samples. Montreal has 7 doubtful and 6 adulterated samples out of a total of 29.

J. Russell-Murray, known in commercial circles in Montreal as a West India commission merchant, was, last Saturday afternoon, the victim of a painful shooting accident. Mr. Murray was spending a few holidays at Father Point, and Saturday afternoon went duck shooting. While lying on the ground waiting for a good shot, the gun he carried, in some unaccountable manner went off, the charge of buckshot entering his left foot. He was at once removed to Montreal and later to Dr. Springle's, where he is now undergoing treatment.

J. B. Ridge, the Hamilton grocer, had a narrow escape from being killed early Labor Day morning. Mr. Ridge was on an open street car and a lady got on and he offered her his seat, at the same time stepping out on to the inside running board. As he did so another open car approached from the opposite direction and he was struck and knocked off, being twirled around the rear of the

car. Had he been at the centre of the car instead of near the end he would probably have been killed. As it was, he was rendered unconscious, but revived shortly afterwards. The ambulance removed him to the city hospital, where it was ascertained his injuries consisted of several cuts on the head.

#### IMPROVED APPLE BARREL.

##### Its Features— Growers' Centralization Scheme Approved.

"A great many apple exporters this year are using a new style barrel, which will do away, to a great extent, with the crushing of the fruit, which is now the bane of apple exporters." So spoke Mr. James Innes, of the cooperage firm, the Sutherland, Innes Co., probably the largest firm of its kind in the world, to a representative of The Grocer at the Windsor, in Montreal. "This barrel has eight hoops, two more than the barrel now generally used. You know that the present barrel when rolled, is rolled on its bilge, much to the damage of the apples inside. The new barrel will roll on the two extra hoops, which are placed in such a position as to insure the bilge of the barrel being three-eighths of an inch above the ground when the barrel is being rolled. The new barrel was demonstrated in Ottawa this Summer before several fruit growers and exporters, as well as some of the Government officials. All but one of those present were in favor of the new barrel being adopted, and this one was soon convinced. The Government, I have reason to believe, is contemplating the passing of a law next session, making it compulsory for exporters to use this style of barrel."

Speaking of this year's apple crop in Canada, Mr. Innes said that while it certainly was not as large as it was expected to be, yet it was large enough to meet the demands of trade. He thought that export trade this Fall would be good. Mr. Innes spoke of the "centralization scheme" adopted by the apple growers in Ontario, and expressed himself very strongly on the good points of the idea. All the growers in one district bring their apples to a central point, where they are graded and then packed, each barrel being marked according to the grade of apples contained therein, and then stamped with the association's stamp. Then they were exported. Exporters were, by this plan, able to guarantee their apples. When buyers on the other side were purchasing, they knew that any apples stamped by the Fruit Growers' Association were exactly as represented to be and felt safe in paying the price asked for the apples.

Mr. Sutherland of Liverpool, was also stopping at the Windsor. He said that the crop in England was very satisfactory this year. He also spoke of the growing favor with which Canadian apples were regarded in England.

Both gentlemen left for Toronto and the west the beginning of this week.

#### GROCERS NAME OFFICERS.

##### Montreal Association do Well With Their Picnic Nominations.

Last Thursday evening the Retail Grocers' Association, Montreal, held a meeting in their quarters, 270 St. Catherine street east. President Daoust presided.

Secretary Beaudry read the minutes of the last meeting, which were adopted. The report of the picnic held recently was then read. It was shown that there was a balance, over and above expenses, of \$309.57. At the request of the president, the secretary spoke of what had been done at the meeting of the Retail merchants in Sherbrooke in July. At that convention some ten or twelve cities in the Province of Quebec had been represented, and matters of common interest were discussed. The collection of small debts through the Circuit Court, and the possible reduction of expenses involved through this mode of collection was one subject brought up.

Officers for the ensuing year were then nominated, following being the results:

President—J. A. Maynard and A. Laniel.

First vice-president—J. A. Dore, acclamation.

Second vice-president—Thos. Pleau and E. P. Guilmet.

Treasurer—H. Laniel and M. de Repentigny.

Secretary—A. Sarazin, acclamation.

Auditors—P. Bruneau, Landreville, and Decarie.

The elections will take place at the next meeting, which will be held the first week (Thursday) in October.

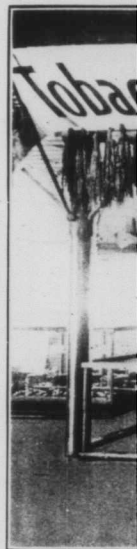
There was some discussion of the business and water tax problem, and it was decided to appoint two committees to study the question and report to the association.

#### BROOM CORN.

Broom corn prices have been at the top notch for some time now, there being practically none on the market at present, and it will likely be some few weeks before the new crop will be ready to move. The United Factories, manufacturers of Boeckh's Standard Brooms, when seen by The Canadian Grocer representative in regard to market conditions stated that notwithstanding this unfavorable condition of the market, they had not only not increased but had actually reduced their prices, that being possible owing to their foresight in contracting for a very choice lot of corn recently, at considerably less than the prices being demanded to-day.

They predict that there will be no further reduction this year, as good quality corn will be firmer for some time to come, and they do not use or handle inferior grades which are discolored, brittle, and make very poor brooms.

A fine sample of ripe strawberries, grown at the Brandon (Manitoba) Experimental Farm, was on exhibition in that city during the last week in August.



Canadian N...

Another Toronto and the institution established in the life of Ontario quarter to half a there every year chant it is an op in the art of dis dently appreciate it is a place to g Canada, its scen horticulture, da and manufacture. One of the mo of the Fair wer three great railw been much more been housed tog The C.P.R. had display of wester derfully arranged and Intercolonial Natural History was a very inte of large photogra the scenery of the



Canadian Nat...



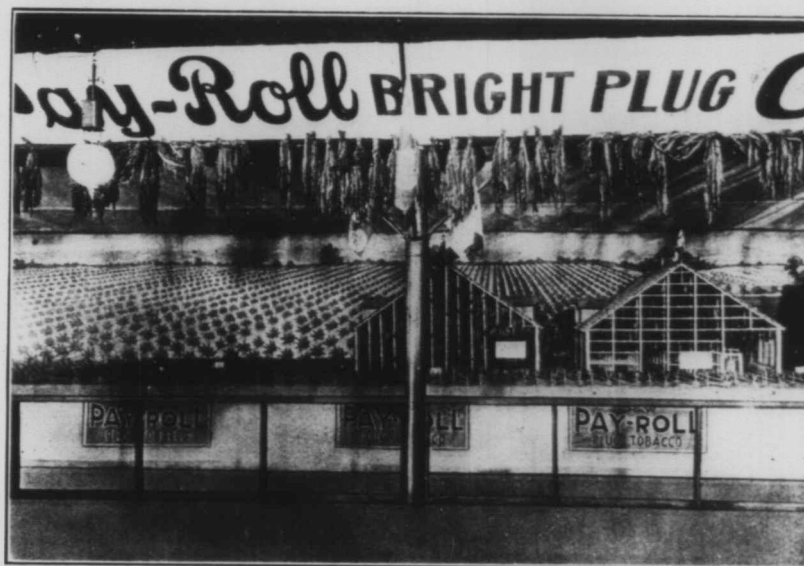
THE CANADIAN GROCER  
AT THE TORONTO EXHIBITION



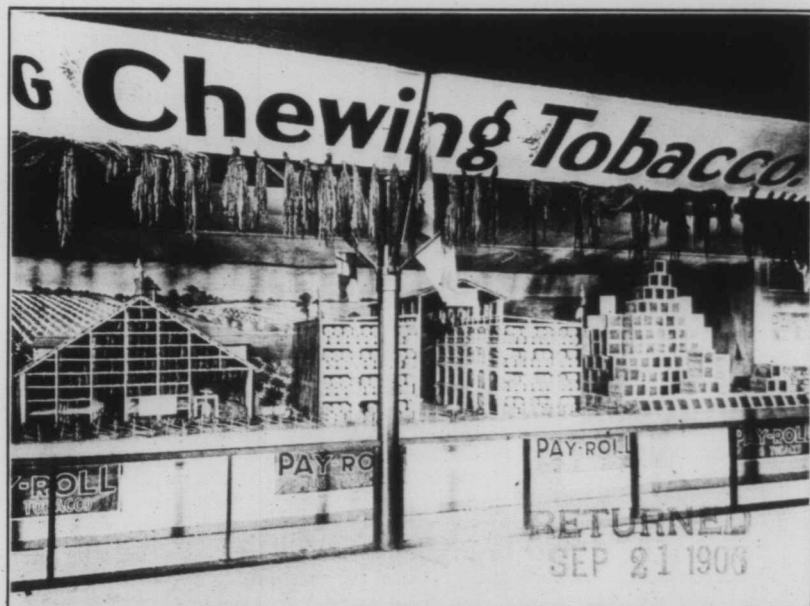
Canadian National Exhibition—Exhibit of Pay Roll Tobacco—Section I.

Another Toronto Exhibition is passed and the institution is still more firmly established in the commercial and social life of Ontario. Anywhere from a quarter to half a million people gather there every year. For the retail merchant it is an opportunity for education in the art of display that too few sufficiently appreciate. But to every visitor it is a place to gather information about Canada, its scenery, its agriculture, horticulture, dairying, stock raising, and manufactures.

One of the most interesting features of the Fair were the displays of the three great railways. They would have been much more effective if they had been housed together in one building. The C.P.R. had one of its own for the display of western products truly wonderfully arranged. The Grand Trunk and Intercolonial displays were in the Natural History Building. The former was a very interesting picture gallery of large photographic views illustrating the scenery of the lake districts of cen-



Canadian National Exhibition—Exhibit of Pay Roll Tobacco—Section II.



Canadian National Exhibition—Exhibit of Pay Roll Tobacco—Section III.

tral and Northern Ontario. The latter, and much the larger exhibit, showed the scenic hunting and fishing attractions of Eastern Canada from Montreal to Sidney, C.B.

**Model Tobacco Farm.**

To the dealers in tobacco a particularly interesting exhibit in the industrial department is the Model Tobacco Farm. It is a representation, in a practical way, of the different processes to which tobacco should be subjected by the farmer before he sells his leaf to the manufacturer.

The right way of growing, harvesting, drying, curing and packing tobacco leaf is there shown on a large scale. By studying the different model buildings, and other parts of the exhibit, one can obtain an accurate idea of the proper methods of dealing with the crop, so as to get it into condition for the market.

This exhibit is particularly appropriate at the Toronto Exhibition, because it is in the Province of Ontario, especially in the Counties of Essex and Kent, that the culture of tobacco is most suc-

cessful within the Dominion. The fact was mentioned in Parliament during last session. Early in the present year a special train of 31 cars, all laden with the fragrant leaf, was made up in St. Thomas, Ont. The weight of the tobacco contained in these cars reached the large total of 1,211,351 lbs., about 31,000 bales, all grown in Ontario. It is said that farmers in Ontario are raising crops which bring them in from five to ten thousand dollars annually.

The association is indebted to the manufacturers of "Pay Roll" plug chewing tobacco for this remarkable feature at this year's exhibition. The firm are themselves large users of Canadian leaf, and to their factories was consigned the record shipment referred to above. Not only was it a record in size, but experts stated that in quality it was the best ever grown in Ontario. To this fact may be attributed the increase in popularity of Pay Roll plug chewing tobacco.

The display was situated just opposite the space allotted to the Cobalt silver exhibit and crowds thronged the aisle between most of the busy hours of the

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Page 36  
A. B.





Canadian National Exhibition—Exhibit of Tobler's Chocolate by Maclure &amp; Langley.

exhibition, and it is doubtful if the clever and instructive exhibit of the Model Tobacco Farm did not attract more attention than the wealth of the Cobalt mines. To thousands of visitors the possibilities of the Essex and Kent tobacco fields were a revelation, which will remain associated with Pay Roll tobacco in their minds for many a long day.

#### St. Charles Condensing Co.

There is a great opening for the retail grocery trade to supply a want that is very keenly felt in some places all the time, and in all places some of the time—pure cream and milk. Very young children are the principal sufferers, because their food is almost entirely milk. But they are not the only sufferers, for milk is one of the food stuffs most susceptible of contamination by disease germs. This is largely why condensed milk and cream are coming into such general use in districts where ordinary fresh milk is easily available, and why the booth of the St. Charles Condensing Co. in the Manufacturers' Building was constantly besieged by fair visitors anxious to sample and learn about their evaporated cream and milk.

The gentleman in charge of the booth, speaking to the representative of The Canadian Grocer, said:

"St. Charles Evaporated Cream is prepared from the best milk obtainable, from selected dairies, scientifically fed under our strict supervision in the finest milk-producing sections (the famed Elgin, Ill., and Oxford County, Ontario, districts) in the world, particular pains being taken to see that all sanitary conditions are perfect. The utmost care is taken in every detail during its preparation, the result being absolute purity. The milk is reduced to the consistency

of very rich cream by evaporation, and by the scientific application of heat we destroy all disease germs and those that cause milk to ferment, so that it will keep indefinitely.

"Physicians and nurses recommend it



Canadian National Exhibition—Exhibit of The St. Charles Condensing Company.

highly and we have quantities of testimonials regarding its merits from professional men and mothers. The results of analysis taken by prominent expert chemists show that St. Charles Cream when properly reduced with pure boiled water is almost identical in every respect with human milk.

"We devote fully as much attention to the manufacture of our cans as to any other department, using nothing but the finest tin plate and the most improved machinery for treating same, consequently our package is far preferable to glass jars."

#### Tobler's Chocolate.

In this candy-eating age of the world probably no confectionery is more widely known than Tobler's milk chocolate. It is one of the purest, most delicious, most healthful and most nutritious of sweet meats. As it is very generally handled by grocers everywhere a few facts about the makers will be of interest.

Tobler established his business in Berne, Switzerland, in 1845. That is 61 years ago. The capital of the company is now 8,500,000 fr. They are the largest manufacturers in the world of exclusively eating chocolate. The factory is situated in the centre of the dairying district of Switzerland. They use eight thousand gallons of milk daily. They manufacture just three different lines—Swiss milk chocolate, hazel nut chocolate, an admixture of nuts and sugar chocolate, and vanilla chocolate, a plain sugar chocolate flavored. Each of them, of course, is put up in many different forms and packages.

Unlike most chocolates, Tobler's products are scarcely handled at all in the process of manufacture. Machinery has been devised to do practically all of it.

The great plant electricity.

The Swiss Gov of the dairy in It sees to it that thoroughly hyge supervision is m health of dairi of handling the late gets the ben Just a word tory methods.

Toronto, are th and a little whi taking a large merchant. Some



the cleanliness o Bostonian repli with the Tobler afraid to eat floor of their fac

#### The Pec

The Intercolo charge of A. H ble Maritime n the advertising o ple's railway. F

The great plant is operated wholly by electricity.

The Swiss Government is very jealous of the dairy industry of the Republic. It sees to it that all cattle are kept in a thoroughly hygienic manner and strict supervision is maintained regarding the health of dairy cattle and the method of handling the milk. Tobler's chocolate gets the benefit of all that.

Just a word illustrative of the factory methods. McClure & Longley, Toronto, are the agents for America, and a little while ago Mr. Langley was taking a large order from a Boston merchant. Something was said about

rooms, one partly shown in the accompanying photograph, the other a grotto bark-lined with lighted water boxes containing an interesting array of living fish. The larger room was completely walled with bark, a fountain played in the centre and the walls were covered with large photographs of scenery and trophies of the gun and rod. One picture of unusual interest showed a salmon leaping a 14-foot waterfall on the Seveagle River, N.B. The snapshot was a triumph of skill and patience on the part of a Government fish inspector,

historian. Comparatively few Ontario people have traveled in the Maritime Provinces. Looking at the map that illuminates every folder, the primary reason is obvious. From Toronto to Sidney is just about four times the distance from Toronto to New York. Nevertheless the exhibit and the literature, finely printed and profusely illustrated, must defuse among the people of middle Canada a knowledge of the Atlantic seaboard and the great railway system owned and operated by the Dominion Government.



Canadian National Exhibition—Corner of Intercolonial Railway Exhibit.

the cleanliness of the product, and the Bostonian replied "I spent a week with the Toblers, and I wouldn't be afraid to eat anything made on the floor of their factory."

#### The People's Railway.

The Intercolonial exhibit was in charge of A. H. Lindsay, a very capable Maritime newspaperman, now with the advertising department of the people's railway. He had, as last year, two

who spoiled several dozen plates before securing the salmon actually on the leap. The salmon made the fall about once in every five attempts, the inspector reported.

#### Imparting Instruction.

Much instructive literature and advertising matter was given away by Mr. Lindsay and his assistants. All of it told of the attractions of Eastern Canada for the tourist, the hunter and the

The deep red line on the maps from Montreal to Sidney shows a thousand miles of railway through a country that the world cannot surpass for picturesqueness. Some of the great forests of New Brunswick abound in game large and small. If some Ontario sportsmen would take their hunting holiday on the Intercolonial they would have the time of their lives. The tourist and hunting rates, too, are wonderfully cheap.



## E. W. Gillett Co.

There was no dearth of artistic exhibits in the Manufacturers' Building, and a booth which comes under that heading alone failed in the purpose for which it was intended. More preferable would be a display designed entirely from a practical standpoint, and devoid of all features pleasing to the eye of the general public. It would at least have a certain distinction that would catch the attention of interested parties. The aspiration of every exhibitor who has

A point strongly emphasized is the substitution of a red for a blue label on Magic Baking Powder. This is an important change, and the fact that it is being made is impressed upon visitors to the exhibition in many ways. The alternate rows of red and blue packages will be noticed on every hand in the booth. A large card bearing the words "Notice the change of label" calls attention to the dusky magician who presides at a table in the centre of the floor and has proved a big drawing card. He lifts a silk cap and exhibits a package

Caustic Soda, Royal Yeast Cakes, Magic Baking Soda, Magic Baking Powder, Imperial Baking Powder and Cream Yeast Cakes.

The Gillett factory building has a frontage of 80 feet by a depth of 300 feet, facing on three streets. On the fifth floor is located the baking powder room, with its large revolving mixer, taking a ton of material at a time, and also the paper box department, where in the neighborhood of 100,000 complete packages are turned out daily. On the fourth floor is the machinery for making Royal



Canadian National Exhibition—Exhibit of E. W. Gillett Co., Toronto.

studied the matter is to combine these artistic and concrete qualities. E. W. Gillett Company have come very near to attaining the point of perfection in this respect, with the result that their showing ranks high among the best in the building.

The accompanying illustration gives a much clearer idea of the arrangement than could possibly be written. There is no superfluous decoration—everything is an advertisement for Gillett's Lye, Magic Baking Powder, etc., made doubly effective by being well displayed, and the booth brilliantly illuminated.

of Magic Baking Powder bearing a blue label. The cap is lowered again, the magician waves his wand, and, presto! when he again removes the cap the red package appears. For a while, until the public become familiar with the change, Magic Baking Powder will be sent out in red-labelled cans, with a blue label wrapped around it, with a notification that the goods will hereafter be known by the red label.

The following is a complete list of E. W. Gillett Company's lines: Gillett's Perfumed Lye, Gillett's Washing Crystal, Gillett's Cream Tartar, Gillett's

Yeast, including the machines, which each turn out 1,460 yeast cakes every minute. Drying rooms, with a capacity of over 15,000,000 yeast cakes, also take up part of the fourth floor. It has been calculated that at the lowest estimate possible each batch of yeast which the company turn out will make 2,600,000 loaves of bread, and from four to six batches are turned out per week the year round. A striking feature is the fine arrangement of every detail looking toward the careful and expeditious preparation of the goods.

## Baking Powder.

Gillett, E. W., Co., Toronto

McLaren's, W. D., Montreal

## Biscuits, Confectionery.

Cowan Co., Toronto.

Jacobs, W. & R., Duluth

Kingery Mfg. Co., Chicago

McLachlan, Sons & Co., Montreal

Mooney Biscuit & Candy Co., Toronto

Mott, John P., & Co., Toronto

National Licorice Co., Toronto

White Candy Co., Toronto

## Brooms and Brushes.

Woods, Walter, & Co., Toronto

## Canned Goods.

Balfour, Smye & Co., Toronto

Belleville Canning Co., Belleville

Bloomfield Packing Co., Toronto

Canadian Cannery, Hamilton

Lakeside Canning Co., Toronto

Manitoba Canning Co., Toronto

Manitoba Canning Co., Toronto

Napanee Canning Co., Toronto

Old Homestead Canning Co., Toronto

Turner, James & Co., Toronto

## Cans, Tins.

Acme Can Co., Montreal

## Cash Registers.

National Cash Register Co., Toronto

## Cash Sales Books.

Carter-Crume Co., Toronto

## Cheese Cabinets.

Walker Bin and Store Co., Toronto

## Cigars, Tobaccos, Etc.

American Tobacco Co., Toronto

Cote, Joseph, Quebec

Empire Tobacco Co., Toronto

McDougall, D., & Co., Toronto

Payne, J. Bruce, Grand Rapids

Tuckett, Ged. E., & Son, Toronto

## Clothes Lines.

Hamilton Cotton Co., Toronto

## Cocoas and Chocolates.

Baker, Walter & Co., Toronto

Cowan Co., Toronto

Dunn, Wm. H., Montreal

Epps, James, & Co., London

Lowrey, Walter M., Oshawa

Mott, John P., & Co., Toronto

Peter's Chocolate, Montreal

## Computing Scales.

Computing Scale Co., Toronto

Toledo Computing Scale Co., Toledo

## Concentrated Lye.

Gillett E. W., Co., Toronto

## Condensed Milk and Cream.

Borden's—Wm. H. Duff, Toronto

Truro Condensed Milk Co., Truro

## Counter Check Books.

Allison Coupon Co., Toronto

Carter-Crume Co., Toronto

## Cordials.

Batger's, Rose & Lafitte, Toronto

## Crochery, Glassware, Etc.

Gowans, Kent & Co., Toronto

## Dairy Produce and Eggs.

Dawson Commission Co., Toronto

Fearman F. W. Co., Toronto

Graham Bros., Kinross

MacLaren Imperial Canning Co., Toronto

Montreal Packing Co., Montreal

Park, Blackwell Co., Toronto

Power, B. H., Halifax

Rutherford, Marshall & Co., Toronto

Ryan Wm., & Co., Toronto

## Accountants and Auditors.

Acme Can Works, Toronto

Adam Geo & Co., Toronto

Adams J. T. & Co., Toronto

Albert Soaps, Toronto

Allison Coupon Co., Toronto

American Tobacco Co., Toronto

Antis Pepper Co., Toronto

Ashley & Lightcap, Toronto

Atlantic Fish Co., Toronto

Auburn Orchards, Toronto

Baker, Walter & Co., Toronto

Balfour, Smye & Co., Toronto

Battle Creek Heath & Co., Toronto

Bell, Thos. & Co., Toronto

Bell Telephone Co., Toronto

Bickle, J. W. & Green, Toronto

Bowser, S. F. & Co., Toronto

Bradstreet's, Toronto

Braid, Wm., & Co., Toronto

Brown, Joseph & Sons, Toronto

British America Assurance Co., Toronto

Campbell's, R. Sons, Toronto

Canada Paper Co., Toronto

Canada Sugar Refining Co., Toronto

Canadian Cannery, Toronto

Canadian Press Clipping Co., Toronto

Canadian Shredded Wheat Co., Toronto

Caplan Manufacturing Co., Toronto

Carman, Joseph, Toronto

Carrier, P. W., Toronto

Carter-Crume Co., Toronto

Church & Dwight, Toronto

Clark, W., Toronto

Codville-Georgeson Co., Toronto

Colbeck, Henry, Toronto

Coles Manufacturing Co., Toronto

Colson, C. E., & Son, Toronto

Confederation Life Assurance Co., Toronto

Connors Bros., Toronto

Cowan Co., Toronto

Cote, Joseph, Toronto

Cox, J. & G., Toronto

Davenport, Percy P., Toronto

Davidson & Hay, Toronto

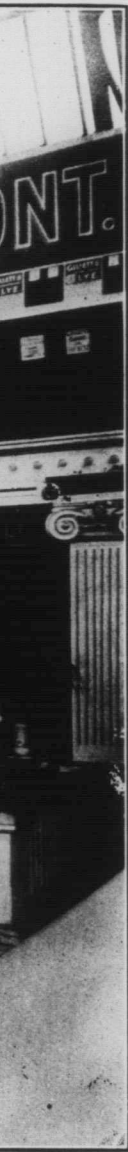
Dawson Commission Co., Toronto

De Ybarondo, J. V., Toronto



Cakes, Magic Powder, Im-Cream Yeast

ing has a depth of 300. On the fifth powder room, er, taking a and also the where in the complete pack-On the fourth making Royal



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The Canadian Grocer.

CLASSIFIED LIST OF ADVERTISEMENTS.

**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Gum, Etc.**  
Cowan Co., Toronto.  
Jacobs, W. & R., Dublin, Ireland.  
Kingsry Mfg. Co., Cincinnati.  
McLauchlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
White Candy Co., St. John, N.B.

**Brooms and Brushes.**  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Bairour, Smye & Co., Hamilton.  
Belleville Canning Co., Belleville Ont.  
Bloomfield Packing Co., Bloomfield, Ont.  
Canadian Cannery, Hamilton.  
Lakeside Canning Co., Wellington, Ont.  
Manitoba Canning Co., Grande Pointe, Man.  
Napanee Canning Co., Napanee, Ont.  
Old Homestead Canning Co., Picton.  
Turner, James & Co., Hamilton, Ont.

**Cans, Tins.**  
Acme Can Co., Montreal.

**Cash Registers.**  
National Cash Register Co., Dayton, O.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E. & Son Co., Hamilton.

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

**Cocoas and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Lowrey, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Peter's Chocolate, Montreal.

**Computing Scales.**  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.  
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Fearman F. W. Co., Hamilton.  
Graham Bros., Kilmount, Ont.  
MacLaren Imperial Cheese Co., Toronto.  
Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Power, B. H., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan Wm., & Co., Toronto.

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Bradstreet Co.

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Atlantic Fish Co., Lunenburg, N.S.  
Halifax, The Fish Co., Halifax, N.S.  
James, F. T., Co., Toronto.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Northrup & Co., Halifax, N.S.  
Windsor, J. W., Montreal.

**Flavouring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fly Pads.**  
Wilson, Archdale, Hamilton, Ont.

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Colbeck, Henry, Newcastle-on-Tyne, Eng.  
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Gaitskell, J. H., Liverpool, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Little, Geo., Manchester, Eng.  
Murray, Oswald & Co., London, Eng.  
Rapp, Herman, & Co., Liverpool, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Vincentelli, P. & F., Antwerp.  
Wickes, Hamilton, & Co., London, Eng.

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Dawson Commission Co., Toronto.  
De Ybarrodo, J. V., & Co., Bordeaux, France.

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Gillard, W. H., & Co., Hamilton, Ont.  
Hilborn, W. W., Leamington, Ont.  
James, F. T., Co., Toronto.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Ozo, The Company, Montreal.  
Rattray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
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McLeod Milling Co., Stratford, Ont.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
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Codville-Georgeson Co., Winnipeg.  
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Eby, Blain Co., Toronto.

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Gorham, J. W., & Co., Halifax, N.S.  
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Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
MacLaren Imperial Cheese Co., Toronto.  
Maiden, J. H., Montreal.  
Millman, W. H., & Sons, Toronto.  
Moose Jaw Fruit & Produce Co., Moose Jaw, Man.  
Nicholson & Bain, Winnipeg.  
Radford, Herbert, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Scott, Bathgate, & Co., Winnipeg.  
Stevens, H. J., Montreal.  
Taylor, W. A., Winnipeg.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Watson, Stuart, Winnipeg, Man.  
Wiseman, R. B., & Co., Winnipeg.

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Dominion Molasses Co., Halifax, N.S.  
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"Sugars" Limited, Montreal.  
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Chase & Sanborn, Montreal.  
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Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
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Salada Tea Co., Toronto and Montreal.  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

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**REJECTING DRAFTS.**

When a merchant away from a wholesale centre gets a notice that a wholesaler with whom he has an account will draw on him for a certain amount on a given date, what does he do? If he intends to and does accept the draft we're not concerned with what he does, but if there is a mistake in the amount or he wants longer time, or if for any reason he doesn't intend to accept the draft, what does he do? He should write at once and explain. Most retailers do, but some are too busy, that is, they think they are too busy; others intend to and forget. They know, of course, that accepted or not the draft costs the wholesaler fifteen cents to a quarter; but that of course isn't much for a wholesaler. But a wholesaler has many customers, and when a considerable number of them play him this trick, the cost, which is so much money tossed into the dust heap, mounts up, and most wholesalers are just as keen as the best retailers to minimize the cost of doing business. But in addition to the cost there is the annoyance. If the retailer knew how much trouble and ill feeling his thoughtlessness causes he would think hard enough to send the wholesaler word not to draw. Anything that will increase the

aggregate good feeling in the country is worth while.

**MANUFACTURERS AND PURE FOOD.**

The National Association of Manufacturers of the United States have a committee on pure food. At the last annual meeting in May they presented a report which gives briefly the manufacturers' position in regard to this very important subject. That was before Congress passed the pure food law, but their views are interesting. They say in part:

"The question of pure food consists of three distinct parts, viz.: 1. Food adulteration; 2. Preservation of food; 3. Artificial coloring of food.

"As to adulteration, it must be admitted that the addition of substances other than those used for preservative purposes may in some instances be absolutely necessary. It is as yet an open question, however, where beneficial mixing ends and adulteration commences.

"The preservation of food is a still harder matter to legislate upon than the matter of adulteration, owing to the disagreement of very eminent authorities as to what should and what should not be allowed in the preservation of food. The fact must be borne in mind that it is utterly impossible for any manufacturer to put up certain articles of food for the trade without a preservative. Here then we have the most perplexing part of the whole question.

"The question of artificial coloring of food is an easier one. In the butter and cheese trade, for instance, artificial coloring has long been established. Highly colored goods find favor in some markets, uncolored or faintly colored goods in others. Interference with the customs of the trade in this respect is hardly necessary. Restrictions, however, are necessary where rank poisons are employed in the coloring process, as is the case in the preparation of certain candies, sauces, etc."

The committee asked for a commission to consider the subject, composed of "one physiological chemist, competent as to the testimony of chemists and the technical terms used in such testimony; one bacteriologist, competent as to the testimony regarding the quantitative employment of preservatives; one pathologist, competent as to the testimony on histological lines; one toxicologist, competent as to the testimony in regard to poisonous substances; one pharmacologist, competent as to the testimony in regard to the effect of drugs on man and beast; and two manufacturers of food articles, to safeguard the interests of an industry in which millions of dollars of capital have been invested."

**GREAT BRITAIN'S BUTTER.**

If an egg in the last stages of decay were broken in a small apartment a person depending solely upon a keen olfactory observation might in his haste declare that all hens were depraved. The London Times in an article on "Dairy Products" suggested by the revelations of the Parliamentary committee on butter, says:

As a matter of fact, this is largely a margarine-eating country, and figures given in statistics under the head of dairy products are decidedly misleading, because, through adulteration, butter and cheese form only a proportion of the article so scheduled. There is a comparatively limited market for the highest quality butter, but margarine and margined butter, from their lower price, have claimed the majority of English consumers. In view of the fact that the country has learned to satisfy itself with sophisticated fats sold openly as margarine, or less openly as a mixture of butter and margarine, and with the deliberate intention of deception in cases where methods are employed with such scientific skill that analysts have to confess that a considerable quantity of foreign fats may be introduced without the possibility of their detecting them, it is difficult to see that the farmer errs in not materially adding to his cow stock. This country imports a vast quantity of 'stuffed' cheeses—that is, cheeses made from separated milk—the appearance of richness in cream being given by working into them cheap fats of the margarine type. Lard is not a dairy product, but it comes into competition with butter for cooking purposes, and imported lard is not free from margarine.

Now, according to the British Government returns butter importations have increased as follows, the record being in cwt.:

1900	3,378,516
1901	3,702,890
1902	3,974,933
1903	4,060,694
1904	4,241,905

Margarine, on the other hand, has little more than held its own:

1900	920,412
1901	962,127
1902	966,170
1903	882,123
1904	960,278

During the same period cheese margarine has almost disappeared from the record, diminishing from 12,132 cwt. to 1,997 cwt. Unless these figures are misleading the Times' conclusion was arrived at in haste. Undoubtedly the Parliamentary inquiry disclosed a great range of fraud; but was it in the aggregate quite as widespread as the Times pictures it?

Port Limon, Costa Rica, is the largest banana port in the world, the shipments being 10,000,000 bunches for the year ended June 30, 1906, and the value \$4,000,000.

**MAK**  
 Some Pointed Foodstuff

Make the w every window ta passer's capacity window can be English words. window display the largest stor most expensive the most attrac ample, here is any with the and the finest ch store the fittings: "Your presene our handsome an



Such a fru ness. But doe dows, make a request of The of it and the 1

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## MAKING THE WINDOW TALK

Some Pointed Matter that is Easily Read—A Technical Demonstration in Foodstuffs—An Exhibition Fruit Window—The Height of Simplicity.

Make the window talk. Of course every window talks in proportion to the passer's capacity for observation, but a window can be made to talk in good English words. This is a feature of window display that is not neglected by the largest stores, and those with the most expensive and many would think the most attractive displays. For example, here is a card that kept company with the most expensive jewelry and the finest china in the window of a store the fittings of which cost \$40,000:

"Your presence is cordially invited to our handsome and well-equipped crystal

by telling the public something about foodstuffs.

Take an example. Suppose the grocer got a few cocoa beans and placed them in his window with this explanation: "These are cocoa (or cacao) beans. They are the raw material for chocolate and cocoa. They are about 50 per cent. oil. The countries from which the main supplies are drawn are, in the order of production, Ecuador, Saint Thomas, Brazil, Trinidad, Venezuela, San Domingo. All are American except St. Thomas, which is a Portuguese island off the coast of Africa. The

"Only the best quality of hams and bacon and cooked meats sold here."

These are just samples; there were a lot more. But think over this matter of making the window talk.

### EXTREME OF SIMPLICITY.

There is a custom bootmaker in New York, whose invariable rule it is to display in his two windows a single pair of shoes, one shoe having the entire space in each window. The "display," if it can be so designated, which virtually amounts to the single boot, never fails to catch the eye of the passer, no matter at what pace he may be going, for the boot is a triumph of the maker's art. That lone shoe usurping a commodious window and standing out in solitary glory for the obvious purpose of being looked at, not only takes on dignity and a certain air of distinction, but



FRUIT AND VEGETABLE WINDOW.

Such a fruit and vegetable window as this is perhaps not possible for any but a store handling a very large business. But doesn't it look good? Gibbons Bros., 742 Queen street east, Toronto, give a lot of attention to their windows, make a specialty of it, in fact, and they were good enough to dress a window with fruit and vegetables at the request of The Canadian Grocer. Good as it looks, the photograph does not do it justice. The shadows veil the top of it and the reflections are confusing. These, however, are photographic difficulties that are hard to overcome.

room, which contains hundreds of high-class wedding gifts. We gladly give information to all inquirers, and there is no obligation to purchase because you wish to price. The crystal room is for your convenience. Articles are marked in plain and reasonable figures."

Any wideawake grocer could write far more interestingly than that about the things he has to eat. The old Grecian desire for some new thing, some new knowledge, some new fact, is just as keen to-day. Without giving away all he knew, why couldn't a grocer attract attention to his window and incidentally to his own fitness for his business,

annual production is about 280,000,000 lbs., and the United States is the largest consumer."

Wouldn't a lot of people stop to read that and go away with the impression that the grocer knew something and that it ought to be a pretty good place to buy foodstuffs.

Here are a few mottos, plainly printed, that illuminate an aggressive grocer's window, or did, yesterday morning:

"Tea for the million and the millionaire."

"We guarantee the quality of all the goods we handle."

more than that, never fails to leave a clear-cut impression on the mind.

This is undoubtedly going to extremes and would be avoided by the up-to-date trimmer because window space is valuable and it is the trimmer's duty and mission to make advantageous use of it, to fill it artistically, to make it a paying asset, says Men's Wear. The instance above cited is, nevertheless, illustrative of the good effect to be gained by an avoidance of "packing." The eye cannot see or the mind grasp a multitude of small objects. The general idea gained where many objects appear is only one jumble and confusion.







better now that they begin to realize that there is no likelihood of a drop in prices. Japan tea is hard to get at the moment, although it is said that there are some lots in transit. China greens are selling a little more freely at advanced prices, prices which are a little higher because of the high figures asked for Japans, low grades. Congo teas are dear, and in good demand where sold. Few lots are sold in Canada, however, although there are some houses doing a little in this line. Japan siftings are quoted 8½c. to 9c., and 10c. to 13c. is asked for Japan fannings, laid down in Montreal.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 13	0 15
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 28
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pinguay gunpowder, low grade	0 11	0 15
pea leaf	0 19	0 22
pinhead	0 28	0 32

**COFFEE**—The coffee market is practically unchanged since last report. Business is reported very good by jobbers. Prices are firm.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

**FOREIGN DRIED FRUITS**—The general upward tendency in this market continues a feature worthy of note. Currants continue very stiff. Last week, it will be remembered, there was an advance of one shilling; this week prices have been put up sixpence. Buyers are not coming forward very eagerly, according to dealers, but it is probable that if they do not buy pretty soon they will have to pay even higher prices than are now asked. The first direct steamer with a cargo of currents is reported having sailed from Patras, September 8. The portion of the cargo destined for Canada is very small. It is expected that the second and last direct steamer will clear Patras about the 25th of this month. No doubt buyers will place more or less for shipment by this boat. At the present moment they are buying only for immediate use, and are taking the risk of losing a chance to have their orders delivered by direct steamer, at a reduction of about ½c., which would have to be spent for currants arriving via Liverpool or other port. Sultana raisins are also high, being up two to three shillings. Cable advices received from Malaga under date of September 8, report damage to the crop as being 50 per cent. It is easy to imagine the effect of such news on prices. California raisins are also advancing. Some wholesalers say they will have to use California raisins in place of Valencias this season, because of the high price demanded for the latter. Tarragona almonds continue to advance. Reports received relative to walnuts say that the crop is being damaged by the very warm weather; in many cases the nuts are reported dropping off the trees.

Brazils are dear. The crop in Brazil is just about exhausted, and the market has been advanced. These nuts now cost the grocer 16c. to 16½c.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	
Selected, per lb	0 05½	
Layers	0 06	
Dates—		
Dates, Hallowees, per lb	0 05	

Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London Layers	2 25	
"Connoisseur Clusters"	2 50	
" "	0 80	
Royal Buckingham Clusters, ½-boxes	1 10	
boxes	3 50	
"Excelsior Window Clusters," ½-boxes	4 50	
boxes	1 3	

Californian Raisins—		
Loose muscatels, fancy seeded, in 1-lb. pkgs.	0 09½	0 09½
choice seeded, in 1-lb. pkgs.	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 06½	0 09
" " 4 crown	0 06	0 09
Prunes—		Per lb.
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	0 06	0 06½
Oregon prunes (Italian style), 40-50s	0 08½	0 07½
Oregon prunes (French style), 60-70s	0 07½	0 07½
" " 90-100s	0 06	0 06
" " 100-120s	0 05	0 05

Currants—		
Filigras, uncleaned, barrels	0 05½	0 06½
Fine Filigras, per lb., in cases	0 06	0 06½
" " cleaned	0 06	0 06½
" " in 1-lb. cartons	0 06½	0 06½
Finest Vostizzas	0 06½	0 07½
Amalias	0 06	0 06
Sultana Raisins—		
Sultana raisins, per lb.	0 06½	0 08
1-lb. carton	0 09	
Elem Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 07½	0 08
Glove boxes, fine quality, per box	0 10	
Fancy washed figs, in baskets, per basket	0 20	
" " pulled figs, in boxes, per box	0 22	
" " stuffed figs, "	0 28	
12-oz. boxes	0 06½	0 07

**SPICES**—For all lines there is a very fair demand, which will probably be increased shortly on account of the steadily advancing prices. With the coming of the Fall trade more spices will be required, and grocers will buy before prices get too high if they are wise. Peppers are advancing, while cloves, being in small supply, are also upwards inclined. Nutmegs are about steady, while gingers are firmer.

Peppers, black	0 16	0 12
" white	0 25	0 30
Ginger, whole	0 16	0 24
Ginger, Cochina	0 17	0 17½
Ginger, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

**EVAPORATED APPLES**—Evaporated apples are rather quiet. Some little business is being done at 8c. to 8½c., but not a great deal, buyers evidently preferring to wait for Winter stock.

**BEANS**—It is hard to obtain beans on spot at present, and the scarcity is having the effect of sending up prices. New beans will probably be offering in a fortnight or so, but meantime prices are well maintained.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

**MAPLE PRODUCTS**—Business is on the quiet side at present. Inquiries for Fall are increasing, however, and indications point to good trade once the season starts in earnest.

Maple syrup, in wood, per lb	0 05½	0 06½
in large tins	0 06	0 07
Pure Township sugar, per lb	0 07	0 08
Pure Beauce County, per lb	0 07	0 08½

**HONEY**—The short honey crop is still felt. Demand is good, but supply being short, dealers are in somewhat of a quandry. Good prices are obtainable for any stock held.

White clover comb honey	0 14	0 15
White clover, extracted tins	0 19	0 1
Buckwheat	0 09	

**RICE AND TAPIOCCA**—There is nothing new in rice this week. Sales are fairly good at prices quoted. Tapioca continues very scarce, nobody hold-

ing any stock worth mentioning. Prices are steady.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 03

ONTARIO MARKETS.

Toronto, Sept. 13, 1906.

Business continues in fair volume, with no lines moving specially, and the absorbing features of the present market are sugar and dried fruits. The advance in sugar was not unexpected, but most wholesalers here feel surer of a further advance than they did of this one. The market is very firm. Dried fruits are a problem, especially for the wholesaler. All markets appear to be climbing. General crop shortages are everywhere the cause except in the case of California prunes, and there it is demanded to make up crop shortage in Europe. Paper bags have advanced, but in that commodity it is a question of discounts.

**CANNED GOODS**—Dealers are waiting for prices on corn and tomatoes, which are expected this week. Plums are very scarce. Lombard 2's, light syrup, are now quoted from \$1 to \$1.25, and the list has advanced on that ratio throughout. The usual quotations are omitted this week.

Group No. 1 comprises—		
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.		
Group No. 2 comprises—		
"Lynn Valley," "Maple Leaf" "Kent" "Lion," "Thistle," and "Grand River" brands.		
Group No. 3 comprises—		
"Globe," "Jubilee," "White Rose," and "Deer" brands.		

FRUITS.

	Group No. 1	Group No. 2
This year's pack.		
Blueberries—		
2s, standard	0 92½	0 90
2s, preserved	1 42½	1 40
Gals, standard	4 00	4 50
Cherries—		
2s, red, pitted	2 25	2 22½
2s, " not pitted	1 75	1 72½
Gals, red pitted	8 75	
" " not pitted	7 25	
2s, black, pitted	2 25	2 22½
2s, " not pitted	1 75	1 72½
2s, white, pitted	2 40	2 37½
2s, " not pitted	1 90	1 87½
Currants—		
2s, red, H.S.	1 80	1 77½
Gals, red, solid pack	7 25	
Gals, red, standard	5 00	
2s, preserved	2 00	1 97½
2s, black, H.S.	1 90	1 87½
2s, preserved	1 12½	2 10
Gals, black, standard	5 50	
Gals, solid pack	8 00	
Gooseberries—		
2s, H.S.	2 15	2 12½
2s, preserved	2 37½	2 35
Gals, standard	6 50	
Gals, solid pack	8 50	
Lawtonberries—		
2s, H.S.	1 77½	1 75
2s, preserved	1 95	1 92½
Gals, standard	5 50	
Pineapple—		
2s, sliced	2 02½	2 00
2s, grated	2 12½	2 10
2½ a whole	2 82½	2 80
Florida 2s sliced or grated	2 60	
Singapore, 1½s, sliced	1 50	
" " 2½s, whole	2 30	
Raspberries, Red—		
2s, L.S. (Shafferberries)	1 50	
2s, H.S.	1 75	1 72½
2s, preserved	1 95	1 92½
Gals, standard	5 50	
" solid pack	8 50	
Raspberries, Black—		
2s, black, H.S.	1 75	1 72½
2s, preserved	1 90	1 87½
Gals, standard	5 25	
" solid pack	8 25	





On California raisins advances have taken place in the last week in San Francisco, and it is difficult to get confirmation of orders owing to the very great demand resulting from the knowledge of the conditions in Europe and from a growing conviction on the part of buyers that the California crop, which was at first estimated to be between 80 and 100 million lbs., is not over 50 million lbs., and will be inadequate on the present basis of prices to supply the market demand.

California prunes have advanced about 1/2c. at the coast, and are difficult to buy before November shipment.

Locally prices for both currants and raisins are advancing and supplies are very short.

Prunes, Santa Clara—			
	Per lb.		Per lb.
80-100s, 50-lb boxes	0 07	60-70s, 50-lb boxes	0 07 1/2 0 08
80-90s	0 07 1/2	50-60s	0 08 1/2 0 09
70-80s	0 07 1/2 0 07 1/2	40-50s	0 09 1/2 0 09 1/2
		30-40s	0 10 1/2 0 10 1/2
French prunes, 110-120's..... 0 04 1/2			
Note—25 lb. boxes 1/2c. higher.			
Candied and Drained Peels—			
Lemon.....	0 11	0 11 1/2	0 18 0 20
Orange.....	0 11 1/2	0 12 1/2	
Figs—			
Elmets, per lb.....	0 10	0 14	
Tapnets, ".....		0 04 1/2	
Peaches—			
Californian evaporated, " ".....	0 14	0 17	
Pears—			
Californian evaporated, per lb.....		0 13	
Currants—			
Fine Filiatras.....	0 06 1/2	up	Vostizzas..... 0 08 0 08 1/2
Patras.....	0 07	0 07 1/2	
Cleaned 1/2c. more.			
Raisins—			
Sultans.....		0 07 0 09	
" Fancy.....			
" Extra fancy.....			
Valencias, selected.....	0 07	0 07 1/2	
Seeded, 1-lb packets, fancy.....	0 10	0 10 1/2	
" 12 oz. packets, choice.....		0 08 1/2	
Dates—			
Hallowees.....	0 05	Parda new choice..... 0 09 0 10 1/2	
Sairs.....	0 04	" new choice..... 0 09 1/2	
Domestic evaporated apples..... 0 13			

NUTS—In foreign nuts generally there is nothing new to report beyond a little higher level on the primary market for Tarragona almonds and walnuts and the settled conviction that prices for fruit required for the Christmas trade are not likely to be at lower prices than those ruling to-day. Consequently buyers are supplying their wants rather freely.

Almonds, Tarragona, per lb.....	0 14	0 15
" Formigetta.....	0 13 1/2	0 14
" shelled Valencias.....	0 28	0 30
Walnuts, Grenoble, ".....	0 14 1/2	0 15
" Bordeaux, ".....	0 10 1/2	0 11
" shelled.....	0 26	0 28
Pilberts, per lb.....		0 10
Pecans, per lb.....	0 14	0 17
Raw Brazil, per lb.....	0 14 1/2	0 15
(The following quotations on pecans are for sack lots, green. For roasted add 2c.)		
Selected Spanish.....		0 08 1/2
" 1's, banners and suns.....		0 08
Japanese Jumbo's.....		0 08 1/2
Virginia.....		0 10

SPICES—Quotations are unchanged:

Peppers, blk.....	0 16	0 20
" white.....	0 25	0 30
ginger.....	0 18	0 35
Mustard.....		0 25
Nutmeg.....	0 45	0 75
Cloves, whole.....	0 25	0 35
cream of tartar.....	0 22	0 28
Saltspice.....	0 17	0 20
" whole.....		0 85
Black pickling spices, whole.....	0 15	0 20
Cinnamon, whole.....	0 17	0 20
" ground.....	0 20	0 22

RICE AND TAPIOCA — The market continues firm without change of prices.

	Per lb.	
Rice, stand. B.....	0 03 1/2	0 03 1/2
Langoon.....	0 03 1/2	0 03 1/2
Patna.....	0 05	0 05 1/2
Madras.....	0 06	0 07 1/2
Java.....	0 06	0 07
London.....		0 07
Malina rice.....	0 07 1/2	0 10
Tapioca, medium pearl.....	0 07	0 07 1/2
" double goat.....		0 07 1/2

DRIED FISH—Prices are unchanged.

Boneless fish, per lb.....	0 05
Cod fish, 1-lb. bricks.....	0 07
Quail-on-toast, per lb.....	0 05 1/2 0 60
Flitched cod fish, cases of 100 lbs.....	6 50

WOOL AND HIDES—A 1/2c. more is being paid for country hides, cured, and for rendered tallow, and the top prices are removed from wool. The market is quiet.

Hides, inspected, steers, No. 1.....	0 12 1/2
" No. 2.....	0 11 1/2
" " cows, No. 1.....	0 12 1/2
" No. 2.....	0 11 1/2
Country hides, flat, per lb., cured.....	0 11 1/2
Calf skins, No. 1, city.....	0 13
" No. 1, country.....	0 12
Lamb skins and pelts.....	0 75
Horse hides, No. 1.....	3 15 3 30
Rendered tallow, per lb.....	0 05 1/2 0 05 1/2
Pulled wool, super, per lb.....	0 25
" extra.....	0 27
Wool, unwashed fleece.....	0 16
" washed fleece.....	0 26

**ARE YOU GETTING ALL THAT YOU PAY FOR?**

**GOLD STANDARD JELLY POWDER**

IS—

**"Guaranteed—the-Best"**

as we sell it distinctly on its own merits. We are able to give you better value and quote you better prices than you can obtain elsewhere. Try a gross now and if you do not find

**GOLD STANDARD JELLY POWDER**

**"Guaranteed - the - Best"**

to be superior in true fruit flavor, appearance and quality to any jelly powder you have ever sold, we will cheerfully refund your money and pay freight both ways. Can we do more to convince you of quality.

**The Codville, Georgeson Co. LIMITED**

WINNIPEG AND BRANDON, MANITOBA.

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Advertisements under this heading, 2c. a word first insertion; 1c. a word 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.

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

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AGENCY—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f.t.)

**FOR SALE**

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COMMISSION MAN—Headquarters Vancouver, requires some good agencies. BOX 123, CANADIAN GROCER.

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

FOR

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# WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER,  
511 Union Bank Building, Winnipeg, Man.

## Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Couls; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man. Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man. Association offices, 53 Scott building, Main street, Winnipeg.

Semi-annual convention will be held in board room adjoining the association offices July 26 and 27.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.

Alameda—R. J. Gibson, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.

Crystal City—P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Carnduff—J. H. Elliott, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—J. T. Musgrave, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella — S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Midale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

Winnipeg—President, R. Templeton; secretary, J. Treleaven.

At the present time the dealers in many parts of the west are considering the plan of shutting off all credit from November to April. In response to a

letter of inquiry, W. G. McLaren, of Souris, Man., writes The Canadian Grocer as follows on the subject:

"Souris, Man., Sept. 1, 1906.

"Editor Canadian Grocer,

"Winnipeg, Man.

"Dear Sir: Yours to hand re credit system and in reply would say that the merchants in Souris discussed last year the proposal to shut off all credit from November to April. We finally decided that we would not shut it off entirely but advised that it be curtailed as much as possible. This has been done fairly well, I think. We also agreed that when a customer was slow in paying his accounts we would hand his name to the secretary of the local board, in order that all might know the circumstances and this slow pay customer could not go from place to place for credit but would have to make arrangements with the merchants who had been supplying him. In this way we have fewer bad accounts.

"As a merchant of 18 years experience in Manitoba, I strongly advise dealers to form their local boards in each town and village to curtail this kind of credit. Of course there are many other matters with which local boards may deal and which it is not necessary for me to outline here. The best result of the organization of these boards is the better feeling among the merchants.

"To give a candid opinion, I believe it would be almost impossible to shut off credit completely from November to April. You cannot very well refuse goods to a customer who can pay in a week or two, and yet you would have to do so, if you made a hard and fast rule, in order to refuse it to the next who could not pay for two or three months.

"The credit evil is growing less and less each year and should continue to do so if crops are fair. Even in a hard year credit would not be very heavy as a large number of farmers have accounts to their credit in the bank.

"Yours truly,

"W. G. McLAREN."

\* \* \*

Mr. McLaren lives in a well settled part of Manitoba where conditions are fast approximating those in the older parts of Canada. As the country grows older the evils of the credit system disappear and Souris merchants are to be congratulated on the prosperous condition of their section of the country. But in the newly settled sections of the Far West the dealers have their troubles with credit as they have to sell to newcomers who are entirely dependent on the crop of one year for the money with which to pay their bills. Such dealers should find it to their advantage to make a determined effort to shut off credit during the Winter, and this can be accomplished only by united effort.

\* \* \*

In order to assist its members in dealing with this troublesome question of

credits the association are issuing coupon credit books which are supplied on request at the actual cost of printing. The plan is this: When a customer wants credit the dealer sells him a coupon credit book for say \$25, receiving from him his note promising to pay in three, four or five months from date with interest. In each coupon book there is a blank note to be filled out and signed. The advantage is that the debt is secured and the merchant has paper which he can offer to the banks as collateral if he wants to raise funds. Many dealers are using these books. Full particulars may be obtained by writing the secretary of the association.

## MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 13, 1906.)

There are few quotable changes of importance this week, values holding steady in most lines. Business is very active, the turnover for last month being much larger than for the month of August in any previous year. Collections are also reported much better than at this time last year.

CANNED GOODS—Clover Leaf salmon is quoted at \$7.20 per case in any quantity for the coming season. We quote:

	FRUITS.	
	Group No. 1.	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb.	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 73
black pitted, " "	4 73	4 78
white pitted, " "	5 43	5 68
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black	4 13	4 68
Gooseberries—		
new	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's	5 09	5 04
Peaches—		
2's	4 08	4 03
3's	6 14	6 09
Plums—		
Damson, 1's	2 13	2 08
Lombard, 1's	2 23	2 18
Greengage, 1's	2 33	2 28
Pumpkins—		
3's	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	4 20	
2's, whole	3 75	
2's, whole	4 60	
2's, grated	4 40	
Raspberries—		
red (new)	3 73	3 78
black (new)	3 73	3 78
Strawberries	4 80	4 75
gallon, per doz.	6 80	

VEGETABLES.	
Beans—	
golden wax	1 93 1 88
refugee	1 98 1 93
Corn—	
2's	1 98 1 93
Peas—	
(No. 4) 2's	1 93 1 98
(No. 3) 2's	2 13 2 18
(No. 2) 2's sweet wrinkle	2 23 2 28
(No. 1) 2's extra fine sifted	2 73 2 78
Succotash—	
2's	2 63 2 58
Beets—	
whole	2 08
sliced	2 28
whole, 3-lb.	2 64
sliced	2 84
Spinach—	
2's, per doz.	3 08 3 13
3's	4 04 4 09
gallon, per doz.	11 10
Asparagus per doz.	2 89
Tomatoes—	
All groups, per case	2 80
Beans golden wax	1 93 1 98
refugee	1 93 1 98
crystal wax	2 13 2 18

Salmon, Fraser River  
Skeena River  
River's Mouth  
Red Spruce  
humpback  
cohoes,  
Clover Leaf  
(Prices are

Lobsters (new), 1 lb.  
" " " " " "  
" " " " " "

Pork and beans (V  
" " " " " "

Clark's 1 lb. plain,  
" " " " " "  
" " " " " "  
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Soups (Van Camp)  
Canned chicken (A  
" turkey (A  
" chicken (A  
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" turkey (A  
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" duck (Ayl  
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Cornd beef  
" " " " " "  
" " " " " "

Roast beef (Man. C  
" " " " " "  
" (Clark's

Potted meats, 1/2 lb.  
Veal loaf (Libbey's  
" " " " " "

Ham loaf " "  
Chicken loaf " "

Lunchonque (Clar  
" " " " " "  
Sliced smoked beef

Chipped " "  
" " " " " "

Sliced bacon,  
" " " " " "

Cornd beef (Clark  
" " " " " "

SUGAR—P  
Montreal granulate  
" " " " " "

" " " " " "  
" yellow, in  
" " " " " "

Wallaceburg, in bb  
" " " " " "

Berlin, granulated,  
" " " " " "

Icing sugar in bbl  
" " " " " "  
" " " " " "

Powdered sugar, in  
" " " " " "  
" " " " " "

Lump, hard, in bbl  
" " " " " "  
" " " " " "

Raw sugar.....  
" " " " " "

SYRUPS  
has been a s  
and "Bee Hi  
will be for  
steady. We

Syrup "Crown Bra  
" " " " " "  
" " " " " "

Barbadoes molasses  
New Orleans molas  
Porto Rico molasses  
Blackstrap, in bbls.  
" " " " " "

" " " " " "  
" " " " " "

COFFEE—  
recent advanc  
Whole green Rio, p  
roasted " p  
Ground roasted R  
Standard Java in 25  
Old Government Ja  
" " " " " "

Imperial Java, in 25  
Pure mocha " "  
" Maracaibo ...  
Choice Rio.....  
Pure " " " " " "

Seal Brand (C & S)  
" " " " " "

Local Blends—  
Mocha and Java in  
" " " " " "

MATCHES  
" " " " " "

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Group Groups  
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3 35	3 30
2 75	2 70
4 73	4 78
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5 13	5 18
3 83	3 88
4 13	4 18
4 53	4 58
3 58	3 53
5 09	5 04
4 08	4 03
6 14	6 09
2 13	2 08
2 23	2 18
2 33	2 28
2 09	2 04
4 20	4 15
3 75	3 70
4 40	4 35
3 73	3 78
3 73	3 78
4 80	4 75
6 80	6 75
1 93	1 88
1 98	1 93
1 98	1 93
1 93	1 98
2 13	2 18
2 23	2 28
2 23	2 28
2 63	2 58
2 08	2 03
2 28	2 23
2 64	2 59
2 84	2 79
3 08	3 03
4 04	3 99
11 10	11 05
2 89	2 84
2 80	2 75
1 93	1 88
1 93	1 88
2 13	2 18

The Canadian Grocer

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, " "	4 00
" cohoes, " "	5 50
Clover Leaf, " "	7 20

(Prices are for delivery in October-November.)

Lobsters (new), 1-lb. flats, per case	16 50
" " 1-lb. tails, per case	10 50
" " 1-lb. tails, per case	15 00
" " flats, per case	15 50

MEATS

Pork and beans (V.C.P. Co.), 1's, per doz	1 25
" " 2's, " "	1 90
" " 3's, " "	2 60
Clark's 1 lb. plain, per case	2 39
" 2 " " " "	1 85
" 3 " " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " " "	1 85
" 3 " " " "	2 40
" 1 " Chili " " "	2 25
" 2 " " " "	1 95
" 3 " " " "	2 35

Soups (Van Camp's), per doz. 1 25

Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " " "	3 25
" chicken (Aylmer), per doz	3 30
" (Delhi), " " "	3 20
" turkey (Aylmer), " " "	3 30
" (Delhi), " " "	3 20
" duck (Aylmer), " " "	3 30
" (Delhi), " " "	3 20

Cornd beef " " " " 2's 1 60

" Man. Can. Co. 2's per doz	2 50
" 1's " " "	1 35

Roast beef (Man. Can. Co.), 2's, per doz 2 50

" 1's " " "	1 35
" (Clark's), 1's, per doz	1 55
" 2's, " " "	2 65

Potted meats, 1's, per doz. 0 55

Veal loaf (Libby's), 1 lb., per doz.	1 25
" " " " "	2 50
Ham loaf " 1 lb. " "	1 25
" " " " "	2 50
Chicken loaf " 1 lb. " "	1 85
" " " " "	3 50
Luncheon (Clark's), 1's, " "	3 45
" (Aylmer), 1's, " "	3 00

Sliced smoked beef (Libby's), 1 lb. tins, per doz. 3 10

" 1-lb. tins, " "	3 10
" 1-lb. glass, " "	3 35
" 1-lb. tins, " "	1 45
" 1-lb. tins, " "	2 50
" 1-lb. glass, " "	3 05
Sliced bacon, " 1-lb. tins, " "	3 10
" 1-lb. glass, " "	3 25

Cornd beef (Clark's), 1-lb. tins, per doz. 1 50

" 2-lb. " " "	2 65
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SUGAR—Prices continue as follows:

Montreal granulated, in bbls.	4 91
" " in sacks	4 85
" yellow, in bbls.	4 50
" " in sacks	4 45
Wallaceburg, in bbls.	4 80
" " in sacks	4 75
Berlin, granulated in bbls	4 80
" " sacks	4 75
Icing sugar in bbls.	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls.	5 30
" " in boxes	5 50
" " in small quantities	5 75
Lump, hard, in bbls.	5 60
" " in 1-bbls.	5 60
" " in 100-lb cases	5 60
Raw sugar	4 50

SYRUPS AND MOLASSES— There has been a slight advance in "Crown" and "Bee Hive" syrups, and new prices will be found below. Molasses is steady. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 " "	2 70
" " 10-lb tins, per 1 " "	2 65
" " 20-lb tins, per 1 " "	2 61
" " 1 barrel, per lb.	0 03 1/2
" Sugar syrup, per lb.	0 03 1/2
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bats., each	2 25

COFFEE—Prices are steady at the recent advance. We quote:

Whole green Rio, per lb.	0 11 1/2
" roasted " per lb.	0 16 1/2
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha " " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo " " "	0 19
Choice Rio " " "	0 17
Pure " " "	0 16 1/2
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " 1-lb " " "	0 33

Local Blends:—

Mocha, and Java in 2-lb. tins, per lb.	0 23
" 1-lb. " " "	0 24

MATCHES—

" Telegraph," Per case	4 95
" Telephone " "	4 85
" King Edward " "	3 65

THE MARKETS

"Head Light" .....	4 40
"Rising Star" .....	5 90
"Eagle" .....	2 05
"Victoria" .....	3 25
"Silent," 200's .....	2 30
"Comet," 500's .....	4 90
"Comet," 200's .....	2 25

STARCH—There has been a general advance in starch. Canada Laundry, No. 2 Corn, and "Silver Gloss," having been marked up 1/4c. per lb., while No. 1 Laundry and Canada White Gloss have advanced 1/4c.

FOREIGN DRIED FRUITS — New Valencia raisins will be very expensive this season. As yet the market is in a very unsettled state, and it is impossible to predict with any degree of accuracy what the opening prices will be. The indications are that muscatels will be cheaper and that much of the demand which is usually for Valencias will be diverted to the Muscatels. Sultana raisins have been advanced sharply and the new prices will be found below. We quote:

Sultana raisins, bulk, per lb	0 09 1/2
" cleaned, " "	0 11
" 1 lb pkgs " "	0 13 1/2
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, " "	3 40
" Royal Buckingham, " "	4 00
" Imperial Russian " "	5 25
" Connoisseur clusters, 1 lb pkgs per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5 1/2 lbs)	0 80
Valencia raisins, f. o. s	1 75
" selected	1 85
" layers	2 10

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 " "	0 09 1/2
" " " 4 " "	0 08 1/2
" " choice seeded in 1-lb. packages per package	0 07 1/2
" " fancy seeded in 1-lb. packages per package	0 07 1/2
" " choice seeded in 1-lb. packages per package	0 09 1/2
" " fancy seeded, 1-lb. packages, per package	0 09 1/2

(Above prices for California raisins and are for present delivery from old stock.)

California raisins, muscatels, 2 crown, per lb.	0 07
" " 3 " "	0 07 1/2
" " 4 " "	0 07 1/2
" " choice seeded in 1-lb. packages per package	0 07 1/2
" " fancy seeded in 1-lb. packages per package	0 07 1/2
" " choice seeded in 1-lb. packages per package	0 08 1/2
" " fancy seeded, 1-lb. packages per package	0 09 1/2

Prunes, October delivery.

Prunes 10-120 per lb.	0 06 1/2
" 90-100 " "	0 07 1/2
" 80-90 " "	0 08
" 70-80 " "	0 08 1/2
Prunes 60-70 " "	0 04
" 50-60 " "	0 09 1/2
" 100-120 per lb	0 09 1/2
" 90-100 " "	0 05
" 81-90 " "	0 05 1/2
" 70-80 " "	0 06 1/2
" 60-70 " "	0 06 1/2
" 50-60 " "	0 07 1/2
" 40-50 " "	0 07 1/2

Currants, uncleaned, loose pack, per lb.	0 06 1/2
" dry cleaned, Filistras, per lb.	0 06 1/2
" wet cleaned, per lb.	0 06 1/2
" Filistras in 1-lb pkg dry cleaned, per lb	0 07 1/2
" Vostizzas, uncleaned	0 06 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking in tins and sacks	0 05 1/2
" boxes	0 05 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 18
Apricots, standard in 25-lb. boxes, per lb.	0 17
Peaches, choice, per lb.	0 17 1/2
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1), per lb.	0 21 1/2
Peaches " " "	0 16 1/2
Pears, choice (halves), per lb	0 16
" standard " " "	0 15
Plums, choice (dark pitted) per lb.	0 14 1/2
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb.	0 10 1/2
Orange " "	0 10 1/2
Citron " "	0 18 1/2
Mixed, in 1-lb drums per doz.	2 10

NUTS—Almonds have been advanced to 15c. per lb. We quote:

Almonds, per lb.	0 12 1/2
" (shelled), per lb.	0 30
Filberts " "	0 10
Peanuts " "	0 10 1/2
Jumbos " "	0 12 1/2

Walnuts, new, Grenobles, per lb.	0 15 1/2
" " Marbots " "	0 13 1/2
" " shelled, " "	0 32
Pecans, per lb.	0 15
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 13
" white, 5 " "	0 25
Cayennepepper, in 2 and 5 lb tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11 1/2
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 13
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality.	0 14 1/2
Ginger, per lb.	0 10
Allspice, per lb.	0 08 1/2
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin.	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb.	0 10

BUCKWHEAT—Quoted as before at \$1.70 per half sack.

RICE, TAPIOCA AND SAGO—Prices are quoted as follows:

Japan rice, per b., cwt. lots.	0 05 1/2
" 50-lb. lots	0 05 1/2
Rangoon rice, per lb.	0 04
Patna " "	0 04 1/2
Tapioca, per cwt.	7 50
Sago, per lb.	0 04 1/2

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs.)	1 65
" sack	3 30

BEANS—White beans, hand picked, are quoted at \$2.05 per bushel, the 3-lb. picked at \$1.80, and the 5-lb. picked at \$1.75.

NOVA SCOTIA MARKETS

Halifax, N.S., Sept. 11, 1906.

The volume of trade in the grocery business is good, and the outlook could not be more satisfactory. The farmers throughout the province have had a prosperous season so far, the fishermen are making good catches and obtaining splendid prices for their fish, and the prospects all round are bright. With regard to prices, the market is steady, no change of importance being recorded since last report. All dried fruits are very scarce on this market just at present. Valencia raisins are about cleaned up, and Californias are now quoted at 9c. here. Jobbers say there will be high prices asked for the new pack of salmon, as the pack is considerably under that of last year.

FRUIT—Apples are slow in coming on the market, and those now coming from Nova Scotia points are of the poorest quality, being for the most part wind-falls. They sell all the way from \$1 to \$1.50 per barrel. No good Gravensteins have yet been marketed, but they are expected to be along shortly. Pears are very scarce, both Nova Scotian and American, and the price is high. Good fruit is selling at \$7 per barrel. Plums are very scarce, being quoted at \$4 per bushel. Last year they sold for \$1.25 per bushel. Blackberries were a drug on the market this week and jobbers found it difficult to dispose of them at any price. Some sales were made at 5c. at the opening of the week.



THE CANADIAN GROCER

**EGGS**—The egg problem in Halifax just at present is somewhat perplexing, and the commission men are at a loss to understand where all the fresh stock is going to. It is certainly not coming to Halifax. The receipts here are very small. Good stock is worth from 20c. to 22c., but it is hard to obtain. Prince Edward Island eggs are in fair supply, but they are not of as good quality as one might expect. It was predicted early in the season that there would be lots of eggs and poultry this season to supply the home market, but so far these predictions have not been borne out by facts.

**BUTTER**—The receipts of good butter are very small at present. The hot weather in the early part of the season dried up the after feed and dairymen are now feeling the effects of the drought. Cows are giving small allowances of milk and butter is scarce. The recent heavy rains are bringing along the after now, however, and dairymen are looking for better results.

**BEEF**—Beef is very scarce in some parts of Nova Scotia just now, and has been selling at eight and nine dollars per hundredweight. Halifax meat dealers are now buying up salable cattle throughout the Cornwallis Valley in preparation for the coming Dominion Exhibition, when beef will be in good demand.

The large vegetable and fruit evaporator at Port Williams, N.S., is about completed, as is also the vinegar factory, which is to be run in conjunction with the evaporator. Both of these industries will be of immense value in the Valley fruit growing country and should prove to be great successes financially.

THEY WERE IN TORONTO.

A Few of the Ontario Merchants Who Were at the Exhibition.

Watch as one might the crowds of exhibition visitors and wholesale buyers in Toronto, many familiar faces would escape detection, but here are the names of a few friends of The Canadian Grocer who were seen in the city: W. H. Hunter, Mount Albert; A. Yule, Harriston; J. P. Myers, Frank Hunt, Bracebridge; A. S. Hallman, Berlin; W. A. Holliday, Brooklin; D. C. Russell, Erin; D. Kraft, Preston; E. W. Hay, Falkenburg; W. Wallace, Woodbridge; E. Brown, Cashel; S. Windsor, Tottenham; Homer Precious, Guelph; E. Loyst, Napanee; Mrs. Lynch, Belleville; F. Bivour, Wellesley; J. F. Sweeney, Caledon; Fred Hartley, Inglewood; Mr. Axford, of Axford & Son, Talbotville; C. Wellman, Port Huron; Mr. Delmage, Rothsay; A. Finlayson, Glencoe; L. E. Ferguson, Sarnia; Mr. Benson, of Benson Bros., Guelph; A. K. Roesch and F. S. Urstadt, Waterloo; F. P. Haines, Cheltenham; J. O. Rose, Humberstone; W. B. Campbell, Campbellcroft; J. A. Stewart, Exeter; J. L. Hewson, Oakville; A. Morey, Whitefish; E. J. Ormson, Barrie; R. Matthews, Port Colborne; Mr. Gray, Lakefield; Mrs. W. Fraser, Thornton; F. D. Bernardo, Ormstein; J. M. Passmore, Rockwood; Mr. Hardy, with H. Wilson, Cannington; J. C. Irving, Manitowaning; W. E. Pantler, Preston; Fred S. Urstadt and J. Ziegler, Waterloo; J. St. John, Port Law; Mr. Chalmers, of Chalmers & Puckering,

Shelburne; A. G. Esplen, Arkwright; W. A. Gerolamy, Tara; Mr. Bentham, of Bentham Bros., Flesherton; F. G. Karstedt, Flesherton; Mr. Bartlet, manager for F. W. Hutton, St. Marys; Mr. Wade, of Wade Bros., Fordwich; P. J. Trainor, Wildfield; M. H. Denton, Camilla; Mr. Pool, of Pool & Co., Woodstock; J. H. Laird, Galt; Mr. Whitehead, of Whitehead & Huether, Walkerton; Mr. Reahder, of Reahder & Co., Paris; J. H. Shnarr, Berlin; I. Bluebacher, Elmira; D. Kennedy, Arthur; Mr. Prentice, of Prentice & Sproul, Collingwood; T. B. Reeve, Markham; J. F. Davidson, Unionville; W. E. Crosby, Mount Albert; W. H. Bennton, Newmarket; W. J. Barnhill, Novar; C. M. McCollum, Brampton; J. Loughheed, Tullamore; N. Pearson, Stayner; W. A. Kerr, Bright; A. T. Cooper, Elmvale; A. Cook, Leaksdale; Sergeant & Son, Westwood; D. Hill, Richmond Hill; Harold Hill, Orangeville; Mr. Vick, of Geo. Vick & Sons, Orillia; F. Darnley, Preston; G. W. Graham, Zephyr; J. F. East, Keinburg; H. Soward, Windsor; W. H. Creeper, Haydon; John Laking, Haliburton; A. J. Young, North Bay; W. Purvis, Parry Sound; W. Robertson, Dunchurch; R. D. Smith, Newmarket; J. A. Fraser and E. J. Armson, Barrie; J. A. McKee, Uphill; A. Uffelman and J. H. Leigler, Waterloo; J. M. Gibbs, Parkhill; A. F. Bowie, Orton; J. Hunter, Newmarket; J. Q. Adams, Ravenswood; Mr. Atkinson, Haileybury; J. C. McGuire, Algoma; Alex. Hamilton, Warren; W. A. Muden, Cannington; A. Hagerman, Zephyr; D. R.

Duncan, Owen Sound; Sam Caldwell, Barrie.

TOMATO PACK UNCERTAIN.

Prices in a Fortnight—Weather the Determining Factor.

A meeting of the Canadian Cannery, Limited, was held at the company's office in Hamilton Wednesday and it was thought the prices on corn and tomatoes might be announced. They were not, however, and inquiry elicited the information that they would probably be forthcoming in ten days or two weeks.

Nothing was vouchsafed regarding the probable pack of these two great canned goods staples. Tomatoes seem to be a problem. There appears to be a comparatively short crop from a comparatively large acreage, but the pack is still in the making and the weather for the next week or two will have much to do in determining its size.

William Galbraith & Son, Montreal, are offering to the trade one hundred barrels of choice Labrador herrings. The lot is the first of the season, and the quality is particularly good.

WINNIPEG, SEPT. 12, 1906.

Sugars advanced ten cents per hundred pounds at all western points.



“LION”  
BRAND

PUTZ TRIPLE EXTRACT

Metal Polish

LIQUID AND PASTE

For polishing all kinds of metals “Lion” Brand Putz Triple Extract Metal Polish has no equal. Put up in liquid and paste form. Has a ready sale.

Exceptional terms to retail grocers. Send us a postal.

SOMETHING THAT WILL GIVE  
YOU LARGE PROFITS

English Embrocation Co.

MONTREAL, QUE.

CHEESE AND

The cheese puzzle. The bears and the utmost to market to their waiting attitude is public, and it is not on the side. We will they can be given present situation viz: According to reports from the States there has been a serious shortage of cheese.

There has been a serious shortage of cheese. We have not only in the States but in which has a shortage of milk, the extent of which to be considered, dried up past stock and vendors are told that the higher prices are not getting their prices when prices were the expensive to keep the price of the climate.

Against this increased production, which check consumption of increased production of ruling commodities, two products make of cheese intensively, as will, we see not advance that the consumers make “both continued large production, shortage in supply.

Receipts in 71,562 boxes of butter and 26 the same week of 1,546,197 packages with 1,490,602 packages spending period. Our shipments boxes of butter, again and 20,178 packages same week of 1,143,510 packages of 1,294,260 boxes packages of butter period of last.

We have the receipts of cheese increase in supply.



# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN.

The cheese situation at present is a puzzle. The two opposing parties, the bears and the bulls, are each doing their utmost to make the British public come over to their ideas, and the result is a waiting attitude on the part of the British public, awaiting final developments.

It is not our part to support either side. We will give facts as nearly as they can be given and the review of the present situation is about as follows, viz: According to all conservative reports from the different British centres, there has been a larger natural consumption of cheese so far this year than previously on account of the canned meats scare. We have had a hot, dry Summer, not only in Canada and the United States but also in the United Kingdom, which has seriously affected the production of milk everywhere, and now, when the extent of the Fall make of cheese is to be considered for next Winter's requirements, we find in many sections dried up pastures, lack of water for the stock and very high prices for feed. We are told that the farmers, in spite of the higher prices obtained for their milk, are not getting nearly as good returns for their product as they did last year when prices were lower; in other words, the expensive extra feeding is not able to keep the flow of milk up on account of the climatic conditions.

Against this we find an actually increased production of cheese and high prices, which are generally supposed to check consumption. The increased production of cheese is due to a much decreased production of butter on account of ruling comparative prices of these two products of milk, but if our Fall make of cheese will now decrease as extensively, as is said in some sections it will, we see no reason why prices should not advance further to such a point that the consumption may be checked to make "both ends meet," as with a continued large consumption and a reduced production, we would have a serious shortage in supplies.

Receipts in Montreal were last week 71,562 boxes of cheese and 21,887 packages of butter, against 81,830 boxes of cheese and 26,622 packages of butter for the same week of last year, and since May 1, of 1,541,714 boxes of cheese and 464,197 packages of butter, as compared with 1,490,606 boxes of cheese and 562,202 packages of butter for the corresponding period of last year.

Our shipments were last week 85,026 boxes of cheese and 23,051 packages of butter, against 46,286 boxes of cheese and 20,178 packages of butter for the same week of last year, and since May 1, 1,434,510 boxes of cheese and 281,212 packages of butter, as compared with 1,294,260 boxes of cheese and 401,946 packages of butter for the corresponding period of last year.

We have therefore an increase in receipts of cheese of 51,108 boxes and an increase in shipments of cheese of 140,

250 boxes, which would naturally mean that we have 89,042 boxes of cheese less in stock in Montreal this year as compared with last year, or, correcting receipts, we might safely assert that our stocks of cheese in Montreal are fully 100,000 boxes less than at the same time last year.

In butter we find a decrease in receipts of 98,005 packages and a decrease in exports of 120,734 packages, which would leave us a surplus over last year's stock at this time of 22,729 packages.

But a falling off in receipts of butter of 98,005 packages against an increase in the receipts of cheese of only 51,108 boxes, means a serious loss in the production of milk. It takes over twice as much milk to produce a pound of butter as it does to make a pound of cheese.

Meanwhile there is still a demand for cheese from Great Britain, although it must be admitted that the market is rather quiet, which is, however, principally attributable to "bear" circulars, advising British buyers to go slow at present prices, which are called high and dangerous. Prices are undoubtedly high, but whether they are dangerous or whether they will still further advance is a question only to be solved in the future.

## PROVISION SITUATION.

The provision situation is not greatly changed this week. Packers have been somewhat disappointed in receipts of hogs. There seem to be a fair number of hogs in the country, but they are not yet ready. The packers are paying this week \$6.15 to \$6.25 f.o.b. at

country points; that is \$6.65 to \$6.75 weighed off cars at the factory.

The demand for smoked meat keeps up, and a falling off is not looked for until November. Stocks all over the country are reported by the packers to be small and no decided recession from the present high prices is looked for. The packers, however, feel that the limit in the matter of price has been about reached.

## DAIRY EXHIBITION.

A Big Annual Dairy Exhibition in January or February is Projected for Toronto.

J. N. Paget, Canboro, representing the Western Dairymen's Association; H. Glendinning, Manila, representing the Eastern Dairymen's Association; Wm. Stewart, Menie, and Alex. Hume, Menie, representing the Ayrshire breeders; A. C. Hallman, Breslau, and James Rettie, Norwich, representing the Holstein breeders, and a representative from the Jersey breeders, waited on the manager and board of control recently, asking for accommodation, and the matter is now under consideration. The deputation said that there was \$100,000,000 annually represented in the business for which they spoke, and that Peterboro and Guelph wanted this exhibition.

The North Western Packing Co. has been incorporated in Winnipeg, under Manitoba charter, with \$10,000,000 capital stock.

## PROVISION AND DAIRY MARKETS.

### MONTREAL.

PROVISIONS — Lard is lower this week, but otherwise there is no change in the prices. Business is fairly good. Dealers say that there is a very fair jobbing trade passing in general lines, with no call for any one line in particular.

Lard, pure tierces	0 11 1/2 0 12
" " 56-lb. tubs	0 11 1/2 0 11
" " 20-lb. pails, wood (104)	0 11 1/2 0 12
" " cases, 10-lb. tins, 60 lbs. incase	0 12
" " 5-lb. "	0 12 1/2
" " 3-lb. "	0 12 1/2
Lard, Hoar's Head brand, tierces, per lb.	0 09
" " 1-lb., per lb.	0 09 1/2
" " tubs, "	0 09 1/2
Cases, 20 3-lb. tins, per lb.	0 10
" " 12 5-lb. tins "	0 09 1/2
" " 6 10-lb. tins "	0 09 1/2
20-lb. wood pails, each	1 90
20-lb. tin pails, each	1 80
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	\$22 50 \$23 00
American short cut clear	24 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 15 1/2
Hams	0 14 1/2 0 16
Extra plate beef, per lb.	12 50 13 00

BUTTER—Butter this week is quiet. The last advance made in the country was not maintained, and as a result purchases have been made in the country at prices half a cent a pound lower

than the previous week's figures. Demand from England has not been very large, but it is not expected that prices will decline much lower, since the home trade will soon begin to lay in Winter stock.

Choicest creamery, salt	0 53 1/2 0 23 1/2
Medium creamery	0 27 1/2 0 23
Western dairy	0 19 0 19 1/2

CHEESE — The market at present rules quiet, with business somewhat restricted on account of higher prices. Advices from England are all bearish in their nature, so that orders are none too plentiful. With the advent of the September make, however, prices are not expected to decline for the next three weeks. Shipments during the past two weeks have not been heavy, and stocks are accumulating in consequence.

Ontario	0 17 1/2 0 17 1/2
Townships	0 12 1/2 0 12 1/2
Quebec	0 12 1/2 0 13 1/2

EGGS—There is little change in the situation since last week. Receipts are heavier, and a good many lots are offering. The quality of the eggs arriving



**BUTTER, CHEESE, EGGS**

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

**SALT SALT**

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

**TORONTO SALT WORKS**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S  
Fly Pads**

Every country store should stock them, because every housekeeper wants them.

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants.

TORONTO.

**B** ROOMS  
**R** BRUSHES  
**S** SKETS

**WOODEN WARE** | **WILLOW WARE**

**Paper Bags**  
**Wrapping Paper** | **Twines**  
**Grocer's Sundries**

**WALTER WOODS & GO.**  
Hamilton and Winnipeg

during the past week showed some improvement, but dealers complain of shippers holding them too long. Prince Edward Island eggs are not coming forward so freely now. Prices are practically unchanged. Dealers ask 20c. to 21c. for selects and 17½c. to 18c. for No. 1.

**TORONTO MARKETS.**

**PROVISIONS**—The week shows some easing off in a number of lines of both cured and fresh meats. The demand continues pretty good, however.

Long clear bacon, per lb.	0 12½	0 13
Smoked breakfast bacon, per lb.	0 15	0 17
Roll bacon, per lb.	0 12½	0 13
Small hams, per lb.	0 15½	0 16
Medium hams, per lb.	0 15½	0 16
Large hams, per lb.	0 15	0 15
Shoulder hams, per lb.	0 11½	0 11½
Bacon, plain, per lb.	0 17	0 17
"    "    "    "    "	0 18	0 19
Heavy mess pork, per bbl.	21 50	21 50
Short cut, per bbl.	23 00	24 00
Lard, tierces, per lb.	0 11½	0 11½
"    "    "    "    "	0 11	0 11
"    "    "    "    "	0 11	0 11
"    "    "    "    "	0 11	0 11
"    "    "    "    "	0 09	0 09
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	8 50	9 00
"    front quarters	3 00	5 00
"    choice carcasses	5 50	7 50
"    common	5 00	5 50
Mutton	0 07½	0 09
Lamb	0 11	0 12
Hogs, street lots	9 00	9 50
Veal	0 07	0 10

**BUTTER**—The market is pretty firm and prices are stiffer than a week ago. While 24c. to 26c. is quoted for creamery prints, 25c. is about the price. For solids 22c. to 23c. is about the quotation, but some houses have wiped out the lower price. Dairy butter is especially scarce and choice prints are quoted a cent higher to 23c. Supplies come along freely but the demand is pretty heavy. If hot weather continues to dry up the pastures a decided advance is looked for.

	Per lb.	
Creamery prints	0 24	0 26
"    solids, fresh	0 22	0 23
Dairy prints, choice	0 21	0 23
"    "    "    "    "	0 2 ½	0 22
Baker's butter	0 16	0 18

**EGGS**—There is practically no change in the market. Shrinkage is some less and the demand is fair.

Eggs (new laid)	0 18	0 18½
"    bakers'	0 16	0 16

**CHEESE**—Somewhat varying prices rule for cheese here. Some houses say nothing is going under 13½c. for large and 13½c. for twins. In some places, however, large is offered at 13c.

	Per lb.	
Cheese, large	0 13	0 14
"    "    "    "    "	0 13½	0 13½

**POULTRY**—The market is much lower this week and is off 2c. to 3c. from last quotations. On Saturday there was almost a glut on the market.

Old fowl	0 08	0 09
Young ducks	0 18	0 19
Spring chickens	0 10	0 11

**ST. JOHN, N.B.**

**PROVISIONS**—There is no change in barrel pork. Beef is lower; there is a tendency by American packers to clean up all stocks before the new laws go into effect, Oct. 1. Lard is still high. Smoked meats extreme. In fresh meats, beef is easier, particularly light beef. Lamb is firm; the quality of our lamb is extra; large numbers go to the United States. Mutton dull. Veal a fair sale. Pork unchanged.

Mess pork, per bbl.	\$22 50	\$23 50
Clear pork, "    "	20 00	23 00
Plate beef, "    "	13 50	14 50
Domestic beef, per lb.	0 05	0 07½
Western beef, "    "	0 07	0 09
Mutton, "    "	0 06	0 06½
Veal, "    "	0 07	0 08
Lamb, "    "	0 09	0 10
Pork, "    "	0 10	0 12
Hams, "    "	0 11	0 16
Rolls, "    "	0 12	0 14
Lard, pure, tubs, "    "	0 12	0 12½
"    "    "    "    "	0 12½	0 13
Refined lard, tubs, "    "	0 09½	0 09½
"    "    "    "    "	0 09½	0 10

**BUTTER**—Prices are higher and outlook firm. Supplies naturally light.

Creamery butter	0 24	0 26
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair	0 17	0 18

**EGGS**—There is continued good demand at rather higher figures.

Eggs, strictly fresh	0 21	0 25
"    fresh	0 19	0 20
"    case stock	0 18	0 19

**CHEESE**—Prices extreme and firm. Local output light. Twins demanded.

Cheese, per lb.	0 13	0 14
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**WINNIPEG MARKETS.**

**BUTTER**—Creamery butter prices are unchanged from last week. Supplies are liberal. We quote:

Finest fresh creamery, in 56-lb. boxes	0 20
"    "    "    "    "    "	0 20
"    "    "    "    "    "	0 20
"    "    "    "    "    "	0 23
"    "    "    "    "    "	0 21

Produce houses are paying 14½c. per pound for good dairy butter.

**CHEESE**—

Finest Ontario, large	0 13½
"    Manitoba, large	0 12½
"    "    "    "    "    "	0 12½
"    "    "    "    "    "	0 13

You Should Handle

**Clark's Sliced Smoked Beef**

- Because** every can is guaranteed to be of the first quality.
- Because** of its fine Flavor and Texture.
- Because** it will please your customers and a pleased customer is the best advertisement you can have.
- Because** it is canned by the most perfect and cleanly method known.
- Because** its price is within the reach of all.

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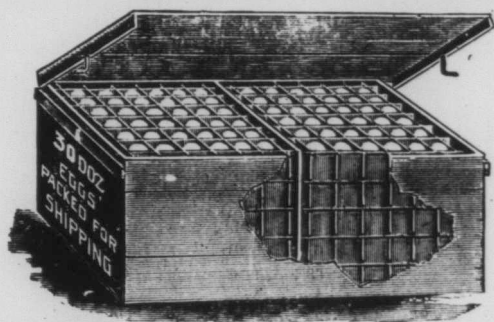


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TRURO

## EGG CASE FILLERS



**NEW LAID EGGS**  
to bring the highest market price  
**MUST BE PACKED**  
in clean, fresh Fillers.

*These can be obtained from*

**The Miller Bros. Co., Limited**

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

**MONTREAL**

*Board Mills and Filler Factory at GLEN MILLER, ONT.*

THE  
**Manitoba Canning Co. Ltd.**

GUARANTEES

**ALL ITS TINNED MEATS**

**Corned Beef, Roast Beef,  
Chicken, Tongue, Potted  
Meats, etc.**

**YOU RUN NO RISK.**

SELLING AGENTS

**Nicholson & Bain, Galloway & Parnell**  
WINNIPEG and CALGARY VANCOUVER

Everything is in a Name When  
it Stands For

# QUALITY

**REINDEER**  
Condensed  
**MILK**



Sweetened

**JERSEY**  
Sterilized  
**CREAM**



Unsweetened

STANDARDS  
FOR

**RICHNESS and PURITY**  
*It always pays to buy the best.*

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

## Oval Wood Dishes

**Clean, Strong  
and Inexpensive**

FOR

**BUTTER, LARD, MINCEMEAT,  
PICKLES, and a dozen  
other Grocery Lines.**

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

**18,000** now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

**GRAHAM BROS., Kinmount, Ont.**

Agent for Maritime Provinces  
**W. S. CLAWSON & CO.**  
11-12 South Wharf St., ST. JOHN, N.B.



THE CANADIAN GROCER

LARD—

Tierce basis, per lb	0 12 1/2
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00 1/2
20-lb. tin pails, in 80-lb. cases, per lb	0 00 1/2
10-lb. " in 60-lb.	0 00 1/2
5-lb. " "	0 01
3-lb. " "	0 01
20-lb. net white wood pails, per lb	0 00 1/2

CURED MEATS—

Hams, selected suck, special mild cure	0 18
Bacon, " " "	0 22 1/2
Backs, " " "	0 18 1/2
Hams, light, 10 to 12 average	0 17 1/2
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15 1/2
" heavy, 20 to 30, for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13 1/2
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 18 1/2
" clear bellies 12 to 14	0 17
Clear backs, b bacon light	6 18
" b bacon 12 to 14	0 17 1/2
Spiced rolls, long if in stock	0 18
short	0 13
Dried beef ham sets	0 12
Smoked hams boned and rolled, 2 1/2 per lb. additional	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13 1/2
" " smoked	0 14 1/2
" " boneless backs	0 13 1/2
Shoulders "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " per 1/2 bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.			0 04
hocks			0 05

EGGS—Produce houses are paying 17 1/2c. per dozen for fresh eggs delivered in Winnipeg.

WHALE MEAT.

An Increasing Industry on the St. Lawrence.

It is expected that in addition to the whale oil, bone, etc., at present shipped from the whaling station at Sechart, says a Quebec despatch, the Whaling Company will soon commence the shipment of whale meat. Small trial shipments were sent to Japan and elsewhere some time ago, and it has been developed that there is a market for the meat of the mammals. The steam whaling stations in the Gulf of St. Lawrence have for some time made a business of the preservation and exportation of whale meat, in addition to other whale products. For some time past the fishermen of Gaspé have been in the habit of salting down portions of the meat of the whale for their own use when short of other food, but now it is found that the article is eagerly consumed by some of the South American peoples and consequently it is becoming quite an article of commerce. Two species of whales are taken, the humped back and the sulphur bottom. They are so plentiful that there is no difficulty in killing and towing to the factory one a day, which is all that the present capacity of the factory can accommodate. Each whale is valued at about \$2,000, so that the business is a very lucrative one. Formerly all the flesh went into guano, which is worth \$30 to \$35 a ton. Now, however, the prime meat is all salted down for food, and excellent eating it makes, too, for those who like it, many contending that it is superior to the coarser grades of beef salted in barrels, especially when used in stews and hashes, or served up as corned beef. China is said to offer an excellent market for the meat, but at present the initial company in the St. Lawrence, which is likely to be soon followed by several others, has a demand for all that it can ship to South America.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1057. Sauces, etc.—A large Yorkshire firm manufacturing sauces, baking powder, jellies, egg, custard and cake powders, caster salad and cocoanut oils, are open to do business in Canada, and invite correspondence.

1058. Apples—A large Hull importing firm make inquiry for Canadian apples, 800 to 1,000 barrels per shipment, throughout the season.

1059. Apples—A Hull importing firm desire to get in direct communication with actual growers of Canadian apples, and invites correspondence; terms, c.i.f. Hull, cash against bill of lading.

1063. Hay—A Leeds hay merchant desires to hear from Canadian shippers of timothy and clover hay in large quantities—quotations c.i.f. Leeds.

1064. Hay, oats—A Leeds hay merchant, requiring from 10 to 12 tons per week, also oats in large quantities, invites correspondence with Canadian sellers; quotations c.i.f. Leeds.

1069. Aerated mineral water — An Irish firm of aerated mineral water makers desire to get into correspondence with probable buyers in Montreal, Quebec, Toronto, etc.

1070. Bacons, hams, etc., also apples—A Glasgow firm of wholesale produce merchants invite correspondence from Canadian producers of bacons, hams, hides, tallow, and hog hair, and also from shippers of apples seeking trade in Scottish and North of England markets.

1071. Agent—A London firm of malt vinegar brewers is prepared to appoint suitable Canadian resident agent.

1072. Soft goods — A London firm handling job lines in soft goods wish to get into touch with Canadian buyers.

1075. Cheese, butter and apples—A firm in the North of England has asked to be placed in communication with Canadian producers of cheese, butter and apples.

1073. Indent agents—A London company with good connections is open to take up really good Canadian specialty for which a demand can be created in Great Britain. They are also in a position to act as indent agents for Canadian firms.

1077. Patent inventions—The owners of a patent invention for manufacturing bottles are desirous of interesting Canadian firms in the trade with a view to the adoption of the system. They are also desirous of disposing of their rights in patent burners for liquid fuel.

1078. Beans—A London firm interested in the import of Canadian beans desires to get into touch with producers and exporters.

1079. Olive oil, vermouth, etc. — A Genoa (Italy) firm exporting olive oil, vermouth and other liquors is desirous of

appointing an active agent in Canada for the sale of these goods.

1081. Special oil for motor cars—A Hull firm manufacturing special oil for motor cars invite correspondence with wholesale and retail agents in Canada, with a view to placing this commodity on the Canadian market.

1082. Pure malt vinegar—A Leeds firm manufacturing pure malt vinegar desire to get in touch with Canadian buyers and agents in Canada.

1083. Agents—A Leeds firm manufacturing a specific medicine for headaches, neuralgia and toothache, and other nerve pains, desires to appoint agents at Montreal, Toronto and Winnipeg.

1084. Seeds, beans, peas, etc. — A Leeds firm invite correspondence with Canadian exporters of all kinds of seeds, haricot beans, peas and corn flour.

1085. Rice, tapioca, candy, etc.—A Leeds firm exporting rice, tapioca, sugar candy, sugar, pepper, ginger and borax, invite correspondence with wholesale houses in Canada.

1087. Bone meal, hoof and horn waste — A French firm is in a position to buy bone meal, hoof and horn waste, meal meal, shoddy.

1088. Salmon, lobster, fruits, etc.—A Belgian firm wish to correspond with Canadian shippers of salmon, lobster, fruits, principally apples.

1089. Agent—A Belgian drinking glass manufacturer seeks suitable Canadian resident agents.

1090. Grain and oils—A Belgian firm desires to enter business relations with Canadian exporters of grain of all kinds, and oils.

1091. Fresh fruits, etc.—A Belgian firm desires to represent Canadian exporters of fresh fruits, preserved fruits, hops, hides and feathers.

1092. Agent—A London publisher is desirous of appointing reliable firms in Montreal and Toronto as agents for a special class directory now in preparation.

1093. Scotch whiskies—A Scottish firm of whisky merchants is looking out for purchasing agents in Canada for old vatted Scotch whiskies.

1094. Tobacco—Inquiry has been made by the department of a large co-operative store in London respecting supplies of plug and cut smoking tobacco from Canada.

1097. Agents—A London tea firm is desirous of getting into communication with agents in Canada who would be prepared to take up the sale of their goods.

1108. Peas—A Hull produce firm desire to hear from Canadian exporters of peas put up in 1-lb packages and shipped—36 packets in a box.

A New York authority estimates the Massachusetts cranberry crop at 225,000 barrels. The normal crop is 250,000. The Growers' Association estimate it at far below 200,000 barrels.

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Splendid Exhibitions  
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The annual  
Townships  
held in the  
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## GREAT FAIR OF MIDDLE EAST

Splendid Exhibition at Sherbrooke, Que. — Expectation that Next Year it will be the Dominion Exhibition—Many American Visitors—Some Interesting Displays.

The annual Exhibition of the Eastern Townships Agricultural Association, held in the picturesque City of Sherbrooke, P.Q., has this year just closed its most successful event. To Cana-

dians generally this Exhibition may not be as well known as the National Exhibition in Toronto, but to the Province of Quebec and Eastern Ontario the E.T.A.A. Fair is the most important

event in the industrial and agricultural life of the community. From a purely local and Eastern Townships Fair it has developed through the activity, enterprise and public spirited ideas of its directors into an annual exhibit of such importance that it can lay claim to aspiring for the holding of the Dominion Exhibition in 1907, and efforts are now being made to induce the Government's decision to this end. Toronto, Winnipeg, and this year Halifax, had been selected, and it is meet and proper that the Province of Quebec should be



Sherbrooke, Que., Exhibition—Display of "Bobs" Chewing Tobacco



honored with its turn at Sherbrooke in 1907.

Situated, as Sherbrooke is, in the very cradle of the agricultural and dairying district of Eastern Canada, with railway and hotel accommodation equal, if not superior, to any city of its size, large machine and iron works, woolen industries, and the centre of a large wholesale distributing trade, it is amply able to do justice to its claim to the Dominion Exhibition for 1907. From an advertising point of view of the resources of Canada, the Dominion

New England farmers that patronized the fair "guessed" they would take a look over things out there. The propaganda of the C.P.R., with its splendid exhibit of the grains and farm products of the west, under the charge of Mr. Freer, was a most satisfactory one, while that of the Grand Trunk and Grand Trunk Pacific, received a record attendance.

The display of manufactured articles was most extensive and comprehensive and in every department a great improvement was noted over previous

the Eastern Townships are noted the world over, a big exhibition was provided.

What the Great Eastern Fair lacked in our mind was a Process Building, where, as in Toronto, exhibitors can demonstrate in an educational way the manufacture of their products or show the practical operation of their machines and instruments, and this feature is also under consideration by the directors. If the Dominion Exhibition is selected for 1907 this feature will be an absolute necessity. In the Main Building, octagonal in shape, there were few food exhibits, nothing in the line of tea, coffee, starch, milk products, cocoas, etc., being noticed, and a grand advertising opportunity was lost this year by many a firm catering to the grocery and purveying trades.

#### Effective Exhibit at Sherbrooke.

The above is a photo reproduction of one of the most effective stands at the Eastern Exhibition at Sherbrooke, Que., which was held from September 1 to 8. The tasteful arrangement of the caddies of Bobs plug chewing tobacco received many favorable comments, and there was a great demand for free samples, which were lavishly distributed.

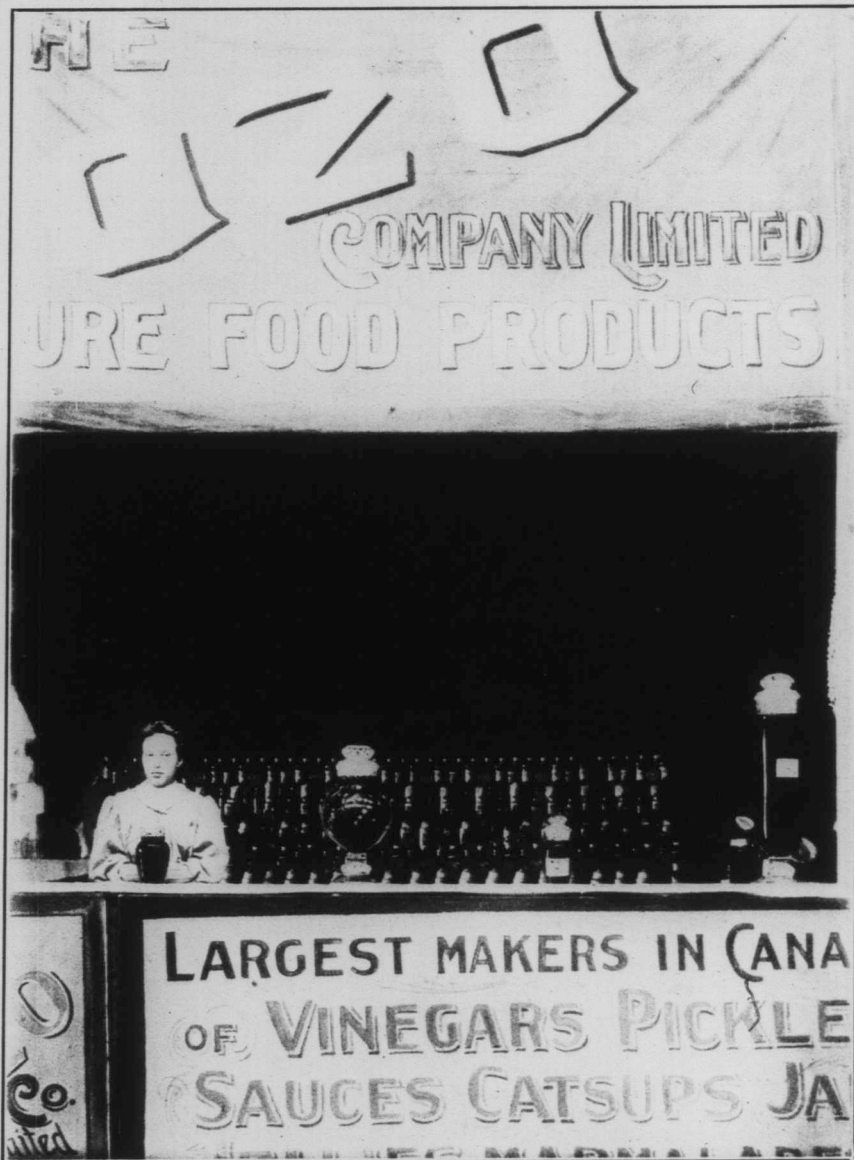
A cage of monkeys formed a unique and interesting feature at this exhibit. "Come on and see the monkeys" was heard on all sides as the people came into the building, and the vicinity of the Bobs stand was always crowded with an eager throng.

The manufacturers of Bobs plug chewing tobacco are continually devising new ways of attracting the attention of the public, and their exhibit at Sherbrooke was certainly most effective in this way.

To the people of the Eastern Townships—of which Sherbrooke is the capital—Bobs has a particular interest, for the manufacture of this popular tobacco is one of the principal industries there. The factories are at Granby, and in the Townships this thriving town ranks next to Sherbrooke itself in importance. That Granby has attained this position is largely due to the growing trade in Bobs plug chewing tobacco. The exhibit at Sherbrooke is one instance of the way in which the public demand is stimulated.

#### The Ozo Co., Limited, Montreal.

The display that was a credit to not only the exhibitors but to Canadian industry and enterprise was that of the Ozo Co., Ltd., of Montreal, whose display of pure jams, pickles, catsups, sauces, fruit flavors, etc., in the Main Building was a revelation to visitors. The enterprise shown by the Ozo Co., Limited, in placing upon the market goods of a quality unequalled and unsurpassable from the standpoint of purity, cleanliness and design of package, is highly commendable. In the line of pickles a feature so interesting and desirable from the standpoint of the dealer and consumer alike, was the display of the new large sealing stone jars varying in size from 3 to 10 gallons. These jars are a guarantee to the purchaser of an always absolutely correct and perfect pickle and cleanliness in handling—no chance of exposure to air, light or dirt being possible. "Since the introduction of this jar to the trade," in the words of Mr. John Lefebvre, the company's representative in charge of the exhibit,



Sherbrooke, Que., Exhibition—The Ozo Co. Exhibit.

Fair could hardly be located at a better point. The American State line is only about sixty miles distant, and the number of visitors to Canada's Great Eastern Fair runs into the thousands. From Vermont, New Hampshire, Maine, New York, Massachusetts, and even "Little Rhody," come keen, up-to-date Americans, ever alive to see what Canada can show them. The inquiries this year at the booths of the C.P.R. and G.T.R. in the Main Building showed the interest that Americans are taking in the Great West, and many of the hardy

year's shows. The live stock exhibit was the largest and best ever seen in the east, and the accommodation was severely taxed, although the management had provided for an increased display. In the horses, and no Eastern Township man is worthy of discussion unless he owns a horse—a trotter or pacer, or can talk "horse"—there was a very fine display, and more accommodation will have to be provided next season. In poultry, swine and sheep a very large number of entries were noted, while in the dairy department, for which

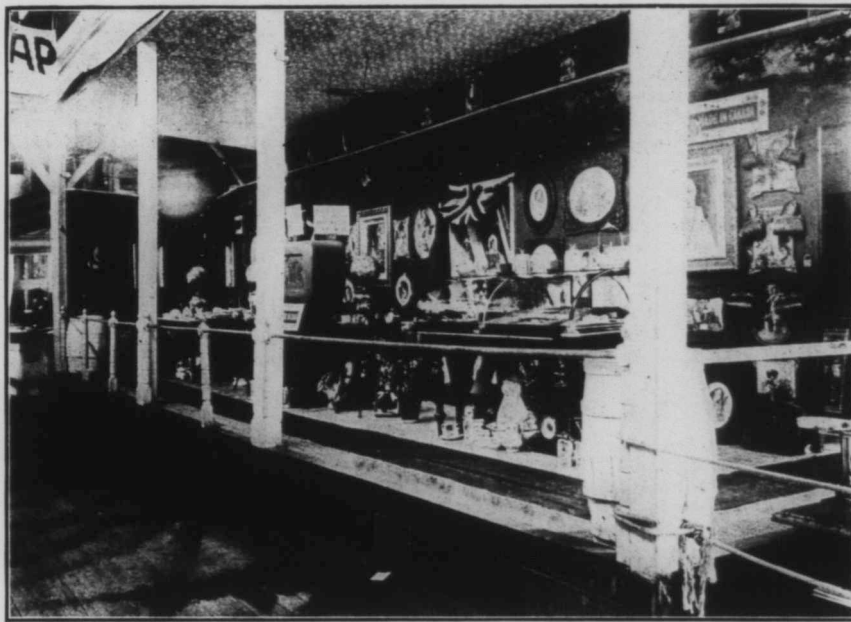


"we have been our orders. It been looked for er feels that, of perfection he can always cleanliness in. These jars are and are superi bucket from i of view but t at no loss or ing them prop der, our comp tain control this."

In the line of Co., Ltd., sta they are the manufacture t experienced E of the largest England. The selves upon t plying the tra a line of jam leave no room the sale of w fit and trade addressed to real, in refere pickle jar, etc tention.

#### Comf

Striking exl Main Building Comfort Soap Co., Toronto) of very specia solely on acc booth, which one of the oc ing, but also play of premi bar of Comfo prominent po booth. That goes without of this house and wide, and show with tl guess at the v of soap. Th



Sherbrooke, Que., Exhibition—Comfort Soap Exhibit.

"We have been absolutely unable to fill our orders. It is a feature that has long been looked for and in this jar the dealer feels that, aside from the guarantee of perfection in the pickles themselves, he can always rely upon uniformity and cleanliness in filling consumers' demands. These jars are used solely for bulk goods and are superior to the old style wooden bucket from not only a sanitary point of view but the fact that the dealer is at no loss or expense whatever in keeping them properly filled and in good order, our company, who, by the way, retain control of the jars, attending to this."

In the line of jams and fruits the Ozo Co., Ltd., stand unique in Canada, as they are the only concern in this line of manufacture that have the services of an experienced English jam maker from one of the largest and best known firms in England. The Ozo Co., Ltd., pride themselves upon the fact that they are supplying the trade of Canada to-day with a line of jams and fruit preserves that leave no room for adverse criticism and the sale of which is bound to bring profit and trade to the dealer. Inquiries addressed to the Ozo Co., Ltd., Montreal, in reference to their patent sealing pickle jar, etc., will receive prompt attention.

#### Comfort Soap Exhibit.

Striking exhibits were a feature of the Main Building, but the display of the Comfort Soap Co. (Pagsley, Dingman & Co., Toronto) was one that is deserving of very special attention. This, too, not solely on account of the size of their booth, which covered three sections of one of the octagons of the Main Building, but also on account of the great display of premiums made, and the huge bar of Comfort soap which occupied a prominent position in the centre of the booth. That large crowds were the rule goes without saying, as the reputation of this household article is known far and wide, and many users honored the show with their presence and took a guess at the weight of the mammoth bar of soap. That the merchants of the

Eastern Townships were interested in the display was evidenced by the number that called to express their congratulations to Mr. F. D. Cockburn, the Montreal representative of the company, who designed and was in charge of the exhibit, assisted by Mr. Fred E. Perry, representative in the Eastern Townships, and a staff of four young ladies. The confidence of the grocery and general store trade in Comfort soap was also shown by the placing of a considerable number of very satisfactory orders. As one merchant expressed himself to Mr. Cockburn in The Grocer's presence, "Soaps may come and soaps may go, but Comfort goes on forever," a parodied quotation of Tennyson's that brought a pleasant smile to the countenance of the Comfort soap representative. As an advertisement the effect of the exhibit on visitors, both merchants and consumers, was one of the best of the exhibition.

#### McAlpin Tobacco Co., Toronto.

An exhibit in the Main Building that drew to itself the attention of visitors was that of the McAlpin Tobacco Co., Toronto. To visiting merchants, and particularly grocers and tobacconists,



Sherbrooke, Que. Exhibition—McAlpin Tobacco Co. Exhibit.



the display of the company's products was a guarantee that the public should know all about British Navy, Twin Navy, King's Navy, and U & I tobaccos. The quality of these well advertised and selling brands of tobaccos has become proverbial in the trade and the McAlpin Tobacco Co., recognized as it is as one of the oldest and most progressive makers of tobaccos in Canada, in this exhibit have demonstrated still further their up-to-date goods. In conversation with Mr. L. J. Warnecke, the Quebec Province representative of the company, who was in charge of the exhibit, The Grocer learned that the increase in sales of his company's tobaccos was phenomenal and demonstrates that the Canadian tobacco users appreciate to the fullest extent the superior qualities of the finest Kentucky and selected Canadian leaf used in the manufacture of McAlpin goods. Samples of British Navy chewing tobacco were distributed by the attendants at the booth. In this connection a bright idea in advertising was carried out by Mr. Warnecke in having seven young men dressed as typical British tars distributing samples of the British Navy chewing tobacco throughout the Main Building and fair grounds, and the parade of the company in their bright, clean uniforms was favorably and admiringly commented on by visitors. The McAlpin Tobacco Co. certainly deserve congratulations for their striking exhibit, and no doubt the advertisement will redound to good business in the Townships and province generally.

#### A PROGRESSIVE MERCHANT.

##### R. L. Corlett, of Williamsford, Ont., Takes Over a Cannington Business.

Richard L. Corlett, of Williamsford, Ont., who has just purchased from the executors the old-established business of the late Hugh Wilson, of Cannington, is the type of young Canadian who succeeds.

Twelve years ago, while a lad of 14, he had his initiation into mercantile life in the store of H. Hunt, at Dornoch, Ont., where he spent a year. Mr. Hunt was a subscriber to The Canadian Grocer, and the young clerk was a diligent student of its pages. "Indeed," observed Mr. Corlett to the editor of The Grocer, "I have been a constant reader of your paper ever since. Whenever I have worked The Grocer has been taken, and since I have been in business for myself I have been a subscriber."

After a year in Dornoch Mr. Corlett entered the employ of M. M. Hills, now of Attwood, but then at Williamsford, from whom he went to A. A. Parks, of Williamsford. The business of Mr. Parks seemed to about satisfy the young ambitions of the youth, for he continued in Mr. Parks' employ until five years ago, when, together with A. M. Ledingham, he bought out his employer and continued the business under the style of Ledingham & Corlett, Mr. Parks entering the firm of John McQuaker & Co., Owen Sound, as partner.

In the last five years business has thrived, largely, Mr. Corlett thinks, on account of their effective advertising.

Their business was conducted along general store lines, with dry goods, groceries, boots and shoes and millinery as the chief lines.

The firm made a novel use of their

millinery department for advertising purposes. They held their opening shortly after the Fall fairs, imported an orchestra and made the occasion a district festival. Handsome badges were printed bearing the date of the opening and distributed at the Fall fairs. As a result all the young men and girls for miles around were at the opening, and the store was filled to the doors. Its fame spread and trade grew.

Credit was given, but judiciously. A system of monthly accounts was inaugurated. At first "perfectly good" people objected, but when they found the rule was general it was accepted cheerfully, much to the good of the business.

In taking over the Hugh Wilson business in Cannington, Mr. Corlett will retire from the Williamsford business, and he is confident of success. As compared with opportunities in the west, he believes that, run on progressive lines, a business in Ontario can be made to pay well, and if not so lucrative as in



RICHARD L. CORLETT,  
Cannington, Ont.

the west much safer, while the advantages of the older province for living are not at all inconsiderable.

The store in Cannington is being renovated; new double shelving put in, a new office built, and a spick and span new stock of groceries and boots and shoes will be shortly ordered.

#### LITTLE JOHNNY HUCKSTER.

(A Fairy Story)

Now the ways of Little Johnny Huckster and the things that he does and the way that he does them are quite as queer as the stories you may have heard of Br'er Rabbit, therefore, listen my children, while I tell you some of his tricks.

Once upon a time Little Johnny Huckster decided that he was not divorcing the dear public from as many shekels as he desired, so he cast about for some way to loosen the purse strings, and cause them to pass forth the coin gladly and joyously. He thought so long and so hard that he even forgot to shave himself, for as much as a week. At the

end of that time as he caught sight of himself in the glass, he gave a loud whoop of joy and exclaimed, "Lo, I have found it." Whoever heard of a "country jay" who knew enough to get ahead of his city cousin? Go to, I also will be a "simple and honest countryman."

So he hid himself unto the second-hand store and bought a dark shirt and a pair of broken down overalls. He then took his load of truck, let down one side of his overalls, tucked a big wad of tobacco in his mouth, let his whiskers meander over his breast and started out in his little farm wagon, a "poor, but honest" farmer. "Yes, ma'am," says he, "me and my wife we raised this here garden sass by honest toil, and the sweat of our brows, and we thought we could sell it to you good people, because we knew you wouldn't take no advantage of us like them there grocerymen do!" Then said the guileless housekeeper: "Go to, when did a country jay ever have a chance beside his city cousin? Let us now go forth and buy our produce of this farmer. We can do him up while he thinks we are doing him good. We shall also get ahead of the groceryman and benefit our own pockets." So the "poor, but honest," etc., sold all his "garden sass" for spot cash, and the guileless housekeeper got short change and short measure, but they did not know or care, for they had "helped out" a poor countryman.

They had likewise gotten ahead of their groceryman, so they went in to supper, feeling very virtuous, and as if they had done unto others as they were done.

Did Mr. Grocer get onto Johnny Huckster's little game? Nay and likewise not. He was back at his desk, trying to figure out how much the guileless housekeeper really owed him. — I. C. U. in Grocer and Butcher.

#### GREEK CURRANT TRADE EXCITED

A private letter from Patras, Greece, says that the trade there is in quite an open state of excitement over the action of the Chartered Company in openly selling currants, which under the law were destined to be used for wine and distilling purposes only. These sales are made to the foreign markets through two prominent shippers, who are now being ostracized by other members of the trade. The Board of Trade of Patras has deposed from his official position in that body the head of one of these firms and is taking immediate steps to induce the Government to put a stop to the alleged fraud that is being perpetrated by the Chartered Company.

#### THE STRENGTH OF VINEGAR.

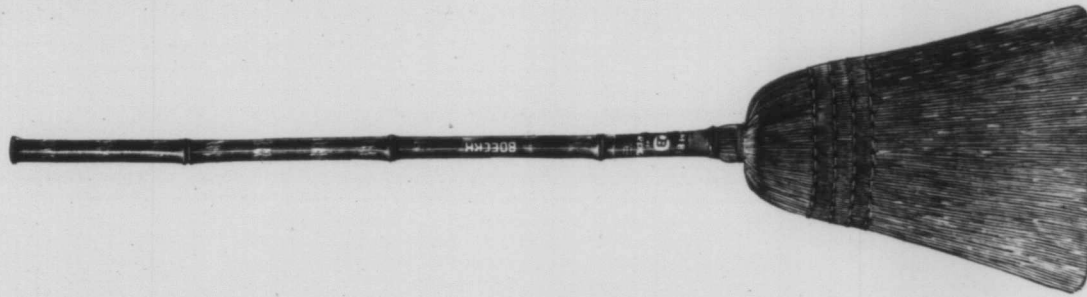
The mean acetic acid content of 212 samples of vinegar examined by the laboratory of the Inland Revenue Department, Canada, was 5.66 per cent., although the range was considerable. Samples containing less than 3 per cent. of acetic acid are objectionable as being too weak, while those that contained more than 8 per cent. are fortified by the addition of acetic acid and therefore factitious. The question of possible metallic impurities studied, it was found that 12 of the samples examined contained traces of lead and 2 traces of zinc.

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# BOECKH'S

# BROOMS

"The Standard Goods of Canada"

PRICES HAVE BEEN REDUCED

WRITE for particulars of our exceptional values.



Remember, all BOECKH BROOMS are guaranteed as represented. This assures entire satisfaction.

MAIL ORDERS RECEIVE SPECIAL ATTENTION.

UNITED FACTORIES, Limited

80 York Street,

Toronto, Ont.



# FLOUR AND CEREAL FOODS

Northwestern Wheat Crop Estimate—Oats are Higher—Cereal Demand Picking up at Home and Abroad—Flour Improving.

Last year's crop of wheat in the west has been placed by the Winnipeg Free Press upon a very careful estimate at 84,506,855 bushels. The Government estimate last Fall after all threshing returns were in was 84,175,226 bushels. The average price received was 63c., aggregating for the 175,000 farmers of the west \$53,300,065. Eighty per cent. of the crop graded No. 2 northern and better. It was a banner year, both as to quality and quantity. The crop of oats was 75,000,000 bushels. Most of the barley was fed on the farm.

What this year's crop will be is still a matter of estimate. There has been no check to the harvesting. Already a good deal of grain is moving, but the market can scarcely be said to be fairly under way. Oats were quoted in Chicago on Tuesday as high as 43½c. and Canadian manufacturers look for an advance here. In view of the price in the States, they say, there will be a demand for all Canada can spare.

## MONTREAL MARKETS.

GRAIN — There is nothing new in grain this week. Export business is booming, but local trade is not large.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats	0 38
No. 3 white oats	0 37
No. 4 white oats	0 36
No. 3 yellow corn	0 53
No. 2 peas, basis 78 per cent. points	0 71½

FLOUR—Trade is beginning to show considerable improvement. Orders coming in from country districts show that merchants are selling more flour than they have done for the past month or so. City business, too, is very good, while inquiry from England and foreign ports is brisk.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	4 50	
Glenora	4 00	
Manitoba spring wheat patents	4 50	
strong bakers	4 10	
Buckwheat flour	2 00	2 10
Five Roses	4 50	

FEED—Demand for bran continues large, while stocks have not been increased materially. Very fair business is being done in feed flour.

Ontario bran	18 50	
Ontario shorts	21 00	22 00
Manitoba shorts	21 00	22 00
bran	18 00	18 50
Mouillie, milled	21 00	24 00
straight grained	25 00	28 00
Feed flour	1 25	1 03

ROLLED OATS—Rolled oats is unchanged since last week. There is little business passing, although dealers report some small sales.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
80-lb. bags	2 10	
bbls.	4 55	4 70
Choice boiling peas	1 0	1 10

HAY—Farmers are still inclined to hold their hay, very seldom being induced to sell any they have. In consequence the market locally is rather bare. Prices are firm with an advancing tendency.

Reports from the U. K. say that the conditions there are unaltered since last week. Stocks are not heavy, but there is considerable in store and on the docks, which tends to keep the market down.

No. 1	10 50	
No. 2	9 25	
Clover mixed	8 10	
Clover, pure	6 00	6 25

## TORONTO MARKETS.

GRAIN—The grain trade continues quiet here. Last year's crop of western is all gone and No. 1 hard is again listed. Oats seem to be moving higher. Very little Ontario wheat is coming to market. It is thought that the scarcity of labor is responsible for the retarded movement, farmers being too busy with the Fall work to haul wheat.

(F.o.b. Georgian Bay points.		
No. 1 hard	0 78½	
Manitoba wheat, Northern No. 1	0 77	
"    "    No. 2	0 74½	
"    "    No. 3, nominal	0 70	
Red, new " per bushel, 78 per cent. points	0 70	
White, new " " " " " "	0 70	
Mixed, new " " " " " "	0 69	
Spring, nominal " " " " " "	0 69	
Goose, " " " " " "	0 69	
Barley, No. 1, " " " " " "	0 48	
"    No. 2, " " " " " "	0 47	
"    No. 3, " " " " " "	0 44	
Oats, new " " " " " "	0 31½	0 32
"    "    "    "    "    "    "    "	0 31½	0 31½

FLOUR—Prices here are unchanged and business is quiet.

On track, Toronto.		
Manitoba patents, No. 1, per bbl. in bags	4 40	4 60
"    "    No. 2, " " " "	3 90	4 10
Strong bakers	3 90	3 90
Ontario 90 p.c. patents, No. 1 " " "	3 10	3 25
Straight roller	3 00	3 10

CEREALS — Demand is picking up both locally and abroad. Prices are unchanged. Manufacturers here look for a considerable advance in oats and oat products.

Oatmeal, standard and granulated, carlots, on track, per bbl.		4 50
Rolled wheat in boxes, 100 lbs.	"	3 90
"    "    50 lbs.	"	1 25
Rolled oats, standard, carlots, per bbl., in bags	"	4 00
"    "    "    in wood	"	4 25
"    "    "    for broken lots	"	4 15

## WANT CANADIAN WHEAT.

That Going via American Ports Said to be Doctored.

"Canadian wheat is very much sought after by millers in the north of England," writes J. B. Jackson, Canadian commercial agent at Hull, Eng., "and I am of the opinion that Canadian exporters do not realize the immense possibilities of the north England ports in this regard. Exceedingly large flour mills are located at Hull, Grimsby and York, and one firm of importers at Hull last year imported over eight million bushels; one of the mills above referred to buys in the neighborhood of 50,000 bushels of wheat per week. Firms similar to these should make most valuable customers, not only to individual Canadian firms, but to the Dominion itself. The principal drawback is the want of direct transportation from Canada to Hull, and for that reason, the principal wheats brought into Hull are from Argentine, India and the Black Sea ports.

"I have met with many complaints that Canadian wheat, or so-called Canadian wheat, shipped from New York to Hull, appears to be 'doctored,' and for that reason the Hull importers will only buy on sample.

"One large merchant at present interested in importing wheat from South Russia, makes the statement:

"Canadian wheat does not come up to the quality it is stated to be when it arrives in this port, and, therefore, causes dissatisfaction to the buyer. This could be prevented if we could have our Canadian wheat shipped direct from Canadian ports."

"The latest available statistics show that the imports of wheat into Hull since January 1, 1906, to June 30, 1906, were a little over twelve million bushels."

## RUBBER FROM WHEAT.

Artificial rubber was foretold at a recent meeting of the British Association for the Advancement of Science. It has come, and an English syndicate has offered the inventor \$1,000,000 for his rights. It is made from cereals. It is obtained by treating any cereal with phyalin, which acts in solution as a ferment, turning the starchy matter in the grain to destrose. Another chemical is used to check the process of fermentation at any stage, making it possible to produce the artificial rubber of different grades suitable for anything from waterproofing to golf balls.

Asked if the use of wheat for rubber would advance the price of bread, the inventor replied: "There is no danger. The new linoleum will be a new reserve food supply. In the event of a famine it can be boiled and reconverted into food."

## CEREAL NOTES.

The Calgary Milling Co. have completed the largest shipment of flour ever sent from there to the Orient—10,000 sacks for China and 1,000 sacks for Japan.

Alexander McLean, Canada's commercial agent in Japan, writes to the Trade and Commerce Department, stating that the wheat crop in Japan is about 98,000,000 bushels, or 15 per cent. more than the yearly average.

A movement is afoot at Port Arthur, Ont., to establish an oatmeal mill there with a capacity of 75 to 100 barrels a day. Mr. Wedell, who for 10 or 12 years has been in the oatmeal milling at Elora, Ont., is behind the scheme. He is compelled to abandon Elora because of the difficulty of getting oats there.

One of the most notable improvements in the fare on battleships is in the character of the bread served. Nearly every modern vessel is equipped with a baking outfit, and the men receive fresh bread daily instead of ship's biscuits, or hardtack, of former days, which was so hard it was almost necessary to use a hammer to break it up. In this connection it is interesting to note that the sailor's dietary formerly consisted almost entirely of pork and biscuit, relieved sometimes by a floury mess nicknamed "duff," and an occasional issue of dried fruit.

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## TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish cookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.



**"It's All in the Shreds"**

## "HOUSEHOLD" CANADA FLAKES 25c.

**A piece of Fine China  
in Every Package.**

The China consists of bread and butter plates, cream jugs, etc. Each one would sell readily at 10c. and more.

**THE BEST FOOD  
THE BEST SELLER**

**"No Human Hand touches Canada Flakes"**

## WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

**MILLS AT**

**WINNIPEG  
GODERICH  
BRANDON**

**OFFICES**

**ST. JOHN, N.B.  
MONTREAL, Que.  
TORONTO (HEAD OFFICE)  
GODERICH  
WINNIPEG  
BRANDON**

IT PAYS YOU TO PAY FOR QUALITY

**BUY FIVE STARS FLOUR**



## FINNAN HADDIES

THE FAMOUS  
**"BRUNSWICK  
BRAND"**

is now on the market. Strictly new pack.  
Every tin guaranteed. The large sales  
prove they are all right.

Send in your orders while we are packing.

**Connors Bros., Limited**

**Black's Harbour, N. B.**



**WANTED**  
 Choice boiling Peas in two-bushel bags ;  
 also, good malting Barley. Send samples  
 with prices delivered Montreal.  
 H. J. STEVENS,  
 126 Board of Trade, Montreal.  
 Mill Feed always wanted.

The GRAY, YOUNG & SPARLING CO., Limited  
**SALT  
 MANUFACTURERS**  
 Granted the highest awards in competi-  
 tion with other makes.  
**WINGHAM ESTABLISHED 1871**

**NAP. G. KIROUAC & CO., QUEBEC**  
 Receivers and Shippers  
**FLOUR, GRAIN, MILL FEED, SALT  
 and FRESH FISH**  
 Willing to act as Agents for Canned Goods Manu-  
 facturers or Grocers' Supplies.

Manufactured from  
**No. 1 Manitoba Wheat  
 HERCULES**  
 is a bread flour that suits every time  
 You'll like the way it sells.  
**THE McLEOD MILLING CO., LIMITED**  
 Stratford, Ontario

**J. A. McLANDRESS, West Lorne, Ont.**  
**WM. McLANDRESS, Dutton, Ont.**  
 Successors to D. McKillop & Son. Dealers in all kinds  
 of Grain, Wool, Live Stock, Wood and Coal, Screened  
 and Graded Pea Beans in car lots a specialty.

**BETTER FLOUR**  
 means a better trade  
 for the grocer.

**Anchor Brand**  
 Flours are the better  
 kind. A trial order  
 will convince you.

Mixed cars if you want  
 them.

**LEITCH BROS.**  
 OAK LAKE, MANITOBA

**MISTAKES COST MONEY**  
 Don't make any! Just get our  
**POT BARLEY, PEARL BARLEY and FEED**  
**JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.**

**A. A. McFALL**  
**Miller and Grain Merchant,**  
 Bolton, Ontario, Canada,  
 Write for Samples and Prices

**QUANCE BROS**  
 MILLERS OF CHOICE  
**WINTER WHEAT and MANITOBA FLOUR**  
**BUCKWHEAT and RYE FLOUR**  
 WRITE FOR QUOTATIONS. **DELHI, ONT.**

**CORONET ROLLED OATS**  
 It pays to handle them.  
 You get QUALITY. Your customers are SATISFIED.  
**THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.**

**CANADIAN WILL BOOM.**

**Canned Meats Situation in England—  
 Cheese a Favorite.**

P. B. MacNamara, Canadian commercial agent at Manchester, Eng., writes :  
 "The onslaught made by the English press on American canned meat has had a reactionary effect upon canned meats from all countries, and to some extent on canned fruit and vegetables. The consumption has fallen off almost entirely in the case of meats, and the stocks of same held by the merchants prior to the disclosures, are still in store awaiting more favorable times. This district, representing as it does a very large population employed in mills, offers a very fair index of the effect on the use of canned meats, and regrettably so to the dealers.

"Cheese is now more extensively used by the mill workers, and probably will be until the cold weather induces them to resort to foods with greater caloric properties. Fortunately the public memory is not long lived, and the revulsion that now possesses it in this matter, caused by a much exaggerated recital of conditions, will pass away.

"One of the large Chicago packing firms is now advertising extensively in the English press, that its food products are eminently wholesome, and that their cleanly mode of packing was never questioned, in order to offset the very strong prejudices at present existing. It has been suggested that canned meat packages should bear the date at which packed, but the adoption of that would, it is said, seriously interfere with the sale, and is strongly condemned by all the large dealers here. The use of these foods cannot be forced at the present time, the warm weather adding its weight as against their use, but when the cold weather sets in, Canadian canned meats will experience a boom, as there is an abiding faith in its superior quality, in the minds of the great consuming public of this Manchester district."

**W. H. WILSON CO., Limited**  
 HIGH GRADE VINEGARS  
 CIDER AND EVAPORATED APPLES  
**TILLSONBURG, CANADA**

**Caramel Cereal**  
 The original and best substitute for coffee is put up in one pound cartons, to sell at 15 cents.  
 It is fragrant, rich in color and flavor, and has good body.  
 WRITE FOR STOCK TO  
**The Battle Creek Health Food Company, Limited**  
 Canadian Factory, LONDON, ONT.



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Company,

THE CANADIAN GROCER

# RECENTLY

a customer said to a Waterloo grocer, "In England now-a-days if we need High Class Sauces, etc., we expect to see the name 'Holbrook & Co.,' on the label."

**ENGLAND** is the  
**HOME** of the **GENUINE**



# HOLBROOK'S

WORCESTERSHIRE

# SAUCE

but the **WORLD** is its  
**PLAYGROUND.**

The 25c. and 35c. bottles yield a good profit.

**HOLBROOK'S LIMITED, 28 Front St. E. TORONTO**

Canadian Manager, H. Gilbert Nobbs.

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL  
JOBBERs

3/4-lb. tins—3 doz. in case.

### TO MANUFACTURERS' AGENTS :

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

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

Address

Business Manager  
**CANADIAN GROCER**  
Montreal and Toronto.



## FRUITS, VEGETABLES AND FISH

**Peaches a Heavy Crop in the Niagara District—Grape Crop Also Heavy—  
Fish Business Retarded by Hot Weather.**

Peaches are now the feature of the fruit business. Reports from the Niagara district indicate a heavy crop of fruit of fine quality and none of the peach-growing districts indicate a shortage. The grape crop also promises to be heavy. Lemons, because of their scarcity, and high price, continue a feature and the September hot spell accentuates the situation.

The vegetable market offers nothing unusual for comment. No shortages are reported and business everywhere is heavy.

The fish business is retarded by the hot weather. Dealers regard this as the opening of the season, but unless the weather changes it is likely to be slow. An expert on the upper lakes says the fishes have taken to deep water and are staying there and he prays for a blow to stir things up and improve the fishing.

### MONTREAL MARKETS.

**GREEN FRUITS**—Business is fairly good at present, although demand is not particularly strong for general lines. Grapes are arriving in good quantities, but as it is yet a little early for them, trade is not brisk. Next week, however, dealers expect some good orders. Peaches and plums, owing to the short crop, are high in price. Small arrivals also affect the prices. Pears are selling very well, while oranges are in good request. Lemons continue a feature in the market, excellent trade being reported. Apples are beginning to come in quite freely. Crabs are offered at 40c. to 50c. a basket.

Late Valencia oranges, per box	6 00
Dates, per lb.	0 05
Bananas	2 25
Cocoanuts, per bag of 100	3 60
Pineapples	5 00
Apples, bbl.	2 00
New apples, baskets	0 40
Crab apples, per basket	0 50
New lemons	7 00
Limes, per hundred	1 25
Peaches, per box	1 75
Plums	1 25
Pears per box	2 25
Cantaloupes, per crate	5 00
Jamaica oranges, per bbl.	1 25
Western melons	1 25
Spanish Onions cases	2 50
Blueberries, 22 quart boxes	2 25
Lawton berries	0 10
Jamaica grape fruit box	6 50
Canadian plums, per basket	0 50
" pears	0 35
" peaches	0 50
" grapes, champions, per basket	0 20

**VEGETABLES**—Vegetables continue in very good demand. Prices during the week have been very well maintained. Potatoes are strong at prices

quoted. Receipts are not by any means heavy. No car lots yet offered, and the market is in consequence at the mercy of farmers, who will not sell unless they get their own price. Consequently they can do almost as they wish with the market, and they generally get a good margin over the ruling price. Cabbage is selling very well, while there is a fairly good demand for tomatoes. Stocks of the latter are not large and arrivals are small. The price has an advancing tendency. Carrots and cucumbers are rather slow. Lettuce is in good request, but stocks are low. New potatoes are quoted this week.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz.	0 60	0 60
Savory, per doz.	0 75	0 75
Green peppers, per basket	0 50	0 50
Montreal cabbage, per doz.	0 50	0 75
" tomatoes, basket	0 65	0 75
" per box	0 25	0 50
New turnips, per doz.	0 25	0 50
Water cress, per doz.	0 75	0 75
Lettuce, per doz.	0 15	0 50
Spinach, per bbl.	2 00	2 00
Cucumbers, per doz.	0 10	0 15
Celery, per doz.	0 25	0 50
Potatoes, per bag	1 00	1 15
Sweet potatoes basket	2 00	2 00
" barrel	4 50	0 25
New beets 3 doz.	0 12	0 11
New carrots, per doz.	0 50	0 60
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
New corn, per doz.	0 07	0 11

**FISH**—Business continues to improve with the coming of cooler weather, dealers reporting favorably on the size of orders being received. There are few changes in the price list this week, lake trout and Gaspé salmon being practically the only lines changed. The former is 1/2c. lower, while the salmon is 1c. higher. New kippered herring are quoted this week, the price asked being \$1.25 a box. Haddock are in good supply, but steak cod are scarce. Halibut continues to arrive in good quantities. It is still a little too early for dore and pike, but some fine fresh stock is expected next week. At present dealers are offering chilled stock in place of the fresh. Considerable trade is passing in skinless cod and Labrador salmon, prices asked being quite reasonable.

Fresh haddock, express, per lb	0 04
Fresh steak cod	0 06
" halibut	0 08 1/2
" grass pike	0 08 1/2
Lake trout	0 13 1/2
Brook trout	0 22
Whitefish	0 08
Weakfish	0 09
Dore, per lb.	0 09
Flounders	0 09
Small sturgeon	0 08
Gaspé salmon	0 16
Fresh B.O. salmon	0 14
Fresh mackerel	0 10
Fresh frozen fish—	
B.O. salmon, per lb.	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New kippered herring, per box	1 25
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
Oysters and Lobsters—	
Standards, per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" quarts	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb.	0 05 1/2
" fish, 25-lb. boxes, per lb.	0 04 1/2
Skinless cod, large, per case	5 50
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.	3 50
" " per pail	0 80
" salmon—	
" in bbls.	13 00
" in 1/2 bbls.	7 00
" mackerel, per pail	1 75
" green cod, per lb.	0 03 1/2
Small,	0 02 1/2

### DRIED APPLES

HIGHEST PRICES PAID FOR BRIGHT QUARTERS

**THE W. A. GIBB CO.**

7 and 9 Market Street, HAMILTON

**YOU**

will do well to remember that

**Crawford Peaches**

AND

**Bartlett Pears**

are now at their best for preserving. Heavy arrivals, insure reasonable prices.

Large quantities of other varieties also received daily.

PLUMS (getting scarce)

CRAB APPLES

GRAPES

GEM MELONS

**CRANBERRIES**

First arrivals

SWEET POTATOES

ORANGES AND LEMONS

BANANAS

NUTS

McWILLIAM

**Mc. AND E.**

EVERIST

## PEACHES

If you want Peaches of fine quality, write me for prices. All telegrams phoned out to our fruit farm.

**W. W. HILBORN,**

Phone 83 Leamington, Ont.  
Light service.

## BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...

**Oakville Basket Co.**  
Oakville, Ont.

**TORON**

The fruit bu  
Peaches and gra  
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samples arrive e  
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bring from 75c.

Oranges, late Valencias,  
Lemons, Messina, 300's  
Limes, per crate  
Apples, Duchess and As  
Fail, per bbl.  
" Spies XXX, per  
" XX, per  
" Baldwins, XXX  
" XX,  
" other Winter vs  
" farmers', per bbl  
Bananas, per bunch  
Red bananas per bunch  
Plums, California, per b  
Peaches, per basket  
Pears, per basket  
Watermelons  
Cantaloupes, Canadian,  
" Canadian,  
" Rockyforids  
Lawton berries, per box  
Egg plant fruit  
Grapes, small baskets  
large baskets

**VEGETABLE**  
are heavy and  
the supplies.  
changes this  
slightly higher  
arriving pretty  
are beginning  
Deina in 50-lb.  
week.

New potatoes, Ontario,  
Sweet potatoes, per bar  
Onions, Spanish, per la  
" silver skins, pic  
Cabbage, new Canadian  
Wax and green beans, p  
Beets, new, per bushel.  
Carrots, Canadian, per  
Lettuce, per doz. bunch  
Radish, per doz.  
Cucumbers large, per bu  
Mushrooms, 1-lb. boxes,  
Beans, white, prime, bu  
" hand-pick  
" Lima, per lb.  
Tomatoes, Canadian, pe  
Watercress, per doz. bu  
Egg plant  
Peppers, green, per sma  
Parsley, per doz.  
Turnips, per bushel  
Mint, per doz.  
Cauliflower, per doz.  
Celery, Michigan, per d  
" Canadian  
Squash, per doz.  
Vegetable marrow, per  
Green corn, per doz.  
Lentils, per doz.  
Pumpkins, per doz.

**FISH—Prices**  
ed. Business i  
week brings so  
vival is looked

Fresh halibut  
Haddock, fresh caught,  
Fresh cod, per lb.  
Fresh lobsters, boiled,  
Shrimps per gal.  
Whitefish, per lb.  
Salmon trout, per lb.  
Ciscoces, per basket  
Perch, per lb.  
Herring, large, per lb.  
" medium, per lb.  
Brook trout, per lb.  
Pike, per lb.  
Blue fish, per lb.  
Fresh mackerel  
Easte rn salmon, per lb

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"The total s  
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**TORONTO MARKETS.**

The fruit business continues heavy. Peaches and grapes are expected large crops. Peaches are coming in in considerable quantities and some splendid samples arrive every day. On account of the shortage of small fruit earlier in the season the demand is expected to be very heavy. The lemon market is still very high, from \$8 to \$9.50 a box. The demand for oranges is a little bit off at present and business in that line is slow. Canadian plums are scarce and bring from 75c. to \$1.

Oranges, late Valencias, 96's, 112's, 288's.....	4 00	6 25
Lemons, Messina, 300's, 360's, per box.....	8 00	9 50
Limes, per crate.....	1 50	
Apples, Duchess and Atrachan, per basket.....	0 20	0 25
Fall, per bbl.....	2 10	2 50
Spies XXX, per bbl.....		
XX, per bbl.....		
Baldwins, XXX, per bbl.....		
XX, per bbl.....		
other Winter varieties XXX, per bbl.....		
XX, per bbl.....		
farmers', per bbl.....		
Bananas, per bunch.....	1 75	2 35
Red bananas per bunch.....	2 20	2 50
Plums, California, per basket.....	0 75	1 10
Peaches, per basket.....	0 35	1 25
Pears, per basket.....	0 35	0 75
Watermelons.....	0 25	0 30
Cantaloupes, Canadian, per basket.....	0 40	0 75
Canadian, per case.....	0 40	0 75
Rockyforda, per basket.....	0 55	0 60
Lawton berries, per box.....	0 49	0 10
Egg plant fruit.....	0 20	0 25
Grapes, small baskets.....	0 25	0 30
large baskets.....	0 40	0 60

**VEGETABLES**—Receipts in all lines are heavy and demand keeps pace with the supplies. There are few price changes this week. Tomatoes are slightly higher. Pumpkins are now arriving pretty freely. Spanish onions are beginning to arrive. A car from Deina in 50-lb. crates is expected this week.

New potatoes, Ontario, per bus.....	0 60	0 70
Sweet potatoes, per barrel.....	4 50	
Onions, Spanish, per large case.....	3 25	
silver skins, pickling, per basket.....	0 75	1 00
Cabbage, new Canadian, per doz.....	0 30	0 40
Wax and green beans, per basket.....	0 40	0 50
Beets, new, per bushel.....	0 30	0 40
Carrots, Canadian, per bushel.....	0 40	0 50
Lettuce, per doz. bunches.....	0 20	0 25
Radish, per doz.....	0 20	0 25
Cucumbers large, per basket.....	0 15	0 25
Mushrooms, 1-lb. boxes, per lb.....	1 75	
Beans, white, prime, bush.....	1 90	
Lima, per lb.....	0 07	
Tomatoes, Canadian, per basket.....	0 20	0 31
Watercress, per doz. bunches.....	0 25	
Egg plant.....	0 40	0 50
Peppers, green, per small basket.....	0 40	0 60
Parsley, per doz.....	0 20	0 25
Turnips, per bushel.....	0 40	
Mint, per doz.....	0 15	0 20
Cauliflower, per doz.....	1 00	1 50
Celery, Michigan, per doz. bunches.....	0 40	0 50
Canadian.....	0 40	0 50
Squash, per doz.....	1 03	1 25
Vegetable marrow, per doz.....	0 35	0 50
Green corn, per doz.....	0 07	0 10
Leeks, per doz.....	0 25	
Pumpkins, per doz.....	0 75	1 00

**FISH**—Prices here continue unchanged. Business improves slowly. If next week brings some cooler weather a revival is looked for.

Fresh halibut.....	0 10	0 13
Haddock, fresh caught, per lb.....	0 06	0 08
Fresh cod, per lb.....	0 07	0 08
Fresh lobsters, boiled, per lb.....	1 18	0 20
Shrimps per gal.....	1 00	1 25
Whitefish, per lb.....	0 10	
Salmon trout, per lb.....	0 08	0 09
Ciscoes, per basket.....	1 25	
Perch, per lb.....	0 05	0 06
Herring, large, per lb.....	0 08	
medium per lb.....	0 04	
Brook trout, per lb.....	0 25	
Eel, per lb.....	0 05	0 06
Blue fish, per lb.....	0 10	
Fresh mackerel.....	0 21	0 25
Easton salmon, per lb.....	0 20	

**THE SALMON PACK.**

"The total salmon pack in British Columbia is approximately four hundred thousand cases this year," declared a recognized authority on the coast last week. "Of that amount the Fraser River has supplied a hundred and seventy

**Jersey Sweet Potatoes**

Finest quality, bright stock is now arriving. Barrels are larger than last year.

**Cranberries**

First of the season **Fancy Early Blacks**. When ordering include a **Box of Lemons**. We have the finest in our "Home Guard" Brand.

**WHITE & CO., LIMITED**  
**TORONTO**

Branch at HAMILTON

**GROCIER!**

You've heard about **23** and that it means **SKIDOO!** Well, **ST. NICHOLAS** Homeguard Kicking or Puck Lemons never have to take a back seat, let alone skidoo, when compared with other brands.

**W. B. STRINGER & CO., Sole Agents - Toronto**

**OYSTERS OYSTERS**  
**OPENING OF THE SEASON**

We are now handling Oysters and have the best brand on the market. Full line of all Fish including **Finnan Haddie** and **Ciscoes**. Give us your Fish and Oyster orders.

**THE F. T. JAMES COMPANY, Limited**  
Wire, Phone, TORONTO 76 Colborne St  
or Mail your Orders 33 Church St.

Now is the time to order your  
**CANNING PEACHES**

**THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO**  
Cor. West Market and Colborne Sts.

**BANANAS, WATER MELONS,**  
**ORANGES AND LEMONS**

And all kinds of  
**FOREIGN AND DOMESTIC FRUITS**

Send us your order  
**HUGH WALKER & SON**

ESTABLISHED 1881 GUELPH, ONT.

**PEACHES GRAPES**

Guaranteed Uniform.

Car Lots A Specialty. Small Orders Promptly Filled.

**AUBURN ORCHARDS, - - Queenston, Ont.**



thousand cases, and the remaining two hundred and thirty thousand cases will be from the numerous cannery points along the northern British Columbia coast. This is about a third the pack of last year, about two hundred and twenty-six thousand cases less than the

pack of 1902, the corresponding season in the four-year cycle.

"The demand is good in Canada, New Zealand and the United Kingdom. Since the introduction of preferential treatment between Canada and New Zealand shipments of salmon to the latter coun-

try have increased quite measurably. The sales in all these markets have been good this year.

"There are probably between a hundred and ten and a hundred and twenty thousand cases of half-pound flats unsold on the Skeena and Fraser Rivers, but there are not to exceed twenty thousand cases of pound flats unsold."

**DRIED FRUIT,**

I HANDLE SPECIALLY FINE LINES OF

**CURRANTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—  
Halifax, N.S., E. D. Adams  
St. John, N.B., J. Hunter White  
Montreal, D. Rattray & Sons

Toronto, P. L. Mason & Co.  
Winnipeg, Jas. Carmon  
Victoria, B.C., H. Donkin  
Vancouver, C. E. Jarvis & Co.

**TH. J. PSIMENOS,**

4 Cullum St., E.C. LONDON, ENG.,

**J.V DE YBARRONDO & CO**  
Successors to James Violett & Co  
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS  
R<sup>o</sup> ROSE CHOICE  
SUPERIOR EXTRA  
EXCELSIOR  
EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED  
GREEN PEAS OLIVE OIL  
MUSHROOMS SARDINES &

**BORDEAUX FRANCE**

Shippers Also of

**All Canned  
Vegetables,  
Pure White Wine  
Vinegar,  
Clarets, Brandies  
and Champagnes.**

**Have I Supplied You With  
CRAWFORD PEACHES**

These are very select fruit—ideal for canning.

Each basket is sound all the way through because the peaches are packed with care.

**Don't miss this chance. When  
it is gone it will not come  
again for another year.**

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

**APPLE MARKET.**

P. B. MacNamara, Canadian commercial agent at Manchester, says of the apple market in Great Britain:

"The reports from Holland, Belgium and Germany all indicate the crops to be good average. The total imports from the United States and Canada into the United Kingdom during the past season were 1,877,000 barrels, as compared with 2,140,000 barrels in the previous season, and 3,053,000 in 1903-4, and 2,330,000 in 1902-3. The supplies after the holidays were rather meagre, the bulk being from Canada, and the demand excellent and well maintained, and very satisfactory prices were realized. As regards the prospects for the coming season, it is evident that a large proportion of the English crop will be marketed early, and will thus come into direct competition with Fall fruit from Canada. On the other hand, crops of pears and plums are exceedingly light, which will doubtless help the demand for apples, but if the domestic half crop is gathered, it will go a long way to supply the demand in the early part of the season, and probably will thus militate against a high range of prices prevailing."

A large fruit and vegetable evaporator and vinegar factory are in course of erection at Cornwallis, N.S.

**GOLDEN DIAMOND CANNED  
1906 BLUEBERRIES**

We are now booking orders at opening prices. Please ask us for prices.

**W. S. LOGGIE CO., Ltd.  
CHATHAM, N.B.**

**Merchants, Attention!**

If you are not a customer of ours it will pay you—as it has paid them—to write us. Our package tea

**"MELAGAMA"**

cannot be beaten—nor can our prices—either on package or bulk teas, of which we carry a full line. See price list in back.

**MINTO BROS., Tea Importers**

**F. J. WHITE, Manager**

**TORONTO, ONT.**

2-lb. No  
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**"NOT - A - BONE - IN - IT."**

# "ACADIA" CODFISH

PUT UP IN  
**ACADIA**

2-lb. Non Porous Wooden Boxes, 2 doz. to crate

1-lb. Tablets, 20 lbs. to case

English Strips, 30-lbs. to case

Selected Skinless (whole cut), 40-lbs. to case

THE MOST POPULAR LINE  
OF PURE BONELESS COD-  
FISH ON THE MARKET.

Sold by leading Wholesale  
Grocers and fish dealers.

SEND FOR FURTHER PARTICULARS

**THE ATLANTIC FISH COMPANIES, Limited**

Head Offices: **LUNENBURG, N.S., Can.**

**A. H. BRITAIN & CO., Agents Quebec and Ontario, Montreal**

**H. S. CONNOR, Agent, N.W.T., Winnipeg, Man.**

**CHAS. MILNE, Agent, B. C., Vancouver, B.C.**

## 6 REASONS FOR BUYING AND SELLING KING OSCAR SARDINES

**1 KING OSCAR SARDINES** are packed from the choicest fish

**2 KING OSCAR SARDINES** are packed in the purest virgin  
Olive oil.

**3 KING OSCAR SARDINES** are packed in patented whole-  
pressed tins and are practically solderless

**4 KING OSCAR SARDINES** are boneless and scaleless.

**5 KING OSCAR SARDINES** are supplied in the most clean  
and attractive tin in the market.

**6 H. M. KING OSCAR** has granted us permission to use H. M.  
name and picture on the King Oscar Sardines which is  
a guarantee for superior quality.

For Sale by all Wholesale Grocers

**JOHN W. BICKLE & GREENING**

(J. A. HENDERSON), Canadian Agents, HAMILTON



## EFFECTIVE ADVERTISING

**The Right Location of a Store—How the Price Hatchet was Wielded at Woodstock—The Circular—Question of Space in Retail Grocery Advertising.**

There are many instances to prove that a merchant can make a success of business in a wrong quarter of town or on the wrong side of the street, but no number of successes in spite of adverse conditions can prove the desirability of those conditions.

There is one great physical law that underlies all business promotion. It is in effect that a body can be moved with the least force when pushed along the line of least resistance. This should be borne in mind in the selection of a location for a store as well as in booming the business afterward. You cannot push anything through a stone wall.

As to changing location there are many things to be figured on before putting the plan into execution. If you are running a store where there has been such a business for many years so that outside people who come to your town to shop know right where to come for such goods as you sell, it may be unwise to move even though an apparently much more desirable location is open.

If yours is a store that can make more out of the outside trade that knows and likes its present location than it could out of such additional local business as might be gained by moving, then a removal might be foolish.

One thing that you have to consider in changing is whether or not some other dealer would be ready to drop in to your old stand with the goods and capital to take your old trade right up before it had time to get accustomed to the change. This, of course, might be remedied by holding the lease to the property vacated long enough to prevent it. You could sub-let to save loss, thus making sure of a desirable successor in the old store.

There can be no hard and fast rule that will hold in all cases about the location question. Every merchant must decide for himself, though certain general principles always hold good. A drug store has other things to consider than those that a dry goods and grocery store would have to take into account. A market must look out for still other points and might succeed where nothing else would pay at all. Every class of trade requires for success conditions a trifle different from every other class.

For a general sort of store, though, a store that carries a large stock of dry goods and some other lines, a store that might fairly be called a big store, one that aspires to be a department store, there are certain considerations that cover about all cases.

### The Two Sides.

In every town one side of the main shopping street is much more traveled than the other and does much more business. There are always successful stores on the wrong side of the street, stores that have made a success in spite of their situation, but there is no store but that could have been far, far more successful across the road.

That means that if you could have succeeded better across the street ten years ago or some other time, you could also succeed better to-day. Why not go

across? No opening? Get busy and find out. In some cases there would not be what you would be willing to take, perhaps, but you might be surprised to know what could be had if you inquired a little on the quiet.

If you can't rent, why not BUY? Talk in bigger figures of bigger things than you've been talking. The man who talks right off about large figures if he does it reservedly can put up more of a front and make more of an impression than he thinks, without becoming a braggart.

If you know of a store that you want, and if you think that it might be had for what you could raise, get your hands on the money and go to the owner for a proposition. Be ready for him if he makes an offer that you can take, and don't give him a chance to back down or to raise his figures because he thinks he has a buyer.

There's no use talking, it is worth a good deal more money to be in the right location than to fight against a handicap, and you can't get any profits out of your arguments in favor of the off side of the street. It's all right to stand up for what is, but that needn't keep you from trying to improve conditions.

You are doubtless in business to stay. You have plans for getting more trade next year than you got this year. If you can't improve your location to-day, look ahead. Keep your eyes open and be ready for the chance that some day in the future is to put your store where everybody in town will have to go past it all the time, instead of having to be dragged across by main force. Suppose you are successful in getting people to come across the street and have a look at you? Wouldn't more of them look if you were on the other side yourself?

Of course the man with no more money than will just keep his business going is not in a position to take advantage of anything. He has to cut all the corners, and it is a long shot if he keeps from going to the wall. We cannot expect such a man to follow very closely any line of conduct laid out for a success. If the man is the success sort, he will be ahead of the game before he has been at it so very long. If he isn't, he is not to be considered.

### In the Centre.

It may as well be admitted, then, that in locating a store that aims to be a BIG store, it ought to be on the big side of the street. You may succeed over the way, but you'll succeed better and quicker on the popular side. In choosing a location for opening a store, aim for the centre spot and get as near it as possible. Always shoot for the bull's-eye in whatever you are doing. If you are already in business on the small side get over on the big side as soon as you can. You will lose little by the change and the loss will be all at first and will be paid back to you many fold with very little delay.

Just think of this. Suppose there are people who would rather you had stayed where you were; if there is no store

there after you move they have got to follow you or go to the other fellow whose location may not be as good as your new one. Admit that some other man starts a store like yours, right where you move out, aren't you going to drop right in among somebody else's customers and aren't they going to help you replace the particularly finicky few who are bound to do business back in that one location or not at all? The man who drops into your old stand has on his hands the same old up-hill fight that you've just got rid of.

If there were no exceptions, there would be no rules, and every merchant knows well enough whether his case is an exception to this rule, but that does not do away with the rule that there is more business to be had on the busy side of the street than on the quiet side.

No outside authority can decide what the best locations are in the town of any merchant, except in a very general way. You know what effect the situation of the railroad station or the post office or the car lines has upon location. Figure all these things out carefully and unless you are in the best place you can get, plan for a removal at the earliest opportunity.—Selected.

### A SLAUGHTER SALE CIRCULAR.

Isaac Kaiser, who has a general store at Woodbridge, Ont., believes that when a merchant is going to have a slaughter sale he should have a good one.

So from August 23 till September 1 Mr. Kaiser used the price hatchet on \$3,000 worth of general merchandise. A large circular was issued and with this circular this department has principally to deal.

The circular is well gotten up, considering its function. There is not too much matter. Despite a smattering of sensationalism the sentences are clear-cut and unswervingly to the point.

The detailed list of goods is strongly presented and could not help being read if the circular itself was read.

It is just on this point of size that Mr. Kaiser might look for improvement. As the back of the circular is a dead waste the same amount of paper could be shaped into booklet form—say, on eight pages. The different departments of the store could get a hearing on the different pages and any other space could be used for an exposition of the sale.

The big circular may appeal quickly in some cases, but thrown into a door with the printed matter on the inside fold it is apt to be regarded as a stray sheet of plain white paper, quite handy for that black article that stands on four legs in the kitchen.

### USE OF ADVERTISING SPACE.

It is a fatal mistake for a storekeeper (to be niggardly in the use of advertising space. An advertiser should always be fairly liberal, though never wasteful, for waste of space, since it costs money, is the same as waste of actual money. The retailer is the best judge of the proper amount of space for him to use. He knows best the limitations of his business, whether his general public are gen-

(Concluded on page 62.)

# GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.



**Chas. Southwell & Co., at their  
Great Factory in England are  
Turning out High Grade Jams  
and Marmalades.**

Don't you want some of them?  
Don't you want to be rated as an up-to-date  
grocer?

**Southwell's Jams  
and Marmalades**

are infinitely better than the "next best."  
Coming from good old England they know  
nothing about quality variation.

**FRANK MAGOR & CO.**  
Canadian Agents, MONTREAL

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

**Your Chocolate Trade**

will always be profitable  
if you supply them with

**MOTT'S  
CHOCOLATE**

The brands to order are  
"DIAMOND" and  
"ELITE"

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS:  
J. A. TAYLOR MONTREAL    E. S. McINDOE TORONTO    J. B. HUXLEY WINNIPEG

*We beg to advise the Grocers of the  
Dominion that we are making  
the finest*

**Milk Chocolate**

*produced in the world, and are using  
pure Canadian Milk.*

**Cowan's Cocoa  
(Maple Leaf Label)**

**Absolutely Pure.**

**THE COWAN CO., Limited  
TORONTO**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



**LAMONT, CORLISS & CO.,** Sole Importers  
27 COMMON ST., MONTREAL



**CRITICAL SHOPPERS  
prefer**

**Shirriff's Extracts**

It is waste time offering them  
anything but Shirriffs.

MANUFACTURED BY  
**IMPERIAL EXTRACT CO.  
TORONTO**

**BISCUIT**

Travelers out with portance

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# BISCUITS AND CONFECTIONERY

Travelers out with Christmas Goods—Some Very Attractive Lines—The Importance of Proper Display for a Confectionery Department.

Confectionery travelers are packing their trunks with Christmas goods. The novelties are mostly in the way of new box cover designs. One oddity is a cover in the form of a framed picture, which may be used as a handsome wall decoration. Another is an adaptation of the interesting brass plate motto. The thin brass plate bearing the motto or verse in decorative black type is nailed to the lid of the candy box. Some of the baskets sent out, satin lined ladies' work baskets for instance, are very expensive.

Week after week in this column the importance of display has been urged as the basis of a profitable confectionery trade for the grocer. The manager of Stewart & Co., Toronto, who make a specialty of manufacturing high-grade confectionery, in conversation with a representative of The Grocer, took exactly the same view. A display, not necessarily large, of fine confectionery, in a modern silent salesman will sell a pound of chocolates or bon bons to many customers who otherwise would not have thought of them. Not only that, but such a display educates the people where to go for good candies when they want them. The higher grades of confectionery carry a good profit for the retailer and a small up-to-date show case for a confectionery department would soon pay for itself.

### SELL CANDY.

These are the days when the retailer must put forth his best efforts to make money on as many things as possible. These are the fat years. The people have money, and with material prosperity they are in a generous mood.

Push the things that bring profits. There is good money in candy, if handled with care and with attractive displays. The stock should, of course, be kept under glass and should not be permitted to become untidy.

When it comes to a matter of liberal selling, candy moves as freely as many household commodities. Chocolates have proved their right to be considered a leader in sweets, therefore sell chocolates.

The retailer who does not make money through selling candy is neglecting an opportunity. The suggestion to sell candy is a good one. Try it.—Ex.

### A CONFECTIONERY WINDOW.

The pretty effects that can be obtained with the use of bob-bons and other confectionery in window dressing are numerous and varied, nothing else in the store can compare with them in attractiveness, and nothing else can be arranged so indicative of what you would wish the general tenor of the store to be.

It is said that clothes do not make the man; that may be, but they cer-

tainly have their place in forming the first impression. So the dressing of the window goes far to give an impression of what may be found behind that window.

It is not necessary, and perhaps not advisable where one's window space is limited, to give it all up to the display of confectionery, but at least a part of the window can be profitably appropriated for this purpose. The use of fancy baskets is one of the prettiest and latest ways of exhibiting sweets. These baskets should be shallow and not too large. They may be square, round, heart shape, or, in fact, any shape the dealer chooses, and the more attractive they are of themselves the greater will be their value in bringing out the beauty of the display. A layer of colored paper shavings is first placed in the baskets, and on top of this are laid the bon-bons in symmetrical rows. The advantages of these shallow baskets are two-fold. On account of only one layer being used, a small amount makes quite an elaborate display; and for the same reason the contents of the basket may be easily changed from time to time without fear of any under ones being marked by pressure.

The deck of the windows should be raised, say six or eight inches for an exhibit of this kind in order to take away the appearance of any flatness which might result from the use of the shallow baskets.

If only part of the window is used for this display, it had better be placed on an elevation in the centre, and surrounded by the other things that are to be shown, which, of course, must be something which will be in harmony with the confectionery—say, nice, clean-looking fruit, either domestic or imported.—Ex.

### CORNER IN COCOA.

Operations Said to be in Progress to that End.

A news despatch from Mexico City says that dealers in Mexican cocoa have bought up all the available supply of the product in that country and have advanced the price 25 per cent. in the last few days. It is reported that these dealers are working in conjunction with a New York City commission firm, which is seeking to control the world's supply of cocoa.

The consumption of cocoa and chocolate has more than doubled in the United States in five years. Less than eight years ago the United States held only fifth place as a manufacturer of cocoa and chocolate, England, Germany, Holland and France taking precedence in about the order named. Today the United States holds first place, both as manufacturers and consumers of cocoa and chocolate, by a comfortable margin, and manufacturers can scarcely keep up with orders. In 1905 the United States consumed nearly four hundred and sixty thousand bags of cocoa, or about one-third of the world's entire crop.

## Luck is Nothing but Enterprise

An Eastern Grocer saw Chap. 1 Summer

coming and with it biscuit opportunity.

Chap. 2 He advertised in his local paper that every camper who bought a tin of



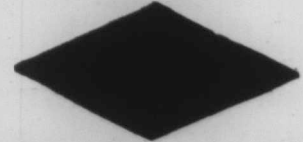
at his store, would be presented with a number of wooden plates for camp use.

The Eastern Grocer Chap. 3

in 1 week's time sold 5 cases of "Perfections."

**THE Mooney Biscuit & Candy Company, LIMITED, Stratford, Canada.**

## DIAMOND Brand



### MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS Sugars Limited, Montreal



THE CANADIAN GROCER

HOTEL DIRECTORY

**WINDSOR HOTEL**  
HAMILTON, BERMUDA  
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

**TOWER HOTEL** GEORGETOWN  
DEMERARA  
BRITISH GUIANA.  
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

**WOODSIDE BOARDING HOUSE**  
Corner of Main and Lamaha Streets  
GEORGETOWN, DEMERARA.  
Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

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

**WINTER RESORT**  
QUEEN'S PARK HOTEL  
PORT OF SPAIN, TRINIDAD, B.W.I.  
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

**THE GRAND UNION**  
The most popular hotel in  
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

**DOMINION HOUSE**  
W. H. DURHAM, Proprietor  
RENFREW, ONTARIO  
The most popular Hotel in the Ottawa Valley.

EFFECTIVE ADVERTISING.

(Continued from page 58.)

erously responsive to his announcements or only fairly so, and whether he can afford to spend more than a certain percentage of his receipts or profits in advertising. The retailer knows all these things better than any outsider can possibly know them, but for the storekeeper who doesn't give as close attention to the details of advertising as perhaps he ought to, a few suggestions from one who has devoted years to studying store publicity will not come amiss:

Never try to advertise groceries in an

inch space—unless in such favorable and valuable position as at the top or in the middle of a column of pure news matter on a news page.

Don't use four inches when three can reasonably be expected to produce just as good results. That extra inch would represent just so much loss.

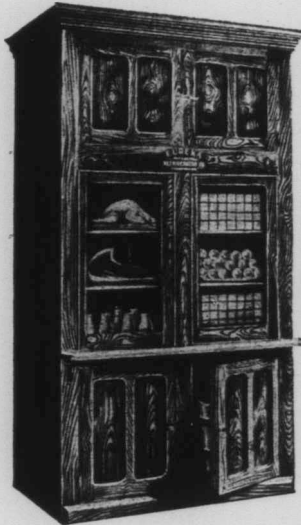
When you use "readers"—little headless paragraphs scattered through the paper—use them liberally, and have them short, crisp, direct.

It is usually inadvisable to use full newspaper pages. In most instances, a half page will be fully as effective, especially if the other half be live reading matter. No use paying for a great big page for nothing, you know.

The same way, don't use a half page when a quarter will answer the purpose. Cut out some of the "wind" in the ad, and it will be found that a quarter-page will do well enough.

In display advertising don't use such space that the ad. will be lost, buried among a lot of bigger ones, unless the position given it is especially favorable.

In conclusion, never insert an advertisement without first giving careful thought to the amount of space it is to occupy. Don't be wasteful and don't be niggardly to your own disadvantage. Use your head in judging for yourself how much space the occasion or the goods advertised call for. Remember that newspaper space costs money, and that you must get returns to a certain amount, and that, falling short of it, your expenditure for advertising is a loss.—Trade. A. A. B.



REFRIGERATORS  
FOR BUTCHERS AND GROCERS.  
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN  
Advocates, Montreal  
Albert W. Atwater, K.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM. A. McLEAN.  
Barrister, Solicitor, Etc.  
Head Office, Guelph, McLean's Block.  
Branch Office, Acton, Town Hall.  
Corporation, Solicitor, Etc.

ROBINSON & GREEN  
Barristers, Solicitors, Etc.  
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY  
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto. 465 Temple Building, Montreal.

ATTEMPTED CORNER FAILED.

A Penns Grove, N. J., despatch says: A company was organized at this place by Walter M. Stanton to buy and transport tomatoes from points along the Delaware River to Baltimore. Wharfage was rented, with the object of a monopoly. At the time contracts were made with the farmers at 15 cents a basket. There seemed to be mismanagement early in July, when there was a glut and thousands of baskets rotted before they left the farmers, or before they reached Baltimore. At one time 25,000 baskets were awaiting transportation.

The attempt to monopolize the wharves resulted in the building of other wharves, and many of these have not been used because of the lack of transportation facilities. Late tomatoes are now coming in; and what the next two weeks will bring forth is a question. The demand at present is not great.

A car of 723 melons, averaging 51 3/4 lbs., was shipped from Oaktown, Ind., recently. It brought \$216 at auction.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

MONTREAL TORONTO

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

Business

Business past week moving c have not the high the other less butt not feel opinion is they a have at Cheese ing than

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Walter



Register U. S. Pat costs less th Their Pr Wrappers chocolate i Their G and good t ful; a grea Buyers s genuine g package.

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## FREIGHTS AND CHARTERS

Business Normal—Provision Shipments not Heavy—Larger Shipments of Fruit  
—Grain is Moving—Water in Montreal Harbor Still Low.

Business in shipping circles during the past week has been normal. Butter is moving out very well, but shipments have not been so large recently owing to the high prices demanded. Inquiry from the other side shows that while more or less butter is needed, yet importers do not feel like paying what is in their opinion too much, and the consequence is they are buying only what they must have at once.

Cheese has been on a little better footing than butter and the number of boxes

sent out of the country lately has been large. Despite the record prices now ruling general demand has been good.

Meats are not very strong in an export way, local shipments being few in number. Such cargoes as have included meats, however, have had good sized bookings.

A noticeable line in the export trade lately has been fruit. Outgoing boats during the past couple of weeks have nearly all of them taken more or less in this line. Plums and pears with a few barrels of apples are chiefly exported. Apples have not yet begun to go out in anything like quantities.

Some very good shipments of grain have left port recently. Wheat and oats, with some corn, are the principal lines going out, chiefly to England and Scotland. Flour has not been very brisk in an export way, but is picking up a little.

Hay shipments have not been large. Very little is offering in the country even for local buyers, and, of necessity, export business has not been good.

The water in the harbor has not dropped up to the time of writing lower than the level last week end. Still, with the water at its present level it is not possible to load boats as much as shippers would wish, owing to the restriction enforced by the port warden.

Rates this week show no change. The Nord Amerika, of the Hamburg-American line, reached port September 7, with a cargo from Hamburg.

The Mount Royal, C.P.R. line, cleared for London and Antwerp with a general cargo on September 8.

Among other boats leaving on that date were the Manchester Trader, with a general cargo for Manchester, Devon for London, Montfort for Bristol, and Kensington for Liverpool.

### STORM NEEDED.

C. W. Turner, general manager of the Booth Co., Duluth, speaking to the Port Arthur Chronicle recently about the fish situation, said that never in his experience had he witnessed such a scarcity of fish all over the great lakes. "That light catches prevail not only on Lake Superior," he said, "but they are prevalent on the whole chain of lakes. I think, however, if a storm or two were to shake up the lakes, there would be some good fishing. This Summer the weather has been so hot that the fish have not been running, and they have been lying in the deeper water. They should commence to run again shortly, and then I think the fishing will be good."

## 45 HIGHEST AWARDS In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of



**PURE, HIGH GRADE  
COCOAS**  
AND  
**CHOCOLATES**

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

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



**Money Getters**  
Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.  
KINGERY MFG. CO.  
108 E. Pearl St., Cincinnati

Cultivate your Biscuit trade by ordering

**McLAUCHLAN'S**

**Cream Soda Biscuits**

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.



Why do you buy imported

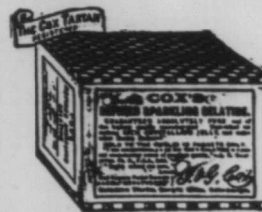
**Orange  
Marmalade  
or Jams**

when you can buy

**UPTON'S**

just as good, if not better,  
than most of the imported.  
**UPTON** is the old reliable  
and the oldest established  
Marmalade maker in Canada.

**YOUR CUSTOMER**



May not know that

**COX'S  
GELATINE**

has been on the market for sixty years. If you tell her this, and add that

**STRENGTH and PURITY**

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:  
C. E. Colson & Son, Montreal  
D. Masson & Co., "  
A. P. Tippet & Co., "

**J. & G. COX,  
Ltd.**  
**Gorgie Mills,  
EDINBURGH**

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## Sugar

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NEW YORK.



## PEBBLE and PHARAOH Cigars are Business-Increasers

—Make No Mistake About That

**Pebble** and **Pharaoh** cigars have pretty much cleaned up the 5c. and 10c. trade.

The reason for this is "5c." cigars, as good as the **Pebble**, sell for 10c.; "10c." cigars, as good as **Pharaoh**, sell at 3 for 50c.

You must come down to a **Pebble** and **Pharaoh** discussion if you intend to be a "go-ahead" grocer.

*The "500" offer is a good thing  
to discuss just now*

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

CANADA

He was a man who progressed.

He knew the value of timeliness.

He saw that man and tobacco were close friends.

He saw that **T. & B.** was destined to be in the van of the Tobacco army.

He knew that if other grocers could retail **T. & B.** that he also could.

He did sell this **T. & B.** and he did reap a revenue.

**THE GEO. E. TUCKETT & SON CO., LIMITED**

HAMILTON, CANADA

Keeping Cigars

W. H. Stee  
street, Toronto,  
to catch a good  
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will be barely  
trade over till

## TOBACCO AND CIGARS

Keeping Cigars Damp—A New Device for Business Men—Effect of the Cuban Rebellion on the Tobacco Trade.

W. H. Steele & Co., 27 Melinda street, Toronto, have adopted a device to catch a good kind of cigar trade in the business district that might be adopted by many grocers to improve their trade. Near the door he has 24 drawers, each with its own Yale lock. A man buys a box of cigars. It is placed in the box, he is handed the key, and thereafter the box is at his sole disposal. He drops in and gets a cigar when he pleases.

The grocer who gives some attention to his tobacco department and has a modern showcase for its display, should see that it is kept moist enough for the proper preservation of the cigars in the best condition. A simple device for this is a perforated cylinder of tin filled with asbestos. The asbestos is kept saturated with water. These can be secured at a very small cost.

### THE CUBAN REBELLION.

U. S. Tobacco Journal

The possible effects of the disorder in the Island of Cuba on the Havana tobacco trade is a question that is agitating the minds of importers, and while some are inclined to think that nothing serious is involved, others, including several of those who are most familiar with Cuban conditions, consider the situation as highly perilous.

By such it is stated that the Government may have a long and arduous task in putting down the revolution, even if they ultimately succeed in doing so, and it is possible that it may be many months before order is restored. The standing army available consists of a mere handful of men, some thousand or so rurales, not all of whom by any means are to be relied on. On the other hand dissatisfaction with the Government is widespread and has been deep-seated for some time, so that it may well be that if properly led, the revolutionists may be too powerful for the Government to subdue. Should such be the case, the struggle will be a prolonged one, and the tobacco growing industry must necessarily suffer.

As matters stand the disorder is most acute in the Vuelta Abajo and Partido sections, though there is also trouble on a smaller scale in the Remedios district. The planting of the new Vuelta and Partido crops is due in about a week or so, and should the disorder continue, say till November 1, it is to be feared that planting operations may be hindered if not entirely stopped. Apart from the effect on the farm hands, some of whom would doubtless take part in the uprising, capitalists and merchants would undoubtedly fear to invest their money in a country subjected to the perils of warfare; and without financial aid few of the farmers, who are mostly without means of their own, would be able to stand the expense of planting operations; should such be the case, it would be difficult to overestimate the gravity of the consequences for the leaf trade. The present supply of tobacco will be barely adequate to carry the trade over till the next crop comes on

the market, and should the latter be eliminated an unprecedented famine must prevail, and prices already abnormal soar to prohibitory figures.

As far as Remedios tobacco is concerned, the outlook is not quite so serious as while the planting in the Vuelta and Partidos districts must take place within a short time, that in the Remedios section can be deferred to a later date.

As for the year's packings, they can be but little affected, for while considerable packing of Remedios is yet to be done, there is but little disorder in that section as yet, and the Vuelta and Partido packing is almost completed. None the less should the revolution be prolonged and the Vuelta and Partidos planting be prevented, in view of the prospective shortage, prices on present holdings must necessarily begin to advance straightway.

### FATHER OF SUMATRA LEAF.

Mynheer J. Nienhuys, the father of the Sumatra tobacco, celebrated recently his 70th birthday. It is about 39 years since Mynheer Nienhuys succeeded in demonstrating the possibility of raising an exceptional leaf on the Island of Sumatra, and about 37 years when the first crop of 3,922 bales sold for 150,000 guilders. Last year's crop was 230,000 bales and sold for approximately twenty-six millions! And its limit has not yet been reached by any means.

Frank Siddal, foreman at the Andrew Wilson cigar factory, Toronto, and an active member of the labor circles, died recently in the Toronto General Hospital of typhoid fever.

# SWEET CAPORAL



## CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all leading Wholesale Houses.

### CLAY PIPES

The best in the world are made by—  
**McDOUGALL**  
Insist upon this make

**D. McDOUGALL & CO.,** Glasgow, Scotland

### IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and  
Smokers' Sundries from

**JOS. COTE**

Importer of Pipes, Havana Cigars,  
Wholesale Tobacconist

186-188 St. Paul St.  
**QUEBEC**

Don't forget that this firm is the leader for  
Leaf Tobacco in Canada.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



# "WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

**"ENTERPRISE"**

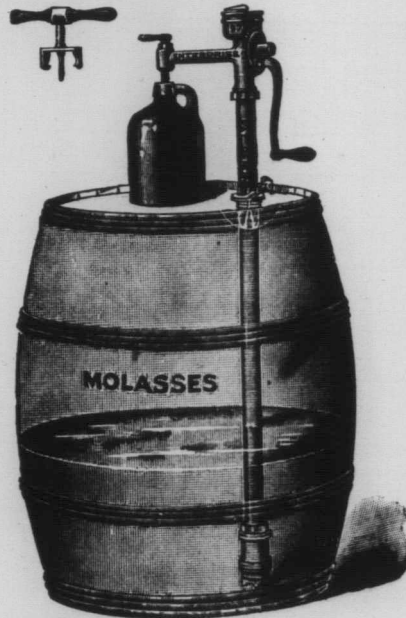
## Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another *Indispensable*, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER**, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.



## COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating



No. 65

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.  
Length, 33 in.  
Width, 23 in.  
Weight, 275 lbs.

GRINDING CAPACITY.  
Granulating 2 lbs. per minute.  
Pulverizing 1/2 lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.

## Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

**Acme Can Works**  
MONTREAL

## TOLEDO

Automatic but The "Toledo" tively stops the gi A time saver A labor saver l poises to slide, or 1 A trade bringe in plain figures tl buying. It is honest bo The Toledo s paid for with the m For Catalogue

THE TO

## ON

The merchant who worthy article a l should secure a sau

## Special Counter

and see if it is not t use. **Features:** for duplicates, or v

All Styl

The Carter TORONT

## Don't

You cannot tin tank and don't like to ca next time they tor who has a lost a custome

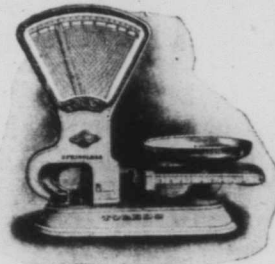
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## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it is paid for with the money you are now losing.  
 For Catalogue and information apply,



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

## Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

**JOHN OAKEY & SONS, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
 Wellington Mills, London, England  
 Agent:  
**JOHN FORMAN, - 644 Craig Street MONTREAL.**

### ON THE LOOK-OUT

The merchant who is truly progressive gives every worthy article a hearing. On that ground you should secure a sample of our

### Special Duplicating Counter Check Book

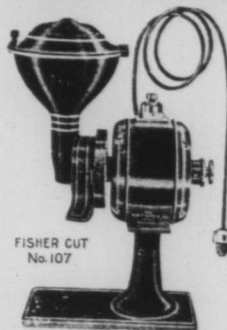
and see if it is not better than the present book you use. **Features:** White leaves for originals; pink for duplicates, or vice versa.

All Styles Sales Books Made

**The Carter-Crume Company, LIMITED**  
 TORONTO and MONTREAL



### ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with 1/4-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes 1/2 pound per minute.

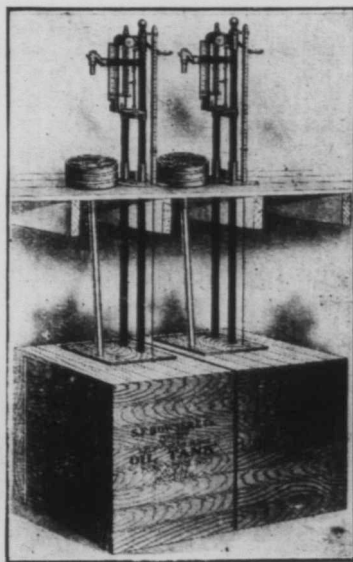
Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

**THE A. D. FISHER CO., LIMITED, - TORONTO**

## Don't Drive Away Trade

You cannot handle oil in the ordinary tin tank and please your trade. They don't like to carry that dripping can—the next time they will buy of your competitor who has a Bowser Tank, and you have lost a customer.



CUT No. 35. Cellar Outfit for two kinds of oil.

**One lost customer may easily mean the loss of sufficient profit to buy two Bowser Tanks.**

The Bowser keeps trade—it's clean, the measurement is accurate and the service is rapid.

SEND FOR CATALOGUE.

**S. F. BOWSER & CO., Inc.,**  
 530 FRONT ST. W., - - TORONTO, ONT.

### Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



### IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**WM. T SLOANE, WINNIPEG, MAN.**

**ALLISON COUPON CO.,**  
 Manufacturers  
 Indianapolis, Indiana.

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





# QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 13, 1906.

**Baking Powder.**

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$3 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 " ".....	0 80
" 12, in 6 " ".....	0 70
" 3, in 4 " ".....	0 45
Pound tins, 2 doz. in case.....	3 00
12-oz. tins, " ".....	2 40
5-lb. " " ".....	14 00

**W. H. GILLARD & CO.**

**Diamond—**

1-lb. tins, 2 doz. in case.....	\$3 00
1-lb. tins, 3 " ".....	1 25
1-lb. tins, 4 " ".....	0 75

**IMPERIAL BAKING POWDER.**

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	24lb.	10 50
1-doz.....	5lb.	19 75

**OCEAN MILLS.**

Ocean Baking Powder, 1 lb., 4 doz.....	Per doz.
" " " 1 lb., 5 doz.....	\$0 45
" " " 1 lb., 3 doz.....	0 90
Borax, 1 lb. packages, 4 doz.....	1 25
Cornstarch, 40 pks. in a case..	0 40
Freight paid 5 p.c. 30 days.	0 78

**MAGIC BAKING POWDER.**

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 " " " 4-oz.....		0 80
4 " " " 6 " ".....		0 75
4 " " " 8 " ".....		0 85
4 " " " 12 " ".....		1 40
4 " " " 12 " ".....		1 45
4 " " " 16 " ".....		1 65
4 " " " 16 " ".....		1 70
1 " " " 24-lb.....		4 10
1 " " " 5 " ".....		7 30
1 " " " 5 oz.....		Per case
1 " " " 12 " ".....		\$4 55
1 " " " 16 " ".....		

**ROYAL BAKING POWDER.**

Sizes.	Per Doz.
Royal—Dime.....	\$0 95
" 1 lb.....	1 40
" 3 oz.....	1 95
" 1 lb.....	2 55
" 12 oz.....	3 85
" 1 lb.....	4 90
" 3 lb.....	13 60
" 5 lb.....	22 35

arrels—When packed in barrels one per cent. discount will be allowed.

**CLEVELAND'S BAKING POWDER.**

Sizes.	Per Doz.
Cleveland's—Dime.....	\$0 93
" 1 lb.....	1 33
" 3 oz.....	1 90
" 1 lb.....	2 45
" 12 oz.....	3 70
" 1 lb.....	4 65
" 3 lb.....	13 20
" 5 lb.....	21 65

arrels—When packed in barrels one per cent. discount will be allowed.

**T. KINNEAR & CO.**

**Brown Brand—**

1-lb. tins, 2 doz. in case.....	\$1 20
" " " 2 " ".....	0 80
" " " 4 " ".....	0 45

**Blue.**

Green's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Reckitt's Mammouth, 1 gross box.....	2 00
Reckitt's "Ceryus," in squares, per lb.....	0 16
" " " in bags, per gross.....	1 35
" " " in pepper boxes.....	0 08
" according to size.....	0 08

**Black Lead.**

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1-gro. boxes, \$10.20	
per gross.	

**JAMES' DOME GLASS LEAD.**

	Per gross.
5a size.....	\$2 40
3a size.....	2 50

**AMERICAN PURE FOOD COMPANY.**

**Borax "Queen."**


40-oz. case, 4 doz.....	0 40
8-oz. " 4 " ".....	0 50

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

**Cereals.**

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	

**CANADA FLAKES**



**PETERBOROUGH CEREAL CO.**

Canada Flakes, "Standard" case, 36/15's..... \$4 40

5-case lots, 4 30

Canada Flakes, "Jumbo" case, 24/25's..... 4 90

Canada Flakes, "Jumbo" 5-case lots, 4 80

Freight prepaid.

**Chocolates and Cocoas.**

**THE OOWAN CO., LIMITED.**

**Cocoas—**

Perfection, 1-lb., per doz.....	\$2 40
" " 1 lb.....	1 20
" " 10c. size.....	0 90
Soluble, No 1, 5 and 10-lb. tins, per lb.....	0 37
" No. 2, 5 and 10-lb. tins.....	0 18

Special quotations for cocoa in bbls., kegs, etc.

**Chocolate—**

Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 75
Parisian 8s per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, " ".....	0 25
Special Diamond, 1/2's, " ".....	0 22
" " 6's, " ".....	0 22
" " 8's, " ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	4 30
" " 1/4's, per lb.....	0 30
Flat cakes, per lb.....	0 30

**Icings for cake—**

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., per doz.....	0 91
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75

**Confections—**

	Per doz.
Cream bars, 60 in box, per box.....	1 31
6 in box, per doz. boxes 2 25	

Chocolate ginger, per lb.....	0 30
" " 1/2 lbs., per doz.....	2 25
Crystallized " " 1/2's, per doz. boxes 2 25	
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" " 36 in box, per doz. cakes 0 25	

**FRY'S**

**Chocolate—**

	per lb.
Caracacas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

**Cocoa—**

	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" " 1-lb. " ".....	4 50
" " 1-lb. " ".....	3 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" " 1/2's, 12 lb. boxes.....	

**EPPS'S.**

Agents, C. E. Colson & Son, Montreal.

In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

**BENSODORP'S COCOA**

**A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.**

1 lb tins, 4 doz. to case.....	\$ 90
1 " " 4 " " ".....	2 40
1 " " 2 " " ".....	4 75
1 " " 1 " " ".....	9 00

**JOHN P. MOTT & CO.'S.**

**R. S. McIndoe, Agent, Toronto.**

**J. A. Taylor, Montreal.**

**Jos. E. Huxley, Winnipeg.**

**MOTT'S DIAMOND CHOCOLATE**



	Per lb.
Elite, 1/2's.....	\$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " 1/4's.....	0 35
" " No. 1 chocolate, 1/2's.....	0 30
" " Navy " ".....	0 27
" " Vanilla sticks, per gross.....	1 00
" " Diamond chocolate, 1/2's and 6's.....	0 23
" " Confectionery chocolate, 2-lb. to 0 31	
" " Sweet chocolate liquors, 20c. to 0 34	

**WALTER BAKER & CO., LIMITED.**

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

**Per lb.**

Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes.....	0 33
Caracacas sweet chocolate, 6-lb. boxes.....	0 37
Caracacas tablets, 100 bundles, tied 5's, per box.....	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56
The above quotations are f.o.b. Montreal.	

**WALTER M. LOWNY CO.**

Canadian Branch, 165-171 William st. Montreal

**Breakfast cocoas—**

	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 8 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

**Sweet chocolate powder—**

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 28c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	

**Premium chocolate—**

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	

**Milk chocolate—**

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 28c.	
100 2-cent pieces in box.....	\$1.25

**Vanilla sweet chocolate—**

100 2-cent. pieces in box.....	\$1.25
6-lb. bxs., 12 bxs. in case, 1-lb. tins, 28c.	
6-lb. bxs., 12 bxs. in case, 1-lb. tins, 28c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 25c.	

**Diamond sweet chocolate—**

6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 22c.	
19-lb. boxes, 2 boxes in case, 1 lb. pkgs 22	
6-lb. " " " 12 " ".....	22c.

**Gold Medal chocolate powder—**

5 lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

**XXX chocolate powder**

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins case.....	25c.

**TOBLER'S MILK CHOCOLATE.**

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettts (20).....	1 50
20c. " (20).....	2 42

**Condensed Milk**

**BORDEN'S CONDENSED MILK CO.**

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.).....	\$6 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00

**Evaporated cream—**

"Peerless" brand evap. cream.....	4 75	1 20
hotel size.....	4 90	2 45




**TRURO CONDENSED MILK CO., LIMITED.**

	Per lb.
"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60




**Coffees.**

**JAMES TURNER & CO.**

	Per lb.
Mocca.....	\$0 32
Damasco.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 19

**K. D. MAROUAU, Montreal.**

	Per lb.
"Old Crow" Java.....	\$0 25
"Mocha.....	0 27
"Condor" Java.....	0 36
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 16
Condor I, 40-lb. boxes.....	45c.
" " II, 40-lb. boxes.....	47c.
" " III, 80-lb. boxes.....	57c.
" " IV, 80-lb. boxes.....	35c.

**S. H. & A. S. EWING'S.**

	Per lb.
Mocha and Java coffee, in 1-lb. tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb. tins, 30-lb cases.....	29

**Cheese.**

Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40





## Don't Have To Argue.

The Fall trade in stove polish has begun and you can't afford to allow your stock of RISING SUN Stove Polish in Cakes and SUN PASTE Stove Polish in Tins to run low, when there is a good profit on these goods for you and only a suggestion to your customers is required to immediately dis-

pose of a package of RISING SUN or SUN PASTE in almost every family that buys of you. The merits of the goods are known—you don't have to argue—it pays you to push the RISING SUN and SUN PASTE.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



EAGLE

THE GRAND EXHIBIT OF

## BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream at the Canadian National Exhibition, Toronto, will be carried into the homes of hundreds of thousands of visitors. You can have this exhibition on your shelves. Order from your jobber or

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

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.



PEERLESS  
(UNSWEETENED)

For Sale by  
all jobbers

## EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

**THOS. BOYD & CO.,**  
28 KING ST., - LIVERPOOL,  
are open to receive all kinds of CANADIAN  
PRODUCE. Highest references. Wide  
connections. A. B. C. 4th and 5th ed.,  
Western Union and Lieber's Codes. T. A.  
"Boyd."

This space \$15.00 per year.

**HENRY COLBECK**  
NEWCASTLE-upon-TYNE.  
invites consignments of green and dried  
fruits. Newcastle is the centre of one of the  
largest mining and industrial districts in the  
United Kingdom, with a population of up-  
wards of 2,000,000 within a 20-mile radius.

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