

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 27, 1907.

NO. 39.



Such a reliable Laundry blue as

Keen's Oxford Blue

assures to you the trade of particular housekeepers.
It is the perfection of laundry blue, and your safest
line to recommend.

For sale by every jobber in Canada.

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



The Purest Corn Syrup in Canada is "Crown Brand" Table Syrup

PUT UP IN TINS

2 lb. tins—cases 2 doz. Also in Brls., 1/4 Brls.
5 " " " 1 " Kegs and Pails.
3 " " " 1/2 " "
6 " " " 1/4 " "

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

Made from the finest selected white corn, it is the most
nourishing and healthful food. A delicious table necessity
and in favor with young and old. Every jobber sells it. Ask
for "**Crown Brand.**"

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East.
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

THE CANADIAN GROCER

1706



1907

CROSSE & BLACKWELL,
LTD

**By Special Warrant
Purveyors to the King**

PICKLES,

SAUCES,

JAMS and

PRESERVED PROVISIONS

AGENTS:

C. E. COLSON & SON,

MONTREAL.

Sta

No

Sta

Standard Goods THE Best to Handle

You know this better than we can tell you.

No Complaint

No Grievances

Satisfied Customers

When You Sell Them



"TAYLOR'S" name and label on every box.

Only one Quality—always **THE BEST.**

Standard Fruit
"Griffin's"

Seeded Raisins,
 Fancy Prunes,
 Apricots,
 Peaches,
 Pears, etc.



Standard Fish
"Thistle"

Haddies,
 Kippered Herring,
 Tyne (Scotch) Her-
 ring in Tomato

The best houses in Canada sell these goods.

ARTHUR P. TIPPET & CO.,

MONTREAL

Agents

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.

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.

NEWFOUNDLAND

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

TORONTO.

JAPAN PEANUTS
GOOD QUALITY
IN STOCK

HAMILTON.

A. R. McFarlane Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and
Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

TORONTO.

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

Anderson, Powis & Co.
Toronto Agents
15 Wellington St. East

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish.
Canned Salmon—"Lifebuoy," "Otter" and "Salad."
Brands. Morris & Co., Pork, Chicago.

VANCOUVER

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

A. G. STUART
Commission Broker
Correspondence Solicited
P.O. Box 1163, Vancouver, B.C.

FOR SALE

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

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

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

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

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon
green and black teas of all grades,
and coffees. Will act as manufac-
turers' agent in other lines of
merchandise.

Green Apples
IN
CAR LOTS
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

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

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

VANCOUVER.

**HONEYMAN, HAULTAIN
& CO.**
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale
Commission Merchants
REGINA, SASK.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

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.

(Continued on page 4.)

Due this week—ex. S.S. Lake Champlain

First shipments of **NEW RAISINS**

Valencia Raisins

Our well-known
"ANCHOR" brand finest selected.

Also the following:
"Rogers' Arguimbau," "Monton" and
"Nelson's."

Malaga Raisins

Extra fancy fruit, packed by the well-known
packers, W. C. Bevan & Co., 300 boxes—
comprising bxs., 22 lbs.; qr. flats, 5 lbs.;
fancy 1 and 2 lb. cartons.

SEND US YOUR ORDERS.

OUR PRICES ARE RIGHT.

IN STORE

Another carload of the world-renowned

WM. P. HARTLEY'S

AINTREE

Liverpool, England

**PRESERVES and
MARMALADES**

Acknowledged the whole world over as the
finest PRESERVES, etc., manufactured.

**YOU MUST HAVE THESE GOODS IF YOU
HANDLE HIGH-CLASS GROCERIES**

PRESERVES.

Raspberry, Strawberry, Apricot,
Black Currant, Green Gage,
Gooseberry.

In 1-lb. net stone pots.

Red Currant Jelly.

In 1-lb. net glass jars.

Raspberry and Strawberry.

7-lb. net sealed tins.

MARMALADE.

Pure Orange.

In ¼-lb., 1 and 2 lb. stone
pots, 7-lb. sealed tins.

Jelly Marmalade.

1-lb. net glass jars.

The EBY, BLAIN CO., Limited

Wholesale Grocers, Importers, etc.

TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

RAY & WINDLE
Manufacturers' Agents and Commission Brokers.
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
R. S. Hudson's Dry Soap, Hull, England.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

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

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

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

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

...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, for 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.

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HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our
BASKETS
Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.

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

The Oakville Basket Co.,
OAKVILLE ONT.



TRADE WINNERS.
Pop Corn Poppers,
Peanut Roasters and
Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BUSINESS CHANCES
Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE
KILLS { **Roaches and Bed-Bugs**
Rats and Mice
All Dealers and 381 Queen St. W
TORONTO, ONT.

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

LEA'S

THE PICKLE WITH THE
HOME-MADE FLAVOR

REMEMBER, YOU HAVE ONLY
TWO WEEKS TO TAKE AD-
VANTAGE OF OUR 5 PACKAGE
DELIVERED OFFER.

PACKED BY

The **Lea Pickling & Preserving Co.**

SIMCOE, - ONTARIO

**QUAKER
CANNED
GOODS**

Packed by
The Bloomfield Packing Co.
at Bloomfield, Ont.

You
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Make
Prices an



The B
BEL

You Can Double

Your tea-trade by bringing to the notice of your customers

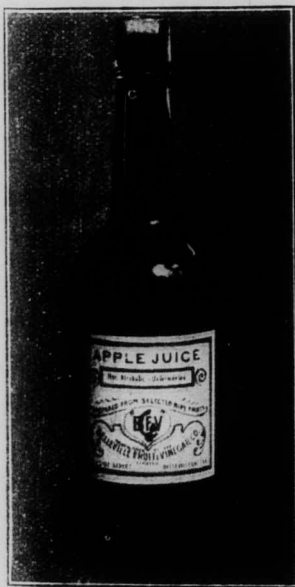
"SALADA" Tea

This is being proven every day by thousands of grocers throughout Canada.

Make "SALADA" your leader and see what it will do for you.

Prices and Samples from

"SALADA" — Toronto, Montreal, New York, etc.



BOTTLES LIKE THIS

will have the effect of boosting your business if you get in a stock of them. It isn't only the bottle, either, but the contents of it. It is our delicious

PURE APPLE JUICE

bottled for drinking purposes. There is nothing just like it produced anywhere else on earth. It is also put up in kegs and barrels of various sizes to suit everybody.

Have you sent in your order?

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE . . . ONTARIO



Sterling Brand Pickles

Sterling Brand Relishes

Sterling Brand Catsups

Grocers who do a particular trade should always keep well stocked in these lines.

Made in Canada by

The T. A. LYTLE CO.
Limited
TORONTO, . . . CANADA



National Licorice Co.
Brooklyn, N.Y.

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

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

C. DeCARTERET,	- - - -	KINGSTON
GEO. MUSSON & CO.	- - - -	TORONTO
JOHN W. BICKLE & GREENING,	- - - -	HAMILTON
GEO. H. GILLESPIE,	- - - -	LONDON
CARMAN, ESCOTT CO.	- - - -	WINNIPEG
C. E. PARADIS,	- - - -	QUEBEC

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

**A LONG STORY IN
FEW WORDS**

Reliable



Preferable



Saleable



Profitable

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

Reputation and Money

¶ A grocer's reputation depends to a large extent upon the brand of **canned goods** he handles. There is absolutely no doubt that **every woman** who is served with canned fruits and vegetables of inferior quality **blames it on the grocer**—not on the canning factory.

¶ It is an equally **indisputable fact** that every woman who is served by her grocer with **Old Homestead Brand** of canned fruits and vegetables, **gives the credit of their incomparable goodness and quality to the grocer.**

¶ Therefore the grocer who shows most **evidence of prosperity** is he upon whose shelves are to be seen the labels of **Old Homestead Brand**. It is the brand which never goes bad on your shelves waiting to be sold. It is the brand which **sells the quickest**, and which is **never brought back** by a dissatisfied customer.

OLD HOMESTEAD BRAND

of Canned Fruits and Vegetables is put up in a factory which is equipped with every scientific and sanitary appliance to insure **absolute cleanliness**. **Every particle** of fruit and vegetable used is **certified** by expert inspectors to be **absolutely free from taint** or over-ripeness. Nothing but perfectly sound, luscious fruits and vegetables ever get into an Old Homestead Can.

And the Margin of Profit is just Right.

The Old Homestead Canning Co.

PICTON, ONTARIO

HAYCASTLE

and **PARADISE**

CURRENTS

The choicest growths
from the most favored
Districts in Greece.

We have new selected
Valencias in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers !

Do you want your goods

Sold in British Columbia ?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.



“WAGSTAFFE’S”

Fine Old English Xmas Plum Puddings

in porcelain bowls, packed 1 doz. in case,
2 sizes, to be retailed at 50 and 75 cents.

Our Celebrated Mincemeat and Plum Puddings

Will be ready for delivery on October 1st.

Get your orders in early.

Our New Season’s Jams, Jellies and Sealed Fruits

are now in hands of the jobbers.

The name WAGSTAFFE on the label is a sure
guarantee of quality.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON

- -

CANADA

THE CANADIAN GROCER

E. NICHOLSON.

CABLE ADDRESS: D. H. BAIN
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS. 1901.



BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.



Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS :

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY

WINNIPEG
ESTABLISHED 1882.

EDMONTON

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There is no guess work or boasting about Red Rose Tea

It is all and more than is claimed for it. By independent tea judges it is recognized as the best standard of quality and value in Canada.

IF YOU BUY TEA FOR QUALITY AND NOT MERELY FOR PRICE, you will certainly buy Red Rose Tea if you test it against the others.

WILL YOU TEST IT?

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

Toronto Branch, 3 Wellington St. East
G. H. CAMPBELL, Mgr.

Winnipeg Branch, 315 William Ave.
F. G. WALKER, Mgr.

WAR DECLARED—THE VICTORY OURS!

When we commenced to pack fruit and vegetables under the name of "Burlington Brand," we declared war on unclean canning methods. We victoriously overcame the opposition of inferior factories. We set a pace with

Burlington Brand

which makes our competitors hustle hard to keep in sight. Burlington Brand fruits and vegetables are canned in that particular manner which preserves every atom of the flavor and the goodness. **Stock Burlington Brand and you have the Best.**

The Burlington Canning Co., Limited, Burlington, Ont.

THE CANADIAN GROCER

RAISINS

NEW SELECTED VALENCIAS NOW IN STORE
Also, shipment of 1-lb. Packages Malaga Seeded, Butterfly Brand

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

"I can now submit you several suitable samples at suitable prices on receipt of your commands."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

THE CANADIAN GROCER

GREIG'S

WHITE SWAN COFFEE



is a delicate blend of the finest Mocha and Java imported direct by ourselves, roasted **just right** and packed **hot** into parchment bags—sealed and put into handsomely decorated square, hinged tins — one pound net weight. "The Coffee in the bag—the bag in the tin." Fresh from the roaster, the strength and the aromo of the Coffee simply cannot escape.

It is a Coffee prepared for **particular** people. The kind critical customers come back for. The kind that can be sold to people you never sold Coffee to before.

Two dozen pounds in a case

Try it and see how your coffee sales will grow. We depend on our first sale to make the second one.

The Robert Greig Company, Limited

Toronto

FOR THE PICNIC SEASON!

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.



CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

THE CANADIAN GROCER

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells *the best*. You will find the *market leader* in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing

Order Without Delay

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell, Main 65
Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants

Raisins

Walnuts

Almonds

Filberts

Figs

“Maple Leaf” brand Valencia raisins, Standard of Quality.

Fall trade coming on.

Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

YOU CAN SAVE MONEY—LOTS OF IT.

MR. GROCER. Doesn't it stand to reason that every cent you pay for freight charges robs you of so much profit? Place your orders for

Staple and Fancy Groceries, Dried Fruits, Fish, etc.,

with a Sherbrooke House of national reputation. We pay the freight as far as Sherbrooke, and our prices compare favorably with Montreal prices. If you are doing business in the Eastern Townships YOU CAN SAVE MONEY—LOTS OF IT—by placing your orders with us.

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que



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& Co. R
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A Bottle Full of Profit

After all, Mr. Grocer, it's the **quality** of a brand of Jam or Jelly which makes it profitable or otherwise. That's just the very reason why

E. D. S. Brand JAMS and JELLIES

make so much profit for every grocer who is wise enough to handle them. Every bottle of "E. D. S." which you sell creates a demand for **more**. The purity and excellence of E. D. S. Brand can **be proved by government documents**.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

Kops Ale and Stout

(NON-ALCOHOLIC)

**The Best for
Business Men
Workingmen,
Sportsmen, Etc.**

Pure English Brewed Ale and Stout made from finest Kentish Hops and Malt, containing all the tonic properties of alcoholic beers and without the undesirable after-effects.

A special Analytical Commission appointed by The Lancet reports:

"KOPS ALE" has nothing that is injurious, but is, on the contrary, a palatable beverage possessing distinct tonic and invigorating properties.

**Refreshing and Stimulating
Perfect Table Beers**

KOPS BREWERIES, LONDON, S.W., ENGLAND

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

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

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

**VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.**

THOS BELL, SONS & CO., Montreal



Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.



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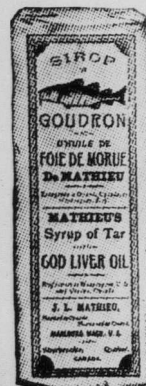
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Factory:
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Farmer Brand Canned Fruits and Vegetables

There is only **one quality** of Farmer Brand, and that is **the best**. Only fruits and vegetables of flawless quality, canned scientifically so as to preserve every speck of nourishment and flavor, are ever used in the Farmer Brand. Do you handle the best?

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This is what is building up a large trade for

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These goods are packed by people who have had all possible experience and know how to pack an article that will **SATISFY THE PUBLIC**.

It will pay to stock this Brand; it is a seller.

**Every Tin Guaranteed.
New Goods. Prompt Shipment.**

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KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

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Do you want to satisfy your customers?
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*Canadian Standard—
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These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

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In 14 lb. and 28 lb. boxes.

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is guaranteed to be unsurpassed by any sugar in the world for **PRESERVING PURPOSES.**

Insist on getting CRYSTAL granulated.

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that
Speci
Do n
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ALWAYS PURE!
ONE STANDARD
QUALITY!

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

100% PURE



St. George's Baking Powder

Makes Light, White Biscuits
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THIS IS THE POSTER APPEARING ON THE BOARDS THROUGHOUT THE WHOLE COUNTRY TO HELP THE GROCER SELL ST. GEORGE'S BAKING POWDER.

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"The food of the century"

FOR HORSES, CATTLE AND POULTRY

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St. Thomas Canning Co., Limited
St. Thomas, - Ontario

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IN STOCK
NEW CROP FINEST SELECTED

Valencia Raisins

Get our Quotations for later Deliveries

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Wholesale Grocers, TORONTO



Wherever

"Cow Brand" Baking Soda

is sold, **there** you will find that the best trade is done. Grocers who stock and push "Cow Brand" Baking Soda

know that they are handling the purest, strongest and "always reliable" kind.

Stick to "Cow Brand" and your trade will stick to you.

CHURCH & DWIGHT
Manufacturers
MONTREAL

Washing Day

is when the thrifty woman passes judgment on the starch you have sold her. If you have been wise enough to sell her

IVORINE

she will emerge from the ordeal of washing day, convinced that you sell the best starch in the world. She will judge you by the starch you sell. Make sure of the business of the thrifty woman by featuring **Ivorine**. It is the **most satisfactory** laundry starch on the market.

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LIMITED
PORT CREDIT, ONT.

DELAY IS COSTING MONEY



When a Fixture Saves Its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits. Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.
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Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

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A Capable Managing-Editor

THE CANADIAN GROCER wants a Managing-Editor. It wants a thoroughly capable man—a man who is live, full of up-to-date ideas and one who understands the newspaper business from the riglet box to the editorial chair. Furthermore, it wants a man who is thoroughly conversant with the commercial situation in Canada.

We realize that this is a big want. Not every one can fill the bill, but we're willing to pay at the outset \$2,500 a year to the man who can do so. The right man can eventually make his place worth \$5,000.

If you think you are this man we want to hear from you, with your experience and qualifications—by letter only.

This appointment may be considered one of the prizes in Canadian Journalism. THE CANADIAN GROCER has for many years been recognized as the authority on the Foodstuff Trade, and its reports have been accepted as final by the Courts of Law, Arbitrations and by official statisticians. The Managing-Editor will be expected to still further strengthen the position of the paper in this respect.

The MacLean Publishing Company

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RED
VICEROY SALMON**

Price \$1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons
WHOLESALE GROCERS
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Stable Brooms

You are selling are not giving satisfaction to your customers, try our

Steel Fastened Brooms

We warrant them

to stand any amount of **heat or wet** and they cost no more than the old-fashioned pitch fastened Brooms.

Manufactured by

Stevens-Hepner Company
Limited

Port Elgin, Ontario

Raspberry
Pineapple
Lemon

Strawberry
Cherry
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BEE BRAND JELLY POWDERS

Six for 25 Cents

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Snowdon, Forbes & Co.

— MAKERS —

449 St. Paul St. - Montreal

Packers!

The Government insists upon pure food and sanitary factories.

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ACME CAN WORKS
Montreal

You can improve your pack still more by using **Acme Cans**, made of **extra coated tin plate**. Cost is a little greater, but the quality is there, indisputable evidence that it is worth while. In the long run the best pays.

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Do not experiment.

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The best form of stove polish is black lead, and the best in black lead is

“JAMES DOME”

No Dirt.

No Grit.

No Dust.

Gives a quick, lasting, brilliant shine.

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

PHENIX WASHING POWDER

You have not to look far to find the reason for the phenomenal success of PHENIX WASHING POWDER.

The special process by which it is made ensures its being as near perfect as a cleanser as it is possible to make it.

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**Do not accept substitutes.
Sell Phenix and be safe.**

Sole Distributors for Canada
C. A. CHOUILLOU & CO.

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There is no necessity to stock up with cheap, inferior brands of maple syrups and maple sugars when it is so easy to obtain THE BEST.

Customers appreciate it if you take the trouble to secure first quality goods for them, and they come back.

Besides, unless maple goods are of the very highest merit, the grocer had better not sell them.

The brand ALWAYS to be depended upon as ABSOLUTELY THE BEST is



PRIDE OF CANADA

IT PAYS.

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There is profit in it for you.

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Canadian Cocoanut Co.
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SUPERIOR TO MANY; INFERIOR TO NONE.

RED FEATHER and



2—4—8—16 and 32 Ounce Bottles—all attractive packages.

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that make a horse Wheeze, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

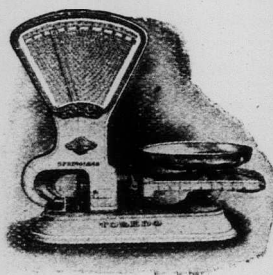
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in these days of strenuous competition. You can't afford to give overweight on bulk, staples, or anything else. If you use inaccurate scales you are liable to find at the end of a week that you have given away your profit. You can prevent the possibility of such an occurrence by using

Toledo Computing Scales

The Toledo Computing Scale Co., Hamilton, Ont.

Vinegar

The only vinegar to buy is the one that keeps the trade; not the cheapest, nor widest advertised, nor best labelled, but the one that brings your customers back for more.

It's the Repeat Orders You Want

White, Cottell's Delicious Natural Malt Vinegar

exactly suits the popular taste—for pickling or for table use. Try a sample lot.

White, Cottell & Co.,

WARNER RD., CAMBERWELL,
LONDON, ENG.

The Niagara Canneries

The Grocer's Representative, who Visited the Factories in This District Last Week, Tells of Conditions as He Found Them—General Conditions in the Factories Are Good and Methods Strive Toward Cleanliness—The Matter of Housing Employees a Difficult One—Conditions Regarding This Not So Satisfactory.

"I'm not going to eat any more canned peaches," said a gentleman prominent in Toronto business circles, the other evening, "until this business about questionable conditions in the Niagara canneries is cleared up." His opinion may be considered typical of the feeling of that portion of the general public who are entirely unacquainted with the conditions under which the Canadian fruit packing industry is carried on and who takes things on trust, as it were. To such people, the report of Dr. Hodgett's, Provincial Health Officer, in regard to unsanitary conditions in the factories of the Niagara district, which has, within the last fortnight, been circulated pretty widely through Canada, and which has been referred to in The Grocer in the last two issues, is alarming. This is only natural. The Niagara district is generally regarded as the premier fruit section of Canada, and the amount of fruit grown and canned in the country extending from Hamilton to Niagara is, without doubt, considerably larger than the output from any other section of the Dominion. If questionable conditions were prevalent in the canneries of this district, were they not likely to be present elsewhere? The public had a right to be alarmed.

Recognizing the seriousness of the situation in regard to the canning industry of Ontario, and seeing that the matter might spread not only throughout Canada, but also to our markets in Great Britain and Europe and reflect injuriously on Canadian export, The Grocer last week sent a representative to the district under discussion. His report, which appears herewith, tells of conditions as he found them.

Some Significant Facts.

Two or three facts which bear importantly on the matter should be mentioned at the outset.

Dr. Hodgett's report was not based, as many seemed to think, on any visit made this year. His visit was made last fall and the report written shortly afterward, but through delay in passing the House and further delay in passing through the printer's hands, it was not issued until recently, when it was embodied in the Sanitary Journal for 1906. The report, then, has no direct bearing on conditions as they exist this year.

Again, Dr. Hodgett's told The Grocer representative that he had visited only the canneries in St. Catharines. Thus, his report, including the Niagara district, is based on conditions found in one town only. There are fourteen canneries in the Niagara district, only five of which are in St. Catharines. Furthermore, one of the factories which Dr.

Hodgett's visited and which local parties admit to have been in the least desirable condition, is entirely closed this year.

Alter all, the public need not be much alarmed. The general conclusion one comes to after a visit to these canneries

SOME "DON'TS" FOR CANNED GOODS PACKERS.

A wholesale grocer who feels that he has a few kicks coming recommends the following "don'ts" for the consideration of canners:

"1. Packing canned goods in crates instead of in cases. But little is saved and when the goods are shipped by local freight in less than carload lots, the classification is raised, a higher rate charged, and the jobber is charged with it.

"2. Putting canned goods in miserably thin and poor boxes, so that they sometimes arrive almost in bulk, because the boxes are so cheap and poor that they will not hold together.

"3. Putting the labels on their goods as if they had been thrown at the cans. Goods should go out neatly and tastefully labeled.

"4. They should see that cases are all properly stenciled and numbered as requested by buyers and the different grades, brands bill and bill of lading, so that and labels carefully specified on the they can be properly unloaded, carted and handled. The most annoying thing a packer can be guilty of is to mail a bill, for say, '2,000 cases of tomatoes,' without further information, except the price and extension of amount.

"5. A packer should never try to mix with new, bright goods a lot of rusted cans and cans with spoiled labels, trying to work them off that way. It would be far better to set the rusty cans aside and have them aluminum-lacquered or scoured and then sold, for they, in all probability, will cause a rejection of the entire lot and great expense."

is that the food put up there is just as pure and just as sanitary methods are in force in its preparation as in a first-class hotel or restaurant kitchen. With

the factories, on the whole, not much fault can be found. Most of them, considering the character of the work done, are in surprisingly clean condition. They show evidence of frequent flushings and scrubbing, and it seems that a good deal of trouble is being taken to keep them in a conditions compatible with the industry.

Specially Built Factories.

With only two or three exceptions, each of the factories was built especially for the canning business. Thirteen of them are provided with lateral floor troughs which, with more or less fall, empty into sewers or refuse tanks. The refuse and sweepings are flushed into these and thereby carried off. Of the three factories not so equipped, two seem to accomplish the same result by other methods, and are, perhaps, as clean as any of the others. The writer was told in almost every factory that the floors were flushed at least twice a day and were scrubbed weekly. One manager even affirmed that his factory was flushed three times daily, morning, noon and night. This seemed rather too good to be true to the newspaper man, and he stole back suddenly and quietly at noon hour, some time after he had said "good-bye," with the purpose of verifying his suspicions. He was pleasantly surprised to find a hose going and evidence of a general clean up. With plums and peaches, all this floor-cleaning is, of course, scarcely necessary, but when tomatoes are being peeled by the thousands of bushels, it can be imagined that it is required.

Factory methods, also, appear in most cases to be satisfactory and an attempt seems to have been made from reasons of economy, as well as cleanliness, to avoid handling the fruit as far as possible. Plums, for instance, are not touched by hand, except in the process of picking over. Tomatoes, pears and peaches, after they have been peeled by hand, are mechanically fed into the cans, which are then sealed and the fruit cooked, without being handled. Several of the factories, indeed, have installed machines for peeling peaches, so that in these places, the fruit is not touched by hand after it leaves the orchard. In every case the fruit, whatever its nature is thoroughly washed by an effective machine before being used.

Good Quality Fruit.

Having heard rumors of rotten and over-ripe fruit being handled in these canneries, the writer was particularly careful to inspect the quality of the raw article. Without exception, the fruit which was packed in cans was of good

quality. I insist on special emp about one played in on a sort passed rou worthy of is known t made his were over matoes, as rivals, and age of this thrown aw were runn working d hours.

The

Just her concerning fruit farm ally illustr the canner these facto in plums with sever ity for the basket. W materialize price of t this and a not content manager v quietly bou neighbors their contr contract p

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quality. Indeed, the packers seem to insist on this, for in all the factories, special employes, usually men, in number about one to every twenty women employed in peeling and sorting, caried on a sort of inspection as the peel fruit passed round the table. This fact is worthy of more consideration when it is known that just at the time the writer made his visits most of these factories were overloaded with plums and tomatoes, as a result of unexpected arrivals, and that a considerable percentage of this was over-ripe and had to be thrown away. Most of the factories were running night shifts, making a working day of from twelve to sixteen hours.

The Canner's Difficulties.

Just here a little story may be told concerning the cupidity of some of the fruit farmers of the district and incidentally illustrating one of the difficulties the canner has to contend with. One of these factory managers, when a shortage in plums was anticipated, contracted with several of the farmers in his vicinity for their whole crop at 50 cents per basket. When the plum crop suddenly materialized beyond expectations the price of the fruit dropped to half of this and a few of these worthy yeomen, not content with flooding the unfortunate manager with their own bumper crop quietly bought large supplies from their neighbors at a much lower price than their contract and sold them again at contract price.

One Questionable Feature.

It was remarked above that no bad or rotten fruit went into the cans. That does not, however, entirely dispose of the matter, and just here may be cited one condition which seems questionable. That is, the use of rotten and over-ripe tomatoes along with the peelings in the securing of what the canners call "tomato pulp" for the manufacture of low-grade catsup. Six only, out of the ten or twelve factories which handle tomatoes, utilize the refuse for this purpose. The others dispose of it at once. The process of "pulp" manufacture is substantially as follows: The tomato peelings, and as mentioned before, the over-ripe and rotten fruit, are dumped promiscuously into a machine, a "pulper," which removes any substance which could harm food value and incidentally, it seems to us, a good deal which is objectionable as such, and discards the dry skin. The "pulp" is run off from a tank under the machine into barrels to be subsequently transformed into catsup. One or two of the managers tried to insist that some sort of a selection was made and that the bad fruit was thrown out, but the matter was too obvious to be passed off in this way. Other managers frankly admitted the existence of this questionable process. The only redeeming feature about the matter, if it is such, is that this tomato "pulp" is only made into catsup of the lowest grade. It is sterilized, it is true, going through a lengthy process before being bottled or

canned, but this does not seem to us to remove the objection.

Every factory in the district was supplied with conveniences for washing, such as sinks, washbasins, towels, etc., and everywhere there was a plentiful supply of water. The towels gave evidence of frequent changing, in some cases daily, in others less frequently, but in no case was there more than one towel to twenty employes, and the average was less favorable than this. Two or three of the factories had notices in a prominent place instructing employes to wash before beginning work. Taken altogether, the writer would criticize this equipment as scarcely adequate.

The Labor Problem.

The canner in the Niagara district has no problem which troubles him more than that of labor. The season in these factories is usually from June till December, though one is open all winter and three or four close in November. To secure local labor for this season is almost impossible, particularly in the Niagara district, where the women who might otherwise be secured are engaged in the orchards in fruit picking, and in other seasonable occupations. To solve the difficulty, the managers of most of the factories bring in Pollock and Italian women, and a few men, from across the line, most of them coming from the east side of Buffalo. To house these people during the canning season the companies have erected buildings of a more or less temporary nature, and it is upon conditions arising from this system of housing that Dr Hodgett's report, in particular, twelt. Matters in connection therewith are certainly not ideal, but there appears to have been very considerable improvement since last year. At three of the factories, for instance, new houses have been erected at a cost of from \$3,000 to \$5,000, with a view to bettering conditions and at others very material and evident improvements have been made. In these new houses, which, by the way, were erected by the Beamsville Canning and Preserving Company, at the L. Schenck factory in St. Catharines, and at the Lowrey factory, in St. David's, conditions are very fair, and not much fault can be found. In the other houses conditions are not quite so pleasant. The writer did not find these houses filthy, as Dr. Hodgetts reported. They were, with the exception of one or two cases, fairly clean, some of them surprisingly so. The only way to deal with the matter satisfactory seems to be to take each case in detail. The two Hamilton factories do not house their employes, and, of course, cannot be included under this head, though it is only fair to say that the writer found the least pleasing features regarding factory cleanliness and an evidently lower class of help in one of these, the Simecoe factory, than in any other in the district.

Conditions of Housing.

At Beamsville the company has two houses, one a converted farm house for the housing of the English-speaking labor, in which, by the way, conditions are absolutely unquestionable, and a

large, new concrete house, of three stories, divided into two sections, for the accommodation of their Italian and Pollock women. In this house only four women are quartered in each of the rooms, which are of good size, and other large rooms for cooking, eating and washing are provided downstairs. The rooms were clean and the bedding, which is provided mainly by the company, was passably clean.

The Grimsby Canning Company employ, beside some local help, Pollock women and a few men and boys. These people are housed in a row of frame houses behind the factory, these houses being provided with kitchen and living room downstairs, with sleeping rooms above. One woman is employed to look after the premises, which, on the whole, were surprisingly clean, though the bedding in one or two rooms, while not exactly filthy, was questionable.

In the St. Catharines factories vigorous attempts appear to have been made to provide cleanliness. The most unpleasant feature here is overcrowding.

At the Simecoe factory a row of two-room houses are provided. A women is employed specially to look after these and they were particularly clean. The management has provided sanitary wash basins and even a modern steel clad bath tub. Wash tubs are much in evidence, and it is an obvious fact, that the women here are clean. Even a row of clothes lines are provided. Asked if these people washed regularly, Mr. Kidder, the jovial manager, grew vehement. "Wash!" he said. "There're always washing. They cover my crates and my factory roof and all the fences with their drying clothes." Conditions inside bore this evidence out. The only objection one can make to conditions here is the fact of overcrowding. The houses are fourteen feet square. In these eight women pass their leisure time, eating in the room below and sleeping above. It is true the rooms are fairly well ventilated and the beds, now, by the way, and bedding are quite clean, but it seems rather out of the way for eight humans to sleep in a fourteen-foot space.

At the Pure Food factory Italian families are employed, almost exclusively. These, men, women and children, are housed in a row of one-storey buildings with living room in the centre and sleeping rooms, equipped with double decked bunks. The mattresses and bedding were in very fair condition. Here a man, a young Italian, has special charge of the rooms.

Ideal Housing.

At the L. M. Schenck factory, as was noted above, a new home for the operatives has been erected during the year. This is an excellent building, roomy, airy and clean, with kitchen, dining and living rooms, dormitories and sleeping rooms above. To show to what lengths the manager has gone in this case to provide proper accommodation, it may be mentioned that each family, or four women together, are supplied with a washtub, city water is piped into the building and steel-clad sinks are being installed. Gas stoves are provided for

PROFITABLE RETAILING

Suggestions that Should be
Followed.

Some mistakes that make for failure

Promptness, neatness, accuracy, po-
liteness and reliability are the anti-
dotes.

cooking, and the lighting is by gas jets fitted with Auer mantles. There are even curtains on the windows. The bedrooms are supplied with white enamel bedsteads, and the bedding and mattresses were scrupulously clean. A large room below has been left unfurnished, and the employes use this as a sort of dancing and concert room. Being Italians, they are exceedingly musical.

Unfortunately, these happy conditions are not everywhere prevalent. Alongside this new building is a row of shanties, some of them unoccupied. Those which are in use are in anything but a desirable condition as regards the floors and bedding.

One other point in connection with the Schenk factory deserves mention. At the time of the writer's visit the women were working with plums, and the large, movable peeling table, which had been in use the day before on tomatoes, was deserted. This had been washed and scrubbed to a snowy whiteness, and this fact alone showed what care was taken to obtain cleanliness.

At the Wethey Company's factory the employes, Pollocks and Italians, are housed in two rows of rough frame houses. A pleasing sight here was clotheslines filled with washed and drying clothing, and a woman and a girl sweeping. The houses, however, were not so re-assuring. In apartments not larger than twelve feet square three, and sometimes four, women cooked, ate, dressed and slept. These rooms, however, were, as a whole, quite clean, and the bunks used were supplied with clean and fresh straw ticks and in many cases with freshly washed white sheets and pillow cases. These houses, also, are supplied with abundance of running water, and incidentally, with gas mantles on the lighting fixtures.

The St. Catharines managers, in every case, stated that their factories were frequently visited by the local health inspectors and were passed as satisfactory.

At St. David's.

The Lowrey factory, at St. David's, is equipped with a new two-storey house, 64x33 feet, built this spring, which provides excellent accommodation. It includes thirteen rooms, 12x15 feet, to be occupied by four persons, and kitchen and dining rooms are provided downstairs. The rooms here were generally in good condition, and further improvements are being made; as for instance, the installation of stationary wash bowls, to be supplied through a line of piping from the factory. A middle-aged farmer looks after the premises, and the way he made the Pollock girls step out of their rooms, so that the newspaper-man could inspect them, was an example of the way in which his authority was respected.

At the Ussher factory, half a mile away, the women employes are housed in a large building of cement construction, a year or so old. Downstairs is the living room, equipped with stoves and washing utensils, while sleeping quarters for perhaps thirty women are in a large apartment above. This building was fairly clean, being under the control of a matron. The men's quarters, some thirty yards farther east, were in a less desirable condition, though nothing very questionable was apparent.

(Continued on page 48.)

The credit system of the retail store is the cardinal cause of so large a percentage of failures among the keepers of small stores. It is an actual fact that hundreds of small storekeepers become insolvent before they know it, and they believe themselves prospering until aroused to their actual condition by the credit man of their wholesale house. This statement will, I am sure, be verified by the credit man of almost any wholesale house, particularly in the grocery business.

One of the rocks upon which thousands of storekeepers go to pieces is that of failure to figure the cost of their goods. I do not believe it an exaggeration to say that not one storekeeper in a thousand the country over adequately figures the cost of the merchandise which he sells. Almost invariably he fails to include in his estimate some important element of fixed charges of his running expenses. For example, if he owns his store building he figures that he is saving the entire item of rent and consequently he does not include this in his fixed or running expenses; because he has his son helping in the store as an assistant, and his nephew delivers the goods, he makes no charge for their services on their salary account; again, he is unusually exact if he makes any charge on account of the insurance which he is obliged to carry on his building and stock. Of course, not all merchants are as careless as this with regard to their record of operating expenses but it is safe to say that very few of them charge anything to the account of interest on their investment beyond, perhaps, the actual sums which they are obliged to pay out for interest on money borrowed.

In a word, the average keeper of a store has no idea whatever of his total operating expenses, and he is uncommonly fortunate if he figures into the cost of his goods one-half of the expense which should be charged under that head. Really, I do not think that 50 per cent. of the smaller storekeepers in the country districts figure into their cost of a specific invoice of goods the money actually paid out for the transportation of that shipment, to say nothing of any charge for hauling and handling inside the store.

Let me give one instance, which is thoroughly representative of hundreds of others, of how a storekeeper figured his cost. He bought a case of canned goods, and had it hauled from the station to his store in his own delivery wagon. The fact that he did not have to pay cartage on these goods was the one thing prominently in his mind when

he opened them, and for this reason he told the boys to mark the cost at —, and the selling price at —. When he sold these goods he flattered himself that he was making a good margin of profit, while, as a matter of fact, if he figured in a right percentage of all his operating expenses he would have realized that he was selling the goods at a margin of less than a halfpenny, if not at actual cost. Depend upon it, the customer will always name the brand which gives the least margin of profit, unless the storekeeper takes the matter in his hands, and makes the decision in favor of the brand against which the manufacturer is not obliged to charge the expenses of a heavy publicity advertising campaign.

There is no necessity for a merchant to give the most prominent display to brands in which there is the least profit. Instead, it is the part of discretion and good salesmanship to give the most conspicuous place in his show windows and on his counters and his shelves to those goods which he is most anxious to sell because they yield him the larger profit. A little intelligent work, in a hand to hand way, will do wonders in educating his customers in the idea that certain unadvertised brands of goods are equal in quality to those which have received greater publicity and for which a higher price is charged. It is human nature to feel gratified over a good bargain, and when once the customer is made to feel that he is buying something for — as good as others are getting for — he feels a certain sense of gratitude to the merchant who has put the bargain in his way. Of course, the small country storekeeper cannot get the jobber to put his own brand on goods which he buys, but this is easily possible with leading merchants in the larger towns and provincial cities, and this is one of the strong points in good merchandising, particularly in the grocery business. No opportunity to do this should be neglected, provided, always, that there is no doubt as to the intrinsic merit of the goods. When the storekeeper, little or big, recommends an unadvertised brand of goods as against an advertised brand, he must be absolutely certain that the goods have the merit and will bear out his recommendations. It should not be inferred from what I have said, however, that a merchant's stock of goods is complete without the leading standard or advertised brands of goods in the various lines.

The Value of Right Service.

There are always, in every community, people who will demand these and be dissatisfied unless they are able to get them.

Perhaps the which any a which he does charge. The n service. Nothi ers is of grea of service whi is just as vit more so, tha goods which h wagon or put: tomes. On t just as tangl or dress goo fully reckoned bills for goo ance expenses

It is not to service is tl which the me poor service most unprofit about his s storekeepers this, and see upon the sup intangible qu er they can g better. Few than this not up to the pr should be co good mercha tal trait of the manner done to be more materi: prime factor merchants h: to their com able to acco age. Knowi as good as tors, and the were unable trade. If th customers ir rived at the away of pa been astoni neatness wa tom of the 1

To put it pecially sees neat and att: pleasant anc anything wl confusion re haps, men tive to thes same time orderly arr: attracted b play of goo man or won to buy in : untidy and the best tr gravitate t kept up in t ive manner. the merchar instinct be element in also see to who have a and have a an attracti handled wit order: deter than those in a neat a tered, ill-ar goods is tl hill with tl Equally i

Perhaps the most important thing which any merchant sells is that for which he does not make a direct or open charge. The name of this commodity is service. Nothing on his shelves or counters is of greater value, and the quality of service which he gives his customers is just as vital to his success, perhaps more so, than is the quality of the goods which he sends out in his delivery wagon or puts into the hands of his customers. On the other hand, service is just as tangible a commodity as sugar or dress goods, and should be as carefully reckoned in his cost account as his bills for goods or his freight or insurance expenses.

It is not too much to say that good service is the most profitable thing which the merchant can sell, and that poor service is, by the same token, the most unprofitable thing that he can have about his store. Comparatively few storekeepers have any realization of this, and seem to conduct their business upon the supposition that service is an intangible quantity, and that the cheaper they can get their assistant hire the better. Few mistakes can be more fatal than this notion. From the delivery boy up to the proprietor, quality of service should be considered the very essence of good merchandising. It is a fundamental trait of human nature to consider the manner in which a transaction is done to be quite as important as the more material part of it. Neatness is a prime factor in storekeeping. Many merchants have found their trade going to their competitors, and have been unable to account for this loss of patronage. Knowing their merchandise to be as good as that sold by their competitors, and their prices to be as low, they were unable to account for this loss of trade. If they could have taken their customers into their confidence and arrived at the real reason of this falling away of patronage, they would have been astonished to learn that lack of neatness was the real cause at the bottom of the matter.

To put it less bluntly, women are especially sensitive to all that is cleanly, neat and attractive to the eye. They like pleasant and tasteful surroundings, and anything which suggests disorder and confusion repels them. Although, perhaps, men are not generally as sensitive to these things as women, at the same time they are confused by a disorderly array of merchandise and are attracted by a neat and pleasing display of goods. Any well-circumstanced man or woman shrinks from attempting to buy in a store where the stock is untidy and "cluttered." Instinctively the best trade in any community will gravitate towards the store which is kept up in the most orderly and attractive manner. Consequently, not only will the merchant who has the real trading instinct be awake to this important element in merchandising, but he will also see to it that he hires assistants who have a sense of neatness and order, and have an ability to display goods in an attractive way. Goods which are not handled with cleanliness, neatness and order deteriorate much more rapidly than those which are kept and handled in a neat and orderly manner. The cluttered, ill-arranged, and untidy stock of goods is the one which is going down hill with the greatest rapidity.

Equally important in the manner of

service is the quality of promptness. This comes into play from the moment the customer enters the door of the store until the goods are delivered in his house. What reader has not heard the remark: "I like to trade with Smith, because I get waited on right away, and because I know that the goods I order will be delivered in time for me to use them as I have planned." Thousands of times grocerymen in villages and small towns have lost good customers because the goods have not been delivered in time for the next meal. This may be caused by the slowness or the carelessness of the assistant, or the delivery van man, or perhaps the proprietor himself. But no matter where the blame may rest, the disappointed customer will not forget the incident, and if it is repeated, the loss of the family's trade is almost sure to result. This suggests the not unimportant point that a bright and active delivery boy is quite as important a member of the storekeeper's force as is the manager. Many merchants are prone to give very little consideration to the selection of a delivery boy, but this is decidedly a mistake. The right kind of a delivery boy has many times been able to hold the trade of a customer, in spite of defects in goods or prices, and in the service rendered by the proprietor and his assistants. The delivery boy who is a natural hustler, is a tower of strength in the organization of any store, and the merchant who does not recognize this fact is overlooking an essential point. The storekeeper should not forget the fact that the delivery boy is the person who closes the transaction, and who goes into the homes of his customers to do so. He is, so to speak, the living link between the store and the home. In many cases much of the buying is done by servants, and it is the delivery boy who comes into daily contact with the maid of the house. If this work is done in a prompt, intelligent, and agreeable manner, he gets a personal standing in the home at which he calls, and not infrequently brings out the remark: "They may be a little slow at the store, but that boy is all right, and can be depended upon to get the things around in time and in good shape." Perhaps some of my readers may feel that I place too much importance upon the delivery boy, but he is a factor in community trade which has received altogether too little consideration—and perhaps he also generally receives too little compensation. Certainly there is no kindergarten for the merchandising business equal to the delivery wagon, and the boy who makes a success in that humble capacity is the best possible timber out of which to make an assistant or proprietor.

A GENTLE REMINDER.

When returning goods to the wholesaler, always enclose your name and address and an itemized list of the goods in the package. Read the conditions on the invoice, as they constitute a part of the sale, and always inspect merchandise as soon as it arrives. Be sure that you do not sign receipts for goods you do not receive. Check the list over carefully before you put your signature at the bottom. Then if there is anything wrong be prompt in making your claim.

THE COFFEE SURTAX.

President of the State of Rio Refuses to Sanction Repeal.

A report, recently received from New York, has the following on the coffee surtax:

"Ever since the surtax of three francs per bag was imposed, there has been some agitation against it in Rio. The product of the two coffee states, Rio and Minas, is exported through the Port of Rio. The State of Minas holds to the three francs extra export duty and has made her calculations based upon it in the budget for the fiscal year, and is not willing to make any change. The President of the State of Rio refuses to sanction any action to repeal the surtax, and the President of Brazil supports him in this attitude, maintaining that the surtax shall be enforced by all three of the coffee states. In Santos the surtax cannot be removed until December 1, 1911, as it is pledged against the loan up to that time, so even with a strong desire on the part of a large number of merchants in Rio to repeal the surtax there, they will find great difficulty in effecting any change or to act alone as against San Paulo and Minas, and furthermore, it is absolutely contrary to the law passed by the Federal Congress last year. The agitation will be kept up, as well as the hostility to the market in general that has been indulged in so long."

AN ENTERPRISING CLUB.

The Calgary Hundred Thousand Club has instituted a series of business men's excursions into the different parts of the province tributary to the city, with the object of promoting trade and advancing Calgary's position as a manufacturing and wholesale distributing centre.

The first excursion took place on August 6th to 8th to Lethbridge and included representatives of over eighty of the town's business concerns. A special train of sleepers was chartered and all the important points along the line were visited.

AN ABSURD PRACTICE.

In Collingwood, nearly all of the stores remain open until eight, nine or ten o'clock, ordinarily, and on Saturday night till eleven or twelve o'clock. One firm had the courage and good sense over a year ago to close at six-fifteen ordinarily, and ten o'clock Saturdays. It has continued to do so, and states that from the first, business did not suffer in the slightest degree. None of the others has followed its good example, although, we believe the results would be equally as satisfactory. Doubtless all of them would like to, but some are too cross-grained to co-operate with their competitors in bringing about this much-needed change, or to admit that it could be made a success.

If the majority of retailers are favorable to a fixed closing hour, the town council might be persuaded to pass a by-law providing that no stores, of certain classes, be kept open after a reasonable specified time. Collingwood is altogether too big a town to tolerate any longer an absurd practice which should have been dropped when it stepped out of its village clothes.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

CHATHAM.

Among the Chatham grocers who took part in the London fair were: J. W. Dyer, Jas. Paul and John McCorvie.

There seems every probability that Ald. Wm. Potter, for the past two years chairman of the civic property committee, will be a candidate for the mayoralty for 1908. This is perhaps a little early to look ahead, but it is certain that Ald. Potter has been strongly urged by many representative ratepayers to stand for the post of honor. Other candidates are mentioned, but none quite so positively.

There has been lots of trouble lately in the ranks of the local vendors of ripe yellow bananas. The centre of the trouble was Gaspar Favata, Italian, whose successful attempt to peddle fruit from a push cart without taking out a license recently aroused the ire of the city fathers. Keen rivalry has for a long time existed between Favata and the Zakoor Bros., Syrians, who deal in the same lines, and there have been frequent charges and counter charges made to the police of threats on the part of one or other of the rivals. Last week Favata took his stand with his push cart in front of the Zakoor place of business on King St., and proceeded to sell bananas at three dozen for 25 cents. The Zakoor delivery wagon appeared on the scene shortly after, and there was a collision, as a result of which the push cart was overturned, and the fruit scattered over the pavement. Information was laid by Zakoor against Favata, charging him with obstructing the street, but the case was, after a number of adjournments, finally dismissed without costs. A counter action by Favata against Zakoor, charging malicious damage to property, has still to be decided.

Despite unfavorable weather, the Peninsular Fair this year was one of the most successful in its history, particularly in the matter of attractions, while the attendance was, all things considered, very encouraging to the directors. The exhibits were all excellent and entries numerous, every inch of space in the main building being taken up. Local merchants put on a great many attractive displays. The directors of the Exhibition certainly spared no efforts to put the fair in the forefront

of Western Ontario exhibitions, and it is to be hoped that next year the elements will be more propitious.

E. R. Putnam, the Queen St. butcher, is installing a new plate glass front in his place of business.

Mr. and Mrs. Geo. Cairnes, of Blenheim, left this week for Calgary, where

A PERSONAL LABEL.

Carl Grossman, an enterprising grocer in Chilliwack, B.C., has a particularly good address label which he attaches to parcels leaving his store. Space is left at the top of the label for the address to be filled in, while below there is a small half-tone cut of Mr. Grossman, accompanied by the following:

My Special Request.

Are you pleased with this purchase?

Does it "open up" to your entire satisfaction?

Is it just as represented?

Did you get your money's worth?

If your answer to any one of these questions is "No," you will do me a favor to tell me about it the next time you are in. I am doing my best to run this store right, and I want a chance to correct any fault that may creep in.

Thanking you for this, and past favors, and soliciting a share of your future patronage, I am,

Yours truly,
Carl Grossman.

Mr. Cairnes has secured a position as manager in a large grocery business.

The Brodie transient trader appeal, which was to have come before Judge Dowlin this week, has again been adjourned, the parties concerned being unprepared to go on. The object of the appeal is practically to determine whether or not Magistrate Houston has the right to investigate the validity of the city bylaws.

GALT.

Grocery affairs in Galt are rather quiet, due in all probability to the between season period. The fall trade has not yet started and the summer trade is about over—that is, in respect to fruits. And right here it might be stated that the fruit season has been most disappointing in Galt. Of course, there was a plentiful supply of the small fruits, such as plums and gages, but the fruits which the house wife generally depends upon to stock her cellar for the winter, were a total failure. The crops may not have been a failure, but the prices have been so high that the local grocers refused to handle the fruits. It would not be out of the way to say that not one hundred baskets of peaches were disposed of in Galt by local dealers. Your correspondent interviewed a local dealer regarding the apparent shortage of peaches, and was given the following explanation: "The peach crop is not what you would call a failure, although there is some shortage. We are not handling them this year for the reason that in order to clear ourselves we would have to dispose of them around \$1.75, per basket, and that is more than the public of Galt care to pay."

The Galt market is undoubtedly growing to be the largest in Western Ontario. That of Saturday was the largest ever seen here. The following prices are given in order that brother correspondents may compare them with those prevailing at their centres, and comment on any difference as there is a general opinion among the merchants of Galt that farm produce is much higher in price here than in other towns: Butter, 27 cents pound; eggs, 20 cents per dozen; ducks, 50 cents each; chickens, 30 to 60 cents each; pears, 75 cents basket; potatoes, 85 cents per bushel; pumpkins, 5 to 10 cents each; tomatoes, 30 cents basket; apples, 35 cents basket; corn, 10 cents per dozen; cabbage, 5 and 10 cents head; elderberries, 10 cents quart; centeloupes 5 to 10 cents; water melons, 15 to 25 cents; cauliflower, 5 to 20 cents head; celery, lettuce, onions, turnips, etc., 5 cents bunch; beans, 5 cents quart; blue plums and green gages, 40 to 75 cents basket.

A well-dressed stranger worked the forged cheque game on Mr. W. H. Kennedy, tailor, one day last week. He tried his game on a number of other merchants, but they were wise in their generation, and refused to advance any money. He has as yet not been located.

The following occurrence took place in a local grocery this week: The grocer in question is a loyal Scotsman and was endeavoring to impress upon a few hearers the fact that his countrymen had been the means of saving the nation on more than one occasion. The listeners comprised an Irishman, who, for a while, said nothing, but at last unable silently to hear his Scotch breth-

ren overpraised, broke in with the statement: "I'll have you understand, me fine frien', that just as brave a heart beats under an Irishman's waistcoat as under a Scotsman's kilt." The blunder caused an end of amusement, and the Englishman's favorite corner in the grocery store knows him no more.

E. Cummings, who recently opened an up-to-date grocery on the corner of Wellington and Dickson streets, is doing a good trade, and will probably enlarge his store in the near future.

The Retail Merchants' Association of Galt intend holding a banquet in the near future. It is indeed time they were up and doing again. When the association first organized it accomplished some good work, but of late its affairs have been rather lax. They have as yet made no attempt to remedy the Transient Traders' Bylaw which the courts a short time ago declared invalid, and, as a result, an occasional peddler can be seen doing a door to door canvas.

GUELPH.

Last week was exhibition week and the merchants all made great preparations for a good week's business. But why the Central Fair is called a three-days' fair, I don't know. I do know that it is just a one-day or day and a half-fair. It was a great success, however. It was estimated that over 10,000 people passed the gates on one day. The afternoon crowd was the largest in the history of the Central. Business was good. The fair was a success and everybody was satisfied.

Were we surprised? Well, some. But we get those occasionally in Guelph. The grocers were all sitting on a bench in the fruit market at 6 to 6.30 a.m. this morning, and it was not hard to see the cause. A big, burly policeman and a don't-you-do-it smile from the dealers, and a warning kick from a brother grocer made us sit down also. We were informed that henceforth and forevermore we could lie in bed instead of getting up in the middle of the night to buy fruit, as we were breaking the law in doing so. It was not unwelcome news in a way, as it has been hard work to get on the market by 5.30 a.m. all summer and there was no use going any later this year. Our grocers in Guelph are a friendly bunch and were not anxious to see anyone pay a fine, so as each newcomer came in, he was made wise in his own generation. The dealers suffered most, as they had to sell and had to come to the grocers. You know what that means—we bought 10c a basket all round cheaper. But now we find, after some argument and hunting up facts, on Thursday, that the by-law under which we were ordered off the market was rescinded in 1902. I guess someone made a mistake.

The Guelph Co-operative Association are again summoned to appear for selling fresh meat contrary to a city by-law, and why a small fine of \$1 and costs, and then summoning for the same offence the next day is kept up is an-

other nut to crack. It ought to be settled one way or the other and for good, and be done with it.

Guelph is 1,100 feet above the sea level, but I don't think that is the cause of the milkmen raising the price of milk to 8c a quart, to go into force at once.

The market Saturday was a very large one, both of buyers and sellers, and tomatoes dropped as low as 20c a basket. But tomatoes and cauliflowers were the only drugs on the market. The other prices remain about the same. Crawford peaches were quoted from \$1.25 to \$1.50 a basket.

Hay at \$20 a ton is too high and is not likely to stay at that, I have not heard anyone say wages had gone up any.

The bakers are pretty foxy, though they did not put up the price of bread, they quietly cut the weight of the bread from 1½ to 1¼ pounds, and put a label on the bread with the weight; so we get less weight at the same old price. They might just as well come out and be in the sunshine, for flour is going up so fast we don't expect the bakers to do otherwise than raise the price, and you can't hide behind the screen and pose as public benefactors and make it pay. Come out and don't be afraid to ask a fair profit. The public don't ask any man to work for nothing.

KINGSTON.

Notwithstanding all the talk about a potato famine, there seems to be good prospects for all that is needed. The late potatoes are showing up well. New Brunswick and Nova Scotia potatoes are plentiful, and quotations for car lots are coming in by every mail, 75c delivered at your station. One merchant here got a car and lost considerable in consequence, and so did those who took part from him. They had been dug too early by some Nova Scotia farmers who should have known better. They were soggy and rotten at heart. Everyone predicts high prices for everything except grapes. One grocer on the market said: "I am putting up butter to 30c and eggs to 25c."

For several years past Kingston has been benefited by a low excursion rate to farmers on the line of the C.P.R. It was the means of bringing large crowds of farmers to the storekeepers with big supplies of butter, eggs and poultry. The cut-rate has been discontinued by the C.P.R. on account of the continual grumbling of storekeepers along the line. It is a big loss to Kingston, and one merchant suggested boycotting in shipping, and it may be done. There is prospects of a huge hotel being built by one or other of the railway companies, and it is much needed. I am ashamed of the poor and limited accommodation Kingston affords to the traveling public.

The two Chinese restaurants here are doing big business. They give a bill-of-fare for dinner for 25c. equal to any 50c. dinner in the city. The Chinamen

here are of a good class, honest, industrious, and mind their own business.

The late rains and continued warm weather has produced a big crop of ripe tomatoes. They fell in price from \$1.50 a bushel for pink, to 75 cents. Finest creamery butter is retailing for 30c, second grades 28c. Makers of creamery butter should get name of creamery copyrighted, in order to protect dealers and the public from inferior store-made prints, with same name or one resembling it. One leading creamery took my advice and put the name of their town in large print, instead of maple leaf. The Victoria Creamery, of Lindsay, has one like it, called Victoria Road, put up by or owned by a grocer there.

Eggs are advancing rapidly. By the way, kindly hold up your hands, all grocers who have been robbed by the meanest kind of thieves outside the penitentiary. I refer to the Hawk produce dealers, who offer ½c to 1c more for eggs and butter than legitimate dealers, and make no returns. I ran up against a good looking big Scotch Presbyterian in Montreal who was unloading a wagon load of hen fruit. I said: "What are you paying?" He gave me good quotations and a handful of tags. He also offered to sell me choice butter at 2c or 3c a lb. lower than the market. I bit, and now I feel the hook. I sent him in June over 600 dozens, and only got the empty cases back, and, at that, in bad condition. Such men should be on the stone pile at our penitentiary.

The horticultural and poultry exhibit in the Armories was a big success. The display of flowers was pleasing to the eye and the ear was tickled by the orchestra and crowing of roosters and cackling of hens.

LONDON.

Brokers and wholesalers report business very good and payments fair, with, as one broker puts it, "no grumbling." Lower grades of tea show an upward tendency, prices being a little higher than a week ago. Fine teas continue firm. The currant market is advancing very rapidly, and the trade is buying freely, fearing that the top has not yet been reached. The first shipment of new-crop raisins has arrived at Montreal, and the goods will be in the hands of local wholesalers during this week. The market is easier. Sugars are unchanged, though an improvement in the movement of this staple is noticeable.

Now that the holiday season has ended and families have returned to their homes, retail grocers find a distinct improvement in business. Housekeepers are busy with their pickles and catsup and are making great demands on the grocers for the necessary vegetables, spices and vinegar. Late fruits coming in rather more freely than expected causes an increased demand for sugar.

With the return of citizens to their homes comes a great increase in the supply of garden produce, and for a week

or two the largest markets of the season will be seen. Last Saturday's market was one of the biggest in the city's history. With but few exceptions, all kinds of produce sold at the lowest figures in some time. Especially was this so of tomatoes, which sold at from 15c to 20c a basket. The offerings in this line were by long odds the largest of the season. Farmers give as a reason that those who have been in the habit of selling to the canning factories all season, brought them into market in expectation of getting a better price for them than factory buyers offered. Potatoes, too, were away down, 75c a bag being the average price. Pork, wholesale, was lower, and many farmers refused to sell at the prevailing price. Advices from other points state that hog prices are likely to go still lower.

* * *

The fruit situation is still causing dealers and consumers concern. The apple crop, it is said, will be 25 per cent. larger than last year, and will, on the whole, be a fair yield. Plums have been an average crop and are now pretty well all in. Hereabouts there is a pronounced scarcity of home-grown peaches, and as a result, fruit from southern Michigan is being shipped in in goodly quantities. These peaches are known as Elbertas—a very fine variety of uniform size—and come in bushel baskets, which sell at from \$3 to \$3.50 each. Grocers buy them freely and retail them in smaller baskets.

* * *

Speaking of the fruit situation, Chas. Mountjoy, the well-known wholesale fruit dealer, said: "There will be quite a scarcity of fruit. Peaches are especially scarce, with a great demand for them. Very few peaches, in fact, hardly any, are coming to us from the Leamington district, and this affects the supply very much. Owing to the scarcity of small fruits such as strawberries and raspberries, the canning factories are taking all the peaches in sight, and that causes a scarcity as well as raising the price. Plums have been a fair crop. I think there will be plenty. Pears are not very plentiful. Grapes will be a good crop, and apples will be larger than last year. I do not look for any lower prices, especially in peaches."

* * *

The grocery firm of Langford & McKenzie, northeast corner of Piccadilly and Colborne Sts., has been dissolved, Mr. McKenzie continuing the business. Mr. Langford has secured a position in the office of Scandrett Bros., the Dundas street grocers.

* * *

President Harry Rauhan, of the Retail Grocers' Association, has been confined to his home by illness for a week or more, and though somewhat better, is still unable to get back to business.

* * *

The retail grocers are not yet satisfied with the way in which the by-law governing hucksters is being carried out, and a meeting of the association will be held next week to further consider the matter.

* * *

As a result of injuries sustained by James Palmer, a former employe of the McCormick Manufacturing Company,

through the falling of an elevator last April, the firm has been made defendants in a \$1,500 damage suit, which will be heard at the assizes, which open in this city on the 7th day of October.

MONTREAL.

Montreal, Sept. 27.—"The way a grocer treats children who are sent to his store will do him a whole lot of good, or a great deal of harm," said a friend of mine the other day, "and, unfortunately, there are a number who do not realize this as they should. The old wise heads, you will notice, if you have your eyes open in a retail store, will treat the little ones that come along just as well, in a different way, as they do the grown-ups. One's customers cannot always order groceries in person, and there are times when something is required at once, which cannot be delivered over the telephone, though it may be ordered that way.

"It is then the youngster of the house, or somebody else's kiddie, is sent to the grocery store. The customer expects that the child will be given the same treatment as she would receive herself, and it is a foolish storekeeper that disappoints her. The little one is not apt to mind being pushed aside and missing his turn, though he may, but if he is kept needlessly waiting for half an hour or so the housewife is very likely to form a new opinion of her favorite grocer, and it is not likely to be a very good one.

"Yes, the wise old grocer knows his business too well to neglect children. The youngsters are served in turn. They are treated like little men and women, which naturally makes them feel more or less important, and they are very anxious to "go to the store," and they always make straight for Brown's, where they are treated right."

* * *

Montreal grocers are awaiting with considerable interest the outcome of the next monthly meeting of the Retail Grocers' Association, which will take place Oct. 3. There has not been much said in official quarters about what will come up regarding the Retail Grocers' Association and the Federation, but the general opinion is that the officers of the Grocers' Association will have the present misunderstanding cleared up. Grocers are not pleased with the way matters have been going for the past while, feeling that they have had practically nothing to do with their own association. Their natural desire is that they be kept well posted on all that is happening.

* * *

One of the points the grocers feel sore about is the fact that they received no notification, according to one of the officers, of the recent meeting of the Federation at St. John. This officer said that since they were supposed to be part of the larger body, they should have been informed of the meeting, and should have had delegates in attendance.

As was announced in The Grocer a couple of weeks ago, the Montreal Retail Grocers' Association started off a new year with the old board of officials, with one exception. Last year's officers gave every satisfaction and deserve great credit. A. Laniel made a first-class president. He always has the interests of the grocery trade at heart, and cannot work too hard to help along his fellow grocers. He stands up for his rights, too, and any man who does that is fit to represent his fellow-men, for he will stick out for their rights also.

Messrs. Dore, Boileau, H. Laniel and Sarnazin, the other officers, all served the association well last year, and will give equally good service in 1907-08. Mr. Boileau, the new second vice-president, is widely known in retail grocery circles in the city.

* * *

Burglars entered the grocery store of Oscar Desjardins, 118 Bleury street, Sunday evening, and managed to get away with some \$200 worth of goods. They forced the front door, and when they got in, smashed things right and left in their search for booty.

QUEBEC.

For the past two or three weeks business has been continually improving in local grocery circles, and this steady gain in the volume of business is more than ever in evidence this week. Consequently wholesalers and retailers are very satisfied. A decline of a few cents has been registered during the week in rice, lard and almonds, but corn starch, preserves, olive oil, peas, salt, Mennier's and Fry's chocolates, and canned lobsters have advanced. Quotations of canned goods are firm on account of scarcity.

A good demand exists for grain and flour, and supplies are fairly well up with the trade. A marked advance is noticeable this week, and many dealers have evidently come into the market in order to get the advantage of the present prices, which are already expected to advance, although no large sales are reported. For the present, wholesalers sell at the following quotations: Oats, 57½c to 59c per 34 pounds; flour, straight roller, extra, \$4.25 per barrel; seconds, \$5.35 to \$5.50; Ontario patent, \$2.25 to \$2.30; oatmeal, \$1.40 to \$1.55; barley, \$2.10 to \$2.20; Indian corn flour, \$1.60.

* * *

The demand is much heavier for fish and prices are beginning to stiffen in response to inquiries. Fresh fish are scarce and an advance of \$3 for salmon has been registered. Present prices are: Salmon, No. 1, \$17; salmon, No. 2, \$16; salmon, No. 3, \$14.50.

The local market for country produce is still exceptionally good, and prices are advancing as a consequence. The present state of affairs is caused by the small supply arriving. Creamery butter has advanced a cent and a

half. It is 10c per pound. The price for fresh butter is from 22c to 24c per pound. Cheese is sold at 12c per pound. There is a scarcity of these shelled dozen, and 24c per dozen.

The fruit sales have been slow this week. The tomatoes, which were now quoted at the same decline, are sold at 10c per dozen.

Whether the market price of produce was discussed at a City Council meeting, most of the discussion was some aldermen and a sale of much dearest here.

Mayor G. L. Gauthier, in his report to the council, mentioned the erection of a new market, but the price had not been fixed. The master-General's report on the site, and a report by the Mayor did not mention the property, but might be sold. A decision will be made next Friday, October 3.

Considerable interest in the report on the site of the new market, which would be a great benefit to the city, stands, it is felt, demanding all as none are necessary, and against the features, in an assertion that this is for the grocer and vegetable cherries, grapes and nearer elsewhere, grocers have industry, it has any which the so many indirectly,

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half. It is quoted from 25c to 25½c per pound. The same advance is in evidence for fresh butter which is worth now from 22c to 23½c per pound. White cheese is sold dearer this week and cannot now be obtained at less than 12½c per pound. There is also a considerable scarcity of eggs on the market. Prices for these show an advance of a cent per dozen, and are now quoted from 23c to 24c per dozen.

The fruit market is much steadier, and sales have increased largely during the week. The only changes noted are for tomatoes, which declined ten cents, and are now quoted at 75c per box. The same decline is noted for grapes, which are sold at 30c per basket.

Whether Quebecers will have the privilege of purchasing their meat and market produce outside the city markets was one of the important questions discussed at the last meeting of the City Council, but no decision was arrived at. It is a well-known fact that most of the butchers would prefer to continue the present system. Quite a discussion arose on that question, and some aldermen remarked that in Montreal and other large cities where free sale of meats is allowed, the meat is much dearer, and that is what will happen here.

Mayor Garneau stated that for several months back efforts had been made to obtain a property suitable for the erection of a post office in St. Roch's, but the prices asked for the sites had been excessive. Hon. R. Lemieux, Postmaster-General, had suggested to his Worship that the city should give the site, and asked if the Jacques Cartier Market could not be secured. The Mayor did not favor giving away any property, but thought the market place might be sold.

A decision of the Council on those two important questions is delayed till the next meeting, which will be held on Friday, Oct. 18.

HAMILTON.

Considerable discussion has arisen over the report of Dr. Hodgetts regarding the canning factories in the Niagara district. The prevailing opinion among the grocery trade here being that it either went too far or not far enough. As it stands, it is certainly taken as condemning all the factories in the district, as none are specified. I think, if it was necessary, action should have been taken against the factories with unsanitary features, instead of making a sweeping assertion against all. It is well known that this section is the best in Canada for the growing and preserving of fruit and vegetables. Peaches, plums, pears, cherries, grapes, etc., are finer flavored and nearer perfection than those grown elsewhere, and as the growers and canners have invested large sums in the industry, it is a very serious matter to have any slur thrown on the manner in which the goods are handled. There are so many people interested, directly and indirectly, that anything happening to

the business means a great blow to the prosperity of the Niagara peninsula.

This once more brings us back to the association idea. No set of men in business to-day are so well fitted to aid the Government in enforcing the Pure Food laws as the grocers of the country, and the sooner they are organized and take a personal interest in the matter the sooner will the Pure Food Act become operative.

I trust Dr. Hodgetts will arrange his tour of inspection so as to cover the Niagara district in the immediate future, while the factories are working on peaches and plums. A report now would greatly help the canners, as well as the grocers, in disposing of the pack of 1907.

STRATFORD.

During the past two or three weeks there has been an epidemic of burglaries in this city and in one or two cases the raiders have visited and tried to gain entrance to a couple of grocery stores.

In Montreal, the outcome of the next monthly meeting of the Retail Grocers' Association is being awaited with interest.

Read what Ingersoll says on the manner in which fruits are disposed too close to the sidewalk to allow them adequate protection.

Compare the Galt prices for produce with those prevailing in your own town.

Cha-ham is having some difficulty with her push-cart men.

Hamilton is interested in the publicity recently afforded the Niagara canning factories.

The market last Saturday was attended by one of the largest crowds of sellers and buyers that have turned out for some time past. Produce also was very plentiful, and buying was brisk. Butter advanced. Wheat also has taken on a decided step, but it is in hay that the price has commenced to soar. This article has jumped from \$8.50 and \$12 a ton to \$14 and \$15 per ton. The increase is general, and is felt by merchants and others in the city.

Last Friday the town of Mitchell, about twelve miles from this city, was visited by a sugar famine. On that particular day there was not to be had a grain of good sugar in any of the stores for some hours, and householders right into the preserving had no little difficulty in doing down their fruits. Several of the stores were flocked with housewives in search of the granulated article, but it could not be had at any price. The situation was relieved late in the afternoon by the arrival of Mr. Martin, traveler for the Stratford Wholesale Grocery Co. In a short time there was ample quantities of sugar in

the stores, and the wants of the busy housewives were satisfied.

During the present fruit season the proprietors of grocery stores in this city, who are in the habit of "weighing in" goods as they are received, have frequently come across short weight, but they attribute this, not to the wholesalers, but to the method of transportation. Several baskets of fruit have been opened during the transportation to the city, and many smashed. There should be some better way to guard the shipments of fruit on the railways.

Grocers report the trade to have been exceptionally good during the past week, especially so in the fruit trade. The demand has been active, and, in the majority of cases, the supply has been met.

ST. CATHARINES.

The district that makes St. Catharines the centre of trade is valuable in many respects. Rich lands, principally used for the cultivation of fruits and vegetables, make this city an important factor in trade and commerce. The present conveniences of shipping fruit by the Niagara, St. Catharines and Toronto Railway to Port Dalhousie, thence by steamer to Toronto, or to Niagara Falls on the main line of that railway, connecting with the Michigan Central and Pacific Railways or by the Grand Trunk Railway to points east and west, are becoming a boon to the shipper. The firm of James and William Tetterington is the principal one for shipping fruits from this point and they make large consignments to Manitoba and other points in the far West, as also supplying customers elsewhere. John J. Fee, another shipper, confines his business principally to the apple trade. When the season arrives Mr. Fee not only purchases apple orchards in this section, but he, with experienced packers, goes to Bruce and Grey counties and ships his stocks principally to the English market.

The grape crop will be a good one if no untoward circumstance occurs, such as frosts or damp weather, causing mildew. Outside of this there is a bright prospect for a more than bountiful supply of choice fruit.

The tomato crop promises to be a good one if frosts keep off. Fruit and vegetables are now coming rapidly into the canneries, of which there are five in St. Catharines.

Speaking of glassware, crockery and china, there are a few stores in St. Catharines that carry stock of this nature. The merchant who makes one of the finest displays of these classes of goods is ex-Alderman James T. Petrie. He has a fine pair of windows to display his stock, and as he has a general assortment of goods, including groceries and small wares, his window occasionally presents a varied appearance, and a passer by can hardly fail to be attracted by the sight.

Additional correspondence on page 51.

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RECIPROCAL DEMURRAGE.

Vexatious delays in the delivery of freight have led to the organization in the Manitoba capital a few months ago of the Winnipeg Jobbers' and Shippers' Association, through which the leading business men are making an earnest effort to find the proper remedy. The remedy which they favor is that now being advocated by boards of trade throughout the United States, and known as the Reciprocal Demurrage Law. Briefly stated, the agitation for this law grew out of a conviction that it is a poor rule that will not work both ways. When shippers are responsible for delay in loading and unloading cars they are forced to pay the company's demurrage charges. This is an absolutely fair and just rule, without which there would be many delays that could easily be avoided. But it is only natural that it should have occurred to someone to suggest that when the railways put shippers to inconvenience by long delays in the delivery of freight, the aggrieved parties should have some speedy and adequate compensation; in short, that there should be a Reciprocal Demurrage Law subjecting the railway companies as well as shippers and consignees to the payment of demurrage rates when delays occur. In the United States there are two

main features of the Reciprocal Demurrage Law which the boards of trade desire to have placed on the statute book. In the first place, they desire a provision subjecting the railways to penalties when they are unable to supply cars asked for at given points, and in the second place they ask for penalties when cars are not moved more than a certain number of miles per day when once en route. The former provision is probably unreasonable and it is not being emphasized by the Winnipeg Association. The time may come for such a provision, but it is felt that under existing conditions it would be unreasonable to press for its enactment. However, with the provision penalizing the railways for delays in forwarding freight already shipped, the Winnipeg Jobbers' and Shippers' Association are in hearty and enthusiastic accord, and they have asked the Railway Commission for a clause in all bills of lading providing as follows:

"That all goods shall be transported on an average for the entire journey of at least 100 miles on all main lines and 50 miles on all branch lines, per day of 24 hours; that all goods shall be forwarded and loaded within 24 hours after delivery to the company, and all goods to be unloaded by the company shall be placed for unloading within 24 hours after arrival at destination, Sundays and legal holidays to be excepted. When these conditions are not fulfilled the company shall make the consignee an allowance of \$1 per day for all carloads and one cent per 100 lbs.; maximum \$1 per day for all less carload shipments for every 24 hours or part thereof until the shipment is unloaded or placed for unloading at destination. Provided that nothing in this clause contained shall be constructed to deprive the owner or consignee of any rights to which he may be entitled under existing law in respect to the subject matter hereof, the foregoing allowances being intended by way of additional remedy."

It is contended that if there were proper handling of freight in terminal points there would be no difficulty in moving freight at the rate provided by the above clause. It is stated that cars are often allowed to accumulate in the railway yards through lack of motive power; that there is little care taken to insure that cars that have been longest delayed shall be the first to be sent on their journey. Usually these cars are not the most easily accessible, and trains are made up of cars that have been in the yards only a few hours, while cars that have been delayed for days or weeks are allowed to be delayed still longer.

It is true that there are regulations covering this point, but in the absence

of adequate penalties it is said by the shippers that the rule is honored more in the breach than in the observance. The Winnipeg Jobbers' and Shippers' Association argue that it is not unreasonable to ask the railways to move a car 100 miles per day on the main line or 50 miles per day on the branch lines, but after investigation of the experience of their members for some months, they show that the actual average is only 35 miles per day. They argue that the railway companies need more motive power and more effective supervision of cars in terminals, rather than an increased number of cars. If cars were moved at the rate provided for by the provision which the association desire to have enacted, one car would do the work of three at the present time.

The Winnipeg Jobbers' and Shippers' Association have the co-operation of nearly all the boards of trade in Western Canada in their endeavor to have this provision enacted.

LAW SUITS COSTLY.

It is announced that the cost of the case before the courts to settle the dispute between the steel and coal companies at Sydney amounted to about \$60,000, and the end is not yet, as the decision in favor of the Steel Company provides for an arbitration award on certain points, and even this settlement may be appealed and the case carried to higher courts. For every hour the court sat the case is said to have already cost \$1,000.

The case was purely a business disagreement, and in the light of events it would appear that the most sensible settlement would have been arrived at by an arbitration. The cost would have been much less and the results more satisfactory.

NEW WESTERN WHOLESALE CENTRES.

Portage la Prairie and other western towns and cities having laudable ambitions to become wholesale centres of importance, have recently been urging upon the Railway Commission the inequality of freight rates in the west, contending that there is discrimination in favor of Winnipeg. The Portage la Prairie Board of Trade presented a strong case before the commission last month, asking to be placed on an equality with Winnipeg as a wholesale centre. The secretary of the board and several of the leading business men of Portage la Prairie appeared before the commission, and the whole question was argued at length. The decision of the commission has not yet been announced, but there are well authenticated rumors

that the requests of the ambitious western city will be granted almost in their entirety.

Whether this be true or not, there can be no doubt that it is only a question of time until many of the western cities must be given advantageous through and distributing rates which will permit them to become important wholesale centres. Winnipeg has been the first western wholesale centre of importance, but the country is too big to allow it to have a monopoly. In the far west there are several cities of importance already. Calgary, Edmonton and Regina are rapidly growing in importance as wholesale centres and they will have many rivals.

"TO FEEDING RATS—\$25."

It is curious to reflect, occasionally, upon the number of common facts to which the average grocer gives little attention, and upon which his knowledge, if he possesses any, is superficial. How many grocers, for instance, have ever taken the trouble to estimate what it costs them to keep rats about their stores? To determine approximately the cost of each individual rat is not impossible, and it is instructive, for it adds one more item, unnecessary because avoidable, to the cost of doing business. How many grocers can show an entry in their cost book—"To feeding 50 rats, per annum, \$25"? There, then, must be many who are lucky to get off as cheaply as that.

It is estimated that a single rat will account for two ounces of wheat or corn in a day, and that the average cost of feeding one on grain for a year is about 50 cents. It is gratifying to learn, however, that being a pest whose uselessness is unredeemed by the smallest virtue, their presence in a store is as unnecessary as it is expensive. They are not difficult to get rid of if the right means are employed. The commonly accepted methods of destruction are five: Poisons, traps, ferrets, fumigation, and rat-proof construction of buildings. One of the most effective rat poisons known is barium carbonate, or barytes, possessing, as it does, two distinct advantages. In the first place, rats killed by this means usually take some time in dying and have generally left the building in search of water before this desirable consummation takes place.

Secondly, the very small quantity of this poison required to compass a rat's decease, precludes the possibility of its having any effect on dogs, cats or any large animals. This poison possesses a third advantage—simplicity. It may be spread on bread and butter or given in the form of a dough composed of one-fifth barytes and four-fifths meal, or it may be mixed with ordinary oatmeal. Water is the usual mixing medium.

A REMEDY REQUIRED.

The publicity recently accorded the Niagara canning factories has brought to light the existence of a peculiar anomaly in regard to the sanitary side of factory inspection. The Government inspector has jurisdiction over conditions regarding the safety and welfare of employes. If he or she, finds, say, a dangerous machine or an infraction of the Child Labor Law, the matter may be brought to the attention of the Department of Agriculture, to which he or she is responsible, and an improvement enforced.

In regard to sanitation, the situation is very different. In this case, the inspector's duties are not clearly defined. He may report any unsatisfactory conditions but the fact that the Department of Agriculture has no direct connection with the Health Department, prevents any action being taken.

Again, conflict between the authority of the local Boards of Health and the Provincial Health Department is another source of difficulty. The local Boards seem to have jurisdiction over concerns within their municipalities. They act, or are supposed to act, on the report of the local health inspector. It will be seen that there is room for considerable conflict between the reports of the local and provincial inspectors. Beside these difficulties, it is quite obvious that there is overlapping and duplication in inspection as well as in the matter of control.

Under these circumstances the work can never be satisfactorily performed. The remedy seems to be in a thorough definition of the offices and powers of the Local and Provincial Health Boards. Dr. Hodgetts, referring to the matter in the Sanitary Journal for 1906, suggests that the responsibility of local factory inspection be placed on the local health authorities, leaving the general supervision and inspection to Provincial officials, who, to increase the scope of their usefulness, should be inspectors of this Board. The suggestion seems to provide a satisfactory remedy for the present unsatisfactory condition.

GOOD TRADE LOGIC.

In the course of a conversation with a traveling man, writes F. A. Parker, the salesman said: "Whenever I go into a town and find a man there who has been a customer of one of our competitors for years, I at once lay plans to land him as a customer of my house, because I know he is a good customer

for any house. He will, in nearly every instance, tell me that there is no use talking to him, as he has been buying all his goods of that particular house and has no reason for changing. I generally tell him that he is exactly the kind of a customer I want, for, if I can show him it is to his advantage to give me his business, instead of to the customary house, he will then be as loyal to my house as he now is to a competitor.

"I may not get my man for a year or so, but I eventually get him, and when I do, I know he will be with us for years, and we will get all his business, either by mail or when I go to his town, for he is a sticker."

PRICES GOING TOO FAR.

In some sections of the trade the question has been raised as to whether manufacturers and producers are not going too far in advancing prices as they are. There is much dissatisfaction on the score of recent advances in food-stuffs such as is not noticed when the advances are absolutely necessary, and the cause is more or less apparent to the casual observer. The discontent is not general, but it is deep where it prevails. Some have a trade which will pay any price for goods purchased, and these do not care whether prices remain stationary or perform sky rocket feats, but on the other hand there are those whose customers cannot afford to pay above a certain price, or who will not pay high figures, and once the limit is reached business falls off.

It is the latter class who complain. In their opinion manufacturers and producers are going too far. They see no reason for such abnormal advances as have occurred during the past year or eighteen months in various grocery lines.

There can be no doubt but that the first sellers are warranted in putting up their prices in many instances. Take the California fruit situation, for instance. Packers have had to contend with difficulties galore. Crops have not been up to the mark in every instance. The price of tin has advanced materially; labor is scarce and high; box material has been advanced; it has been very difficult to obtain deliveries of packing material, and just as hard to secure cars for the transportation of goods.

It does not require a wonderful mind to see that an advance has been necessary here. But has such an advance as has taken place been warranted? Canned goods are high, tapioca is high, butter and cheese are high.

The greater percentage of foodstuffs cost a great deal more to-day than they did a year ago. Why? In nearly every instance where an advance has taken place there has been cause for a rise in the price, but can everyone who has advanced truthfully say that present quotations are fully justified by existing conditions? This may be an abnormal season. It looks like it. But prices cannot continue ascending indefinitely, while wages do not advance correspondingly, and the time will come when advances will be no longer sustained. Then something will happen.

CANADIAN CANNERS' FACTORIES SCRUPULOUSLY CLEAN IN EVERY PARTICULAR

The STAR-JOURNAL, St. Catharines, says of the Ontario Pure Food Co. factory, St. Catharines: "Cleanliness is a leading and evident characteristic of the establishment. The output of this factory is 'good enough for the tables of the best in the land.'

The STAR-JOURNAL, St. Catharines, says of the Simcoe Canning Co. factory, St. Catharines: "From every standpoint, the Simcoe Canning Co. is a credit to the city. The cleanliness of buildings, implements and machinery, the sanitary arrangements and the home-like accommodations provided for the operatives are a tribute to the foresight and business ability of the manager, Mr. Kidder. Any product of the factory can be safely used by the most fastidious, who will find it unsurpassed by that of any other factory on the continent." FROM THE STAR-JOURNAL, St. Catharines, Sept. 15, 1911.

The STAR-JOURNAL, St. Catharines, says of the L. M. Schenck & Co. factory: "It is the most modern establishment of the kind in the district. Nothing is

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L. M. Schenck & Co. factory : " It is the most modern
" establishment of the kind in the district. Nothing is
" left undone by the management to secure the comfort
" and well-being of the operatives, while the regulations
" as to cleanliness are strict and rigidly enforced. Every
" modern appliance in use in the largest and best
" factories in the world, are used in the canning depart-
" ment, and what was reported yesterday as to the
" cleanliness of the workers and of the canning process
" in other factories, holds good in the Schenck establish-
" ment."

OUR MOTTO : **"Cleanliness and Quality"**

Remember the brands, quality guaranteed, viz. :

"Aylmer," "Little Chief," "Auto,"
"Log Cabin," "Horse Shoe," "Kent,"
"Lynnvalley," "Maple Leaf," "Lion,"
"Thistle," "Grand River," "White Rose."

Read carefully full particulars on pages 49 and 50

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Fish—Revised.
- Flour—Advanced 20 cents.
- Rolled Oats—Up.
- Teas—Very firm.
- Dairy Produce—Firm.

Montreal, Sept. 26.

Fall business is gradually picking up all over Canada, and the district in and around Montreal is not behind other sections of the country in this respect. The very high prices which rule in some lines are affecting orders, but this is nothing more nor less than might be expected.

The high prices asked for flour and rolled oats are worthy of particular note. There is talk in some sections of an attempt to corner the oat crop, and from the way prices are being shot up, it would seem as though something of this sort were being done. Flour is higher than it has been for months.

Teas continue very scarce, and the market rules firm. China Young Hysons are up another cent. Japans are as scarce as ever. Prices on corn and tomatoes are not yet out, but are expected shortly. One packer expects to put up pretty near a full pack of both lines. Syrups are in good demand. Sugars are quiet. Valencia raisins are easier. Sultanas are now quoted. Currants are firmer.

Collections are average. Some firms are quite satisfied with the money coming in, but others feel that the amount arriving is not nearly up to the standard.

As it stands to-day the tea situation is a puzzling one to those in the business. Where to secure tea with which to fill orders booked is a bigger problem than most of the tea men feel able to solve. Aside from orders booked already, the demand for teas which are unobtainable, is something wonderful. The very lowest price at which Japans are obtainable is around 18c and 19c. The quality is very poor, though, merchants not caring to put these teas out for sale as their regular 25-cent line. Receipts of fannings, siftings, and dust here are practically nil, the States having gobbled up everything. China Young Hysons are up another cent and hard to secure, stocks being extremely low. Ceylon and Indian greens are scarce and firm. In blacks, a few lots of the cheaper grades are obtainable at figures a trifle lower, but the better lines cost more.

Choicest.....	0 38	0 45
Choi e.....	0 32	0 37
Japans—Fine.....	0 27	0 32
Medium.....	0 22	0 27
Good common.....	0 20	0 22
Common.....	0 19	0 21
Ceylon—Prok n Orange Pekoe.....	0 20	0 38
Pekoes.....	0 17	0 20
Pekoe Souchongs.....	0 17	0 20
India—Pekoe Souchongs.....	0 16	0 18
Young Hysons.....	0 19	0 25
Ceylon green—Young Hysons.....	0 18	0 20
Hyson.....	0 18	0 20
Gunpowders.....	0 17	0 25

China greens—Pingsuy gunpowder, low grade.....	0 12	0 16
p-a leaf.....	0 19	0 27
pinhead.....	0 30	0 45

SUGAR—Demand for sugars has been but fair lately. Prices are steady, showing no inclination to decline or to advance.

Granulated, bbls.....	\$4 40
1-bbls.....	4 55
bags.....	4 35
Paris lump, boxes, 100 lbs.....	5 25
50 lbs.....	5 35
Extra ground, bbls.....	4 80
50-lb. boxes.....	5 00
25-lb. boxes.....	5 21
Powdered, bbls.....	4 60
50-lb. boxes.....	4 80
Phoenix.....	4 35
Bright coffee.....	4 30
No. 3 ye, low.....	4 27
No. 2 ".....	4 10
No. 1 " bbls.....	4 00
No. 1 " bags.....	3 95

COFFEES—Cheaper grades of Rios are easier, but the better coffees are firmer. Jobbers report a brisk trade.

Jamaica.....	0 12	0 20
Java.....	0 18	0 30
Mocha.....	0 19	0 25
Rio No. 7.....	0 8	0 09
Santos.....	0 09	0 11
Maracaibo.....	0 11	0 13
Roasted and ground 20 per cent. additional.....		

SYRUPS AND MOLASSES—Glucose syrups are selling freely in all parts of the country at unchanged prices. Molasses is moving slowly.

Barbadoes, in puncheons.....	0 27	0 32
fancy.....	0 32	0 33
extra fancy.....	0 35	0 35
in barrels.....	0 31	0 33
in half-barrels.....	0 34	0 34
New Orleans.....	0 22	0 35
Antigua.....	0 30	0 30
Porto Rico.....	0 40	0 40
Corn syrups, bbls.....	0 63	0 63
1-bbls.....	0 35	0 35
384 lb pails.....	0 03	1 75
25 lb pails.....	1 55	2 40
Cases, 2 lb tins, 2 doz per case.....	2 40	2 75
5-lb. " 1 doz.....	2 75	2 65
10-lb. " 1 doz.....	2 65	2 65
20-lb. " 1 doz.....	2 65	2 65

FOREIGN DRIED FRUITS AND NUTS—Since last report there has been another advance in currants, which are to-day 3s. 6d. above lowest point, with a market which is still excited. Valencia raisins are cheaper, there having been a drop which is equal to 1/2c a pound. Sultana raisins, which are now on the water, are being quoted on about the following basis, retailers' price: 3er.; 10 1/2c; 4er., 11 1/2c; and 5er., 12 1/2c. Owing to rains, the crop is said to be only 4,000 tons, against 10,000 tons expected. Reports from California are to the effect that the fruit out there is curing quite satisfactorily, and shipments are likely to be somewhat earlier than at first expected. Figs have been advanced 1/2c lb. all round, owing to rains. Because of the advance, figs for October delivery, will cost more than those which were ordered for September shipment, though, generally, the reverse is the case. No new date prices are out, but they are expected in October. Hallowis are reported 50 per cent. of last year's crop, and as a consequence, it is likely prices will be higher. Khadrawis and Sairs are likely to be about the same crop as last year, and prices will probably open about the same as they did last season. Tarragona almonds are 1/2c lower. Stock

to arrive is quoted around 12c to 13c, while spot brings about the same. Filberts are 1/4c to 1/2c easier, New Yorkers being anxious to clean up the old stuff before new crop arrives. Shelled walnuts are away up, there having been another advance of 1c. Peels are opening very high, as much as 20c now being demanded for citron, which a short time ago was but 18c. Lemon and orange peel are around 9c and 10 1/2c.

Valencia Raisins—		
Fine off-stalk per lb.....	0 08	0 08
Selected, per lb.....	0 8	0 09
Layers, ".....	0 8	0 09

Dates—		
Hallowes per lb.....	0 04	0 04
Sairs, per lb.....	0 08	0 03
Packages ".....	0 05	0 06

California Evaporated Fruits—		
Apricots, per lb.....	0 30	0 18
Peaches, ".....	0 18	0 16
Pears, ".....	0 16	0 16

Malaga Raisins—		
London layers.....	2 25	3 00
"Connoisseur Clusters".....	1 07	1 07
"Royal Buckingham Clusters," 1/2-boxes.....	1 37	1 37
"Excelsior Window Clusters".....	4 50	5 50
"s.....	1 50	1 50

California Raisins—		
Fancy seeded 1-lb pkgs.....	0 13	0 13
Choice seed d. 1-lb. pkgs.....	0 12	0 12
Loose muscatels 3 crown.....	0 11	0 12
" 4 crown.....	0 11	0 11

Prunes—		
30-40s.....	0 07	0 07
40-50s.....	0 08	0 09
50-60s.....	0 08	0 09
60-70s.....	0 08	0 09
70-80s.....	0 08	0 09
80-90s.....	0 08	0 09
90-100s.....	0 08	0 09
Oregon prunes (Italian style), 60-70s.....	0 07	0 07
" 80-90s.....	0 07	0 07
" 100-120s.....	0 05	0 04

Currants—		
Filiatras, uncleaned, barrels.....	0 07	0 08
Fine Filiatras, per lb., in cases.....	0 08	0 08
" cleaned.....	0 08	0 08
" in 1-lb cartons.....	0 03	0 09
Finest Vostizzas ".....	0 08	0 08
Amalias ".....	0 08	0 08
" 1 lb. packages.....	0 08	0 08

Sultana Raisins—		
Sultana raisins, per lb.....	0 10	0 13
" 1-lb cartons.....	0 10	0 15

Elem Table Figs—		
Six crown, extra fancy, 40-lb. boxes.....	0 08	0 09
Four crown, fancy, 10-lb. boxes.....	0 06	0 07
Three crown.....	0 06	0 06
Glove boxes, fine quality, per box.....	0 07	0 08
Fancy washed figs, in baskets, per basket.....	0 15	0 18
" pulled figs, in boxes, per lb.....	0 15	0 20
" stuffed figs, " box.....	0 25	0 30

SPICES—Demand is fair at unchanged prices.

Peppers, black.....	Per lb.	0 16	0 20
white.....	0 25	0 31	
Ginger, whole.....	0 16	0 20	
Cochin.....	0 17	0 20	
Cloves, whole.....	0 20	0 30	
Cream of tartar.....	0 25	0 32	
Allspice.....	0 12	0 18	
Nutmegs.....	0 30	0 55	

EVAPORATED APPLES—Ten cents is asked for any evaporated apples which are being sold these days, but except for the little business being done with the lumber people, there is not much interest displayed in the line.

BEANS—Beans are firm at quotations given below. Orders are fairly large and numerous. Soup peas are higher.

Choice prime beans.....	1 20	1 65
Soup pea, whole, bag 2 bushel.....	2 3	2 40

MAPLE PRODUCTS—Nominal prices are:

Pure maple syrup, bu
Compound maple syr
Pure Townships suga
Beauce County per l

RICE AN
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of note in the
B rice, in 10 bag lots
B rice, le-s than 10 l
C rice, in 10 bag lo
C rice in less than
Tapioca, medium pe

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Group No. 1 compr
"Canada First,
shoe" and "Au

Group No. 2 compr
"Lynnvalley"
"Thistle," and

Group No. 3 compr
"Globe," "J

Apples, standard,
" preserved,
" standard,

Blueberries—
2s, standard...
2s, preserved...
Gals., standard

Cherries—
2s, red, pitted,
2s, " not pit
Gals., red pitti
" not p
2s, black, pitte
2s, " not p
2s, white, pitte
2s, " not p

Currants—
Gals., red, solid
Gals., red, stan
2s, red preserve
2s, red, H.S.
2s, black, H.S.
2s, black, prese
Gals., black, str
Gals. " solid

Gooseberries—
2s, H. S.....
2s, preserved..
Gals., standard
Gals., solid pac

THE CANADIAN GROCER

Pure maple syrup, bulk, per lb.	0 06 1/2	0 07
Compound maple syrup, per lb.	0 04 1/2	0 05 1/2
Pure Townships sugar, per lb.	0 08	0 08 1/2
Beauce County per lb.	0 09	0 10 1/2

RICE AND TAPIOCA—Rice is normal, while there has been no change of note in the tapioca situation.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 7 1/2 0 08

CANNED GOODS

MONTREAL—Canners have not yet given out their prices on corn and tomatoes, and the late fruits, and it is needlessly to say that the grocery trade awaits action on the part of packers with considerable interest. The Montreal representative of one large house is in receipt of a letter which assures him that with one week more without frost the packer will be able to just about fill demands for tomatoes, while the writer also thought that prospects for corn and other lines were exceedingly bright. This report is a good deal more optimistic than the general run of them, and to hear the like of it is truly encouraging. But meanwhile things are running along in the same old way, no flurry in anything, the only interest displayed being that mentioned in the foregoing—the anticipation of the new lists.

TORONTO—The canned goods situation was summed up the other day as "strong in price and poor in prospect." Prospects for corn and tomatoes appear to grow poorer every day. The latest estimate for tomatoes is 30 per cent., but this is probably unwarrantably pessimistic. All fruits will be short, peaches and pears especially. Plums will probably turn out better than many expect. The crop has been unexpectedly heavy, and if an accurate estimate were obtainable of the proportion it has borne to a full yield, the result would probably be a surprise to many people. Grapes are said to be plentiful. All vegetables are very short.

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

FRUITS.		Group No. 1	Groups No. 2
Apples, standard, 3's	1 07 1/2	1 05	
" preserved, 3's	1 32 1/2	1 30	
" standard, gal.		2 95	
Blueberries—			
2's, standard	0 95	0 92 1/2	
2's, preserved	1 45	1 42 1/2	
Gals., standard		4 50	
Cherries—			
2's, red, pitted	2 27 1/2	2 25	
2's, " not pitted	1 77 1/2	1 75	
Gals., red pitted		8 90	
" " not pitted		7 40	
2's, black, pitted	2 27 1/2	2 25	
2's, " not pitted	1 77 1/2	1 75	
2's, white, pitted	2 42 1/2	2 40	
2's, " not pitted	1 92 1/2	1 90	
Currants—			
Gals., red, solid pack		7 65	
Gals., red, standard		5 40	
2's, red preserved	2 12 1/2	2 10	
2's, red, H.S.	1 92 1/2	1 90	
2's, black, H.S.	2 02 1/2	2 00	
2's, black, preserved	2 25	2 22 1/2	
Gals., black, standard		5 90	
Gals. " solid pack		8 40	
Gooseberries—			
2's, H. S.	2 27 1/2	2 25	
2's, preserved	2 50	2 47 1/2	
Gals., standard		6 75	
Gals., solid pack		8 75	

Lawtonberries—		
2's, H.S.	2 27 1/2	2 25
2's, preserved	2 52 1/2	2 50
Gals. standard	7 77 1/2	7 75
Peaches—		
1 1/2's, yellow (flats)	1 72 1/2	1 70
2's, yellow	2 25	2 25
2 1/2's, yellow	2 65	2 62 1/2
3's, yellow	3 25	3 25
3's, yellow (whole)	2 42 1/2	2 40
2's, white	1 77 1/2	1 75
2 1/2's, white	2 55	2 52 1/2
3's, white	2 75	2 72 1/2
3's, pie	1 32 1/2	1 30
Gal., pie, peeled	4 67 1/2	4 65
Gal., pie, not peeled	3 72 1/2	3 70

Pears—		
2's, Flemish Beauty	1 67 1/2	1 65
2 1/2's, Flemish Beauty	2 02 1/2	2 00
3's, Flemish Beauty	2 17 1/2	2 15
2's, Bartlett	1 82 1/2	1 80
2 1/2's, Bartlett	2 22 1/2	2 20
3's, Bartlett	2 37 1/2	2 35
3's, pie, not peeled	1 32 1/2	1 30
Gal., pie, peeled	4 22 1/2	4 20
Gal., pie, not peeled	3 42 1/2	3 40

Pineapple—		
2's, sliced	2 02 1/2	2 00
2's, grated	2 12 1/2	2 10
Pure maple syrup, bulk, per lb.	0 06 1/2	0 07
Compound maple syrup, per lb.	0 04 1/2	0 05 1/2
Pure Townships sugar, per lb.	0 08	0 08 1/2
2 1/2's, whole	2 82 1/2	2 80
Florida 2's sliced or grated		2 60
Singapore, 1 1/2's, sliced		1 50
" 2 1/2's, whole		2 30

Plums, Damson—		
2's, light syrup	1 20	1 17 1/2
3's, light syrup	1 72 1/2	1 70
2's, heavy syrup	1 35	1 32 1/2
2 1/2's, heavy syrup	1 67 1/2	1 65
3's, heavy syrup	1 91 1/2	1 85
Gal., standard	3 37 1/2	3 35

Plums, Lombard—		
2's, light syrup	1 25	1 22 1/2
3's, light syrup	1 75	1 72 1/2
2's, heavy syrup	1 40	1 37 1/2
2 1/2's, heavy syrup	1 72 1/2	1 70
3's, heavy syrup	1 97 1/2	1 95
Gal., standard	3 37 1/2	3 35

Plums, greengage—		
2's, light syrup	1 30	1 27 1/2
2's, heavy syrup	1 45	1 42 1/2
2 1/2's, heavy syrup	1 77 1/2	1 75
3's, heavy syrup	2 20	1 97 1/2
Gal., standard	3 37 1/2	3 35

Plums, egg—		
2's, heavy syrup	1 72 1/2	1 70
2 1/2's, heavy syrup	2 00	1 97 1/2
3's, heavy syrup	2 32 1/2	2 30

Rhubarb—		
2's, preserved	1 77 1/2	1 75
3's	2 52 1/2	2 50
Gal., standard	3 5 1/2	3 50

Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12 1/2	2 10
2's, H. S.	2 2 1/2	2 25
2's, preserved	2 52 1/2	2 50
Gals., standard	7 77 1/2	7 75
" solid pack	10 52 1/2	10 50

Raspberries, Black—		
2's, black, H. S.	2 27 1/2	2 25
2's, preserved	2 42 1/2	2 40
Gals., standard	7 77 1/2	7 75
" solid pack	10 52 1/2	10 50

Strawberries—		
2's, heavy syrup	2 27 1/2	2 25
2's, " preserved	2 52 1/2	2 50
Gals. " standard	7 77 1/2	7 75
Gals. " solid pack	10 52 1/2	10 50

VEGETABLE

Asparagus—		
2's, tips, California	3 77 1/2	3 75
2's, Canadian	2 80	2 77 1/2
Beets—		
2's, sliced, sugar and blood red		1 10
2's, whole, " "		1 00
3's, sliced, " "		1 35
3's, whole, " "		1 25

Beans—		
Fancy brands	1 32 1/2	1 30
3's, golden wax	0 92 1/2	0 90
3's, " "	1 37 1/2	1 35
Gals. " "	4 02 1/2	4 00
2's, refugee or valentine (green)	0 92 1/2	0 90
2's, crystal wax	1 02 1/2	1 00
Red kidney, 2's	1 17 1/2	1 05
Lima 2's	1 32 1/2	1 30

Corn—		
2's	0 92 1/2	
Gal., on cob		4 65

Carrots—		
2's	0 97 1/2	0 95
3's	1 07 1/2	1 05

Cabbage—		
3's	0 92 1/2	0 90

Cauliflower—		
2's	1 47 1/2	1 45
3's	1 87 1/2	1 85

Parsnips—		
2's	0 97 1/2	0 95
3's	1 07 1/2	1 05

Peas—		
1's, extra fine sifted	1 07 1/2	1 05
2's, standard	0 92 1/2	0 90
2's, early June	1 02 1/2	1 00
2's, sweet wrinkled	1 07 1/2	1 05
2's extra fine sifted	1 37 1/2	1 35
Gals., No. 4	3 72 1/2	3 70

Pumpkins, 3's	0 95	0 92 1/2
Gal.	3 12 1/2	3 10

Spinach—		
2's	1 52 1/2	1 50
3's	2 12 1/2	2 00
Gals.	5 17 1/2	5 15

Squash—		
3's	1 20	1 17 1/2
Gal.	3 52 1/2	3 50

Tomatoes—		
2's	1 00	0 97 1/2
3's, all kinds	1 20	1 17 1/2
Gals. all kinds	3 62 1/2	3 60

ONTARIO MARKETS.

POINTERS—

- Canned Goods—The feature.
- Sugar—Heavy consumptive demand.
- Plums—Disappearing.
- Potatoes—New Brunswick arrivals show heavy percentage of rot.

The wholesale grocery markets report a satisfactory volume of business for the past month. Canned goods have probably been the feature, there having been a heavy demand for all lines of which there was any supply. The old pack is now about cleaned up, though. Some small stocks of one or two lines are still held. The sockeye salmon pack is by long odds the worst in the history of the industry. It is safe to say that on the Fraser River, at any rate, the pack this year totalled less than half the pack of the leanest season hitherto experienced, and the northern rivers showed results that were little better. All this, of course, is now an old story, but it is a question whether the average retailer realizes what he is going to be up against in this respect. It would seem almost unnecessary to urge every grocer who has any salmon in stock to be very sure of his ground before he lets go of it.

The sugar situation remains about unchanged, except, perhaps, for an increased demand for refined, consequent upon the heavier arrivals of plums and peaches. The market is very strong and though no advance is actually looked for, is more likely to go up than down.

TEA—Business is quiet, even the cheap grades, stocks of which are getting very scarce, finding less favor than formerly. Japans are hard to get, but the demand is only nominal, and little interest is being shown in this direction. On the London market the total offerings of Indian to September 12 were 211,211 packages (including South Indian teas since August 1), as against 216,908 last year. Offerings of Ceylons have also been smaller than last year, 912,269 packages, as against 960,851 for comparative periods since January 1.

Advices from London, dated August 12, say:

"Demand continues to broaden on the lines noted last week and with a wider range of values there has been a noticeable tendency to pay more attention to quality—a feature which was lacking so long, as the quotations for common re-

THE CANADIAN GROCER

mained at an unnaturally high level. The strong enquiry latterly prevailing for fine descriptions has gradually been extended to good medium sorts, and although, so far, little movement in price has taken place, the change where apparent has been in favor of sellers, thus paving the way, it is to be hoped, for a more healthy state of trade throughout the country. It is becoming evident that the supply of fine tea from India will be smaller than usual, and from the deterioration in character of latest arrivals, the enquiry for good liquoring parcels should materially increase during the next few months.

"A noteworthy and satisfactory feature of last month's board of trade returns, is the fact that re-exports to markets other than Russia were, on the whole, well maintained, the actual quantity being 2,890,000 pounds, against 3,010,000 pounds in 1906. The falling off of nearly 800,000 pounds in the shipments to Russia must be put down to the increased trade, via., the Siberian Railway, for figures show that this deficiency was more than covered by the exports direct."

COFFEE—Locally the situation is quiet and about unchanged. The world's visible supply was 16,004,313 bags on Sept. 1, compared with 16,075,812 on Aug. 1, and 10,756,653 on Sept. 1, a year ago. Stock in the United States, of all kinds, were 3,862,690 bags on Sept. 1, 3,933,190 a month ago, and 3,190,701 on Sept. 1, 1906. Stock Brazil's in New York, on Sept. 18, were 3,499,399 bags. Total Brazils in the United States were 3,570,363 bags. Deliveries of Brazils for the week ending Sept. 14 were 14,115,263 bags, as against 83,345 bags last year. Receipts of Brazils for the week ending Sept. 18 were 40,056 bags.

Willett & Gray say of the coffee situation: "The supplies of Brazil coffee visible for this country are 600,000 bags larger than same time last year, but just about equal to those of two years ago, so that the many parties who have been enquiring about the heavy surplus from last season's crop, fail to find it in the United States. Turning to Europe, however, the actual stocks in the seaports are now 4,500,000 bags larger than the same time last year, but this surplus is part of the Government holdings kept out of the market.

"So far, receipts of the currant crop are 450,000 bags less than the same time two years ago in the 10¼ million crop, the logical comparison. In the month of July, the receipts were almost entirely old crop, but since the latter part of August the receipts are wholly of new crop coffee, so that it is difficult to form a judgment on the real size of the current crop from the receipts up to now. However, the crop movement up to date is still the smallest in nine years for Rio and Santos together, and during that period there were four crops whose total was around 10 million bags.

"Regarding the growing crop the information given out is that the prospects

are unfavorable for the second flowering in Rio as well as Santos."

SUGAR—Unexpectedly heavy arrivals of plums and peaches have brought about an increased consumptive demand for refined, and lent considerable strength to the general tone of the market. Prices remain unchanged, but the situation is stronger than it has been for some time, and it is not unlikely that an advance may occur in the near future. Word comes from New York that "the outlook is for a steady refined market, with contracts safe from decline."

Willett & Gray, in a general review of the situation in raws, say:

"During the week under review the raw sugar market has been steady and firm in the United States. Offerings have been limited and have found ready buyers at full quotations, the business being on the basis of 2½c. e & f. for 94 degrees test centrifugals, 2 9-16c. e. & f. for 95 degrees test and 3.95 per lb. 96 degrees test, duty paid. At the close there are buyers at the same basis.

"Java sugars afloat are held at from 10s. 6d. to 10s. 7½d. c.i.f., equal to 3.97 to 4c. duty paid, and for October shipments at 10s. 6d. e. & f. (4d. duty paid), but no sales are reported, being slightly above buyers' views.

"European markets have fluctuated on

LAST MINUTE PROVISION MARKETS.

Montreal, Sept. 26.

BUTTER—Tone firm. Prices maintained everywhere.

CHEESE—Steady market.

EGGS—Market firm. Demand good and receipts fair.

PROVISIONS—Situation is unchanged.

the sugar exchanges within narrow limits from 10s. to 9s. 10¼d. and closing at 9s. 11¼d., equal to 4.09 per lb. for 96 degrees centrifugals.

"Growing crop reports for the week were favorable for beets and slightly unfavorable for the Cuba cane crop, the latter needing more rain. It has already been decided by some estates having a large shortage of cane in the fields to sell the cane to other centrals and not run their machinery this season. This is an important indication of crop conditions in the Mantanzas district of the Island.

"It is too early yet, however, to give correct crop data. Some persons, however, are beginning to turn their attention to distant beet contracts as a possible speculation a little later on."

Estimated afloats to the United States from the Cuba and West Indies, 10,000 tons; Hawaii, 40,000 tons; Java, 180,000 tons; Peru, etc., 5,000 tons. Total, 235,000 tons, against 220,000 tons last year.

Paris lumps, in 50-lb. boxes	5 15
in 100-lb. "	4 85
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 45
Berlin granulated	4 40

Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10
Granulated and yellow, 100-lb. bags 1c. less than bulk	

MOLASSES AND SYRUPS—The market is quiet and steady at unchanged prices. Demand for molasses is steadily improving as the colder weather heralds the approach of winter, and corn syrups have not, so far, been markedly affected by the advanced prices.

Syrups—	
Dark	0 33
Medium	0 35
Bright	0 38
Molasses—	
New Orleans, medium	0 30
" " "	0 30
Barbadoes, extra fancy	0 40
Porto Rico	0 45
West Indian	0 30
Per case	
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " " "	2 75
10 " " " " "	2 65
20 " " " " "	2 60
Barrels	0 03½
Half Barrels	0 03½
Quarter	0 03½
Falls, 38½ lbs. each	1 75
" 25 "	1 25

Maple syrup—	
Gallons 6 to case	4 80
" 2 "	5 11
Quarts, 24 "	5 40
Pints, 24 "	2 90

DRIED FRUITS—The currant market has advanced steadily since the first direct steamer left Patras and Valencia raisins have declined in about the same proportion. The reason for this is probably to be found in the fact that Valencias are a far more speculative article than currants, being obtainable, as they are, from several different countries, whereas, Greece is the one and only source of supply for currants. The Bellona, the first direct steamer for Montreal from Patras, left Denia about the 20th and will hardly arrive in Montreal for another three weeks.

Late advices from the primary markets, say of currants: "Really sound fruit of the finer and choicer growths will be in good demand throughout the season, as the quantity of such fruit available is not sufficient to supply even the British demand."

An advance is reported in French prunes, owing to the shortage in the supply.

Prunes, Santa Clara—	
Per lb.	Per lb.
100-120s	0 06
90-100s, 50-lb boxes	0 36½
80-90s	0 08½
Note—25 lb. boxes ½c. higher than 50-lb.	

Candied and Drained Peels—	
Lemon	0 11
Orange	0 11
Peaches	0 18

Figs—	
Elemes, per lb.	0 08
Tapnets	0 03½
Bag Figs	0 04½

Currants—	
Fine Filigras	0 07
Patras	0 08
Uncleaned, ½c. less	

Raisins—	
Sultana	0 12½
" Fancy	0 05
" Extra fancy	0 05
Valencias, selected old	0 07½
Australian, new	0 08½
Seeded, 1-lb packets, fancy	0 11
" 16 oz. packets, choice	0 11
" 12 oz. "	0 09

Dates—	
Halfwoes	0 05
Sairs	0 04
Domestic evaporated apples	0 09

NUTS—Prices are unchanged. The market is quiet and little business is passing.

Almonds, Tarr
" Form
" shelle
Walnuts, Green
" Bord
" si
Filberts, per lb

SPICES
ling spice
prices high

Peppers, blk
" white
Ginger
Cinnamon
Nutmeg
Cloves, whole
Cream of tartar
Allspice
" whole
Mace
Mixed pickling
Cassia, whole
" ground

RICE A
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Prices are

Rice, stand. B.
Rangoon
Patna
Japan
Java
Sago
Seed tapioca
Carolina rice
Tapioca, mediu

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Calf skins, No. 1
" No. 1
Lamb skins
Horse hides, No.
Rendered tallow
Pulled wools, sup
" ext
Horse hair, per lb
Wool, unwashed
" washed
" rejections

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Mr. W. M
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Grocer with

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Sept. 26, 1907.)

Almonds, Tarragona, per lb.	0 15
" Formigetta	0 13 1/2
" shelled Valencia	0 32 1/2
Walnuts, Grenoble	0 12 1/2
" Bordeaux	0 10 1/2
" shelled	0 27 1/2
Filberts, per lb.	0 11

SPICES—The demand for all pickling spices is comparatively heavy and prices hold firm, though unchanged.

Peppers, blk.	0 16	0 20
white	0 25	0 30
Ginger	0 18	0 35
Cinnamon	0 35	0 45
Nutmeg	0 25	0 30
Cloves, whole	0 25	0 30
Cream of tartar	0 20	0 25
Allspice	0 17	0 22
Mace	0 17	0 20
Mixed pickling spices, whole	0 15	0 20
Cassia, whole	0 17	0 20
ground	0 20	0 22

RICE AND TAPIOCA—The demand for tapioca continues, and at the present rate of consumption, it is possible that present stocks will be exhausted before the arrival of the next consignment. Prices are very firm.

Rice, stand. B.	0 03 1/2	0 03 1/2
Rangoon	0 03 1/2	0 03 1/2
Patna	0 05	0 06
Java	0 05 1/2	0 06 1/2
Sago	0 05	0 06
Seed tapioca	0 08	0 08 1/2
Carolina rice	0 10	
Tapioca, medium pearl	0 08	

EVAPORATED APPLES—Very little of this line has been bought by the wholesale trade, and prices, though more or less nominal, may be considered firmer. The situation seems to be that everyone is waiting for lower prices, and that holders and manufacturers are trying to keep the price up. It is difficult to prophesy what success they are likely to meet with. Present quotations are about as under:

Evaporated Ap. les.	0 10
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BEANS—White beans are said to be very short, probably not over two-thirds of last year's crop, which itself was below the average. The quality, however, is reported excellent.

Beans, hand picked, per bush	1 75	1 80
" prime No. 1	1 75	1 80
" Lima, per lb.		0 07

HIDES AND WOOL—Some of the tanners have shut down, and others are working just enough to keep steam in their pipes. The situation is regarded by the local dealers as unprecedented. Country hides are one-half cent lower this week, and horse hides are slightly easier.

Hides, inspected, cows and steers, No. 1	0 08	
" No. 2	0 07	
Country hides, flat, per lb., cured	0 06	
Calf skins, No. 1, city	0 12	
" No. 1, country	0 11	
Lamb skins	0 55	0 65
Horse hides, No. 1	2 75	3 00
Red-dyed tallow, per lb.	0 05 1/2	0 06
Pulled wool, super, per lb.	0 23	
" extra	0 25	
Horse hair, per lb.	0 28	0 30
Wool, unwashed	0 12	0 13
" washed	0 22	0 23
" rejections	0 16	

See a well-dressed window, and you will see people looking in it.

Mr. W. M. Hood, Winnipeg manager of the Blue Ribbon Tea Co., who is attending the sessions of the Manufacturers' Association this week, honored The Grocer with a call on Wednesday.

General grocery business continues active and it is likely that fall trade will show a satisfactory total on the books of the wholesale houses. Some districts are suffering in an unfavorable year but, taking the country as a whole, the condition of business is quite satisfactory.

A number of advances will be noted this week. Salt is 10c higher. Jams and marmalades are advancing. Practically all cereals are selling at higher prices. Starches have been advanced 1/2c per pound. Corn syrups have been advanced. Owing to a change in tariff classification a number of lines of imported canned fish, notably kippered herring, herring in tomato sauce, and fresh herring in flat tins, have been advanced 25c to 30c per dozen. Formerly these lines were admitted on payment of 17 1/2 per cent. duty, but they have been placed under a different classification by department regulation, and the duty is now 3 1/2 cents per tin. Hence the advance in price.

CANNED GOODS—Owing to the general advance in prices this fall, sales are not quite so brisk as a year ago. Nevertheless, the wholesale houses are having difficulty in getting sufficient supplies of several lines. Quotations are:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz.	1 29 1/2	1 27
gallons, per doz.	3 47 1/2	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41 1/2	2 39
Currants New—		
2's, red, heavy syrup, per doz.	2 19	2 14
2's black	2 19	2 04
Gooseberries New—		
2's, heavy syrup	2 31 1/2	2 29
Lawtonberries New—		
2's heavy syrup	2 41 1/2	2 31
Peaches—		
2's yellow flats	2 30	2 27 1/2
3's	3 12	3 09 1/2
Pears—		
2's, F.B.	1 81 1/2	1 79
3's	2 39 1/2	2 37
2's Bartlett's	1 96 1/2	1 94
3's	2 59 1/2	2 57
2's Globe, light syrup	1 51 1/2	1 49
Plums—		
2's Damson, 1 s.	1 34	1 31 1/2
2's Lombard, 1 s.	1 39	1 37 1/2
2's Greengage, 1 s.	1 44	1 41 1/2
2's Egg, heavy syrup	1 86 1/2	1 84
Raspberries—		
2's red, light syrup	2 26 1/2	2 24
2's black, heavy syrup	2 41 1/2	2 39
Pineapples, whole, 2 lb., per case		3 65
" sliced, 2 "		4 5 1/2
" grated, 2 "		3 85
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz.	1 65	
1-lb.	2 20	
4-oz.	4 75	
5-lb. tins, each	0 59	
7-lb.	0 80	

VEGETABLES.

Beans (new) per dozen—		
golden wax	1 06 1/2	1 04
refugee	1 06 1/2	1 04
" crystal wax	1 16 1/2	1 14
" red kidney	1 21 1/2	1 19
lima	1 46 1/2	1 44
Corn—		
2's	2 13	2 08
Peas (new) per dozen—		
(No. 4) 2's	1 06 1/2	1 04
(No. 3) 2's	1 16 1/2	1 14
(No. 2) 2's sweet wrinkle	1 21 1/2	1 19
(No. 1) 2's extra fine sifted	1 51 1/2	1 49
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 13	3 08
3's	4 09	4 04
gallon, per doz.	11 10	
Asparagus, per doz.	2 89	
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz.	1 25
" 2's	1 90
" 3's	2 60
Clark's 1 lb. plain, per case	2 25
" 2 "	1 80
" 3 "	2 25
" 1 " tomato sauce, per case	2 25
" 2 "	1 80
" 3 "	2 25
" Chili " " "	1 90
" " " " "	2 25
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey	3 30
" chicken, per doz.	3 30
" turkey	3 30
duck	3 30
Corned beef	2 65
" 2's per doz.	1 50
" 1's	
Roast beef	
" 1's, per doz.	1 50
" 2's	2 65
Potted meats, 1's, per doz.	0 55
Veal loaf 1/2 lb., per doz.	1 25
Ham loaf 1/2 lb.	2 50
" 1 lb.	1 25
Chicken loaf 1/2 lb.	2 50
" 1 lb.	1 85
Lunch tongue 1's	3 50
Sliced smoked beef 1-lb. tins, per doz.	3 65
" 1-lb. tins, "	3 10
Obipped " 1-lb. glass, "	3 35
" " 1-lb. tins, "	1 45
" " 1-lb. glass, "	2 50
Sliced bacon, 1-lb. tins, "	3 05
" 1-lb. glass, "	3 10
" 1-lb. glass, "	3 25
Lobsters (new) 1's, per doz.	2 30
" 2's	2 90
" 1's	4 00
Salmon (clover leaf)—	
1 to 4 cases, per case	7 61
5 cases and over	0 50

SUGAR—Quoted as follows:

Montreal granulated, in bbls.	5 00
" " in sacks	4 95
" yellow, in bbls.	4 60
" " in sacks	4 45
Wallaceburg, in bbls.	4 90
" " in sacks	4 85
Berlin, granulated in bbls.	4 80
" " in sacks	4 85
Icing sugar in bbls.	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls.	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls.	5 95
" " in 1-bbls.	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—Corn syrups have advanced and new quotations will be noted below. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 60
" " 10-lb tins, per 1 "	3 80
" " 20-lb tins, per 1 "	2 85
" " 1 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2-lb tins, per 2 doz case	3 10
" " 5 " " 1 "	3 60
" " 10 " " 1 "	3 30
" " 20 " " 1 "	3 20
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
" " 1/2 gal. bts., each	0 33
" " 1/2 gal. bts., each	2 25

COFFEE—Whole green Rio is quoted at 8 1/2c and roasted at 11 1/2c. Ground roasted sells at 12 1/2c. The market is reported weak.

Whole green Rio, per lb.	0 08 1/2
" roasted " per lb.	0 11 1/2
Ground roasted Rio	0 12 1/2
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

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 08 1/2
" " 28 "	0 08 1/2
" " 12 oz pkgs., per doz.	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal. pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz.	2 00
" " 20 "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00

**SOME THINGS
TO DO IN
OCTOBER**

A few timely suggestions for the retailer who wants to increase his business.

The majority of grocers it is to be hoped, have long 'ere this started to make their plans for what to do next month. Others, it is to be feared, have not given the matter more than a passing thought, if, indeed, they have accorded it that much attention. Yet it is a subject which will wonderfully repay a little careful planning, and it is as much with a view to stirring into action those whom, it is to be hoped, constitute the minority above mentioned, as of helping, with indication and suggestion, those in whose minds ideas have already shaped themselves, that the following hints are presented. It may be said at once that they are the outcome of many talks with different retailers, all of whom have adopted, or intend to adopt them, in their own business.

October is a month of possibilities. In it much can be done to increase trade that cannot be done in other months. October is, or should be, a good profit-taking month, and one in which a considerable amount of new business may be secured. The first week or two of October marks the end of the holiday season, and families whose trade for the last few months has gone to swell the account of some seaside or country store, are now returning to the city and settling down for the winter. Many a grocer is misled into thinking that it is hardly worth his while to pay any special attention to returning customers; that he will enjoy a monopoly of their trade, as usual, during the coming winter and spring, and that any special effort on his part towards making assurance doubly sure would just be so much time wasted which might be spent more profitably in other directions. The grocer who is after a larger trade, and means to get it, pursues a different policy. He recognizes what the other ignores, that customers are human, and as responsive to a little flattery and attention as the most pronounced egotist that ever lived. He takes care, first of all, to let all his patrons know that he is still doing business on the same old stand, and follows this up with the more pertinent information that his facilities for handling orders promptly and efficiently have been perfected and augmented during the slack summer season, and that every fresh year he is in business his increased knowledge enables him to buy his goods at a decreased price, of which, he does not fail to point out, his customers reap the benefit.

All this can be done by means of a neatly printed circular, which should

be either mailed, or delivered in person—not simply thrown inside the gate—or it may be imparted by word of mouth, which is the best way of all, if it can be accomplished. The average grocer has few customers whom he does not see occasionally in his store—few that is, who do their ordering, entirely by telephone, and a few polite enquiries as to how vacations have been spent, or a word or two on any conventional subject, of no special interest to anyone, but of considerable weight under these circumstances, goes a long way towards impressing a regular customer, or one who is placing an order for the first time, of the desirability of dealing with a man who takes some interest in her wants outside of the actual cash profit which may be expected to accrue to him from her custom. Sympathy, politeness, attention—these three—but the greatest of these is sympathy.

A great many new lines will be coming in next month, notably currants, raisins and all the Mediterranean fruits, and nuts. The grocer who wants to be posted might do worse than go down and have a chat with his wholesaler as to what prices may be expected, whether there is any likelihood of shortage in the supply, and what the situation is generally. It pays, occasionally, to do more than simply buy from hand to mouth, and though the average retailer cannot be expected to have the inside knowledge which is the prime requisite for successful speculation, he may, by keeping in moderately close touch with the situation, form his own views as to the advisability or the reverse of stocking up on new lines that are coming into the market. The habit of relying too much on other people's opinions is a bad one to cultivate. The men from whom a retailer is most likely to obtain information are mostly those who have their own axes to grind, and who frequently are not, alas, above grinding them on the nearest whetstone that happens to be handy. A pinch or two of salt, however, is often sufficient to render valuable, information that is intended to be misleading.

Spices are another line which merit special attention at this time of year. The pickling season is in full swing, and the demand for these lines is greater now for a few weeks than it is in all the rest of the year put together. The spice trade of the average retailer does not, and cannot, in the nature of things, amount to a great deal, but it is a line on which there is a good profit, and a

department of his business that cannot be neglected. A grocer may make or mar his reputation with his customers on spices alone. Purity here, as elsewhere, and everywhere, is the keynote of success. Keep pure spices, if you would keep your trade.

And another word of advice that is always in season: Don't neglect the window. The Grocer devotes every week a special department to this subject, and it is, therefore, superfluous to do more than touch upon the subject here. I think it is a fact that there are few grocers who do not realize the importance of well-dressed windows, but some of them are too lazy and others too busy (or, so they say), to devote much attention to this department of their business.

Looked at from a straight, common-sense point of view, the thing is self-evident. A woman passing a store is going to keep right on passing unless there is something about the store that arouses her interest and compels her to stop. If she stops, she's interested. If she's interested it is safe to say that she is in the market for some commodity or other—not necessarily the one which happens to be displayed in the window. Once she is open to conviction, she's lost—if the grocer knows his business—and when you have made the sale, reflect that it was the window that caused it, and put in a better one next week.

ALL FOR FUN.

"Do you keep good, honest goods here?" asked the fussy old man in the cafe.

"Well, sir," responded the waiter. "the whiskey's straight, all right, but, to be candid with you, I think the pretzels are crooked."—Cleveland Leader.

Statistical Boarder—Have you the remotest idea, for instance, what the world's supply of honey is?

Sentimental Boarder—Yes, sir. The world's supply of honey weighs exactly 116 pounds, and her name is—well, I'm not going to mention it in this crowd.—Chicago Tribune.

A traveler in the dining-car of a Georgia railroad had ordered fried eggs for breakfast. "Can't give yo' fried aigs, boss," the negro waiter informed him, "lessen yo' want to wait till we stops." "Why, how is that?" "Well, de cook he says de road's so rough dat ebery time he tries to fry aigs dey scrambles."—Life.

Mrs. Knowsitt—This is the second time you sent me this bill, and I paid it once.

The Grocer—That's the bookkeeper's fault, ma'am. He keeps his books by the double-entry system.

THE NIAGARA CANNERS.

(Continued from page 32.)

The Delhi factory, at Niagara-on-the-Lake, has Italians only in its employ this year, the manager stating that for various reasons he found them more satisfactory. The families—the Italians are always blessed with an abundance of children, who seem to be considerable of a nuisance—are housed in a row of tumbledown frame houses at some distance from the factory. These, of the tenement variety, are fairly roomy, but are not particularly pleasant as regards cleanliness. A busy little matron was in charge, who appeared to be most capable, but for some reason or other her services were desired at the factory that morning and the houses were left to shift for themselves.

In Conclusion.

The facts cited above will allow the reader to judge for himself concerning conditions in these canneries. Considered generally, the class of labor employed does not seem to be nearly so desirable as the Government report would lead one to believe. These Pollock and Italian women appear to be admirably clean, and conditions generally met with in regard to clothing, bedding, etc., would further impress this idea.

Here, in a word, seems to be the situation. The proprietors of these factories know that conditions in connection with the industry in this district are not ideal. They realize the situation and are trying, as rapidly as practicable, and reasonable, to remedy present conditions.

The fact that matters have improved so materially during the past year points to this. It seems altogether likely that they will continue to improve and that in three or four years the factories will be entirely free from any questionable conditions.

The fact should also be mentioned that every facility was allowed The Grocer's representative to inspect every feature of each of the factories in the district. In every case he was pleasantly received and made to feel that he was exceedingly welcome. In Hamilton, he called at the offices of the Canadian Canners, and through the kindness of the secretary, Mr. Innes, and the president, Mr. Nairn, was given a letter to the manager of every factory under the control of the company in the district, a fact which assisted materially in his tour of inspection.

NEW CROP VALENCIAS.

The first arrivals of new crop Valencia raisins were received by Davidson & Hay, Toronto, on Wednesday, September 25. The stock is fine, sound fruit, but a little small. This is, no doubt, due to the heavy rains which fell while a large proportion of the fruit was either ungathered or still on the drying grounds.

BEEN THROUGH THE MILL.


Circumstances alter salesmanship. The manager of a business who has been through the mill as a salesman and

still retains a memory of times gone by is the easiest manager to work under, and there is a very good reason.

He is not expecting impossible things. He knows that conditions are different as soon as you are out of the house, and sales are a good deal harder to make. He knows that when a customer comes to the house he has already decided to buy, and the salesman only has to assist in the selection and suggest other things as he goes along to build up the order, but once outside the house with an order book or a line of samples the shoe is placed on the other foot. It is the salesman who is then looking for business, and not the customer looking for goods. The customer then declares he is full up on everything, and it is up to the salesman to pry loose an order for a small bunch of odds and ends if he cannot get nothing better.

The manager who meets a customer in the house and books a big order sometimes feels that a salesman should do equally well when out looking for orders. He fails to realize that his man came to him especially to buy, and that when the salesman found the same man he found him engaged in selling goods and his mind was not already made up to buy, in fact, it was on other subjects entirely.

The manager who inherits his job, and does not grow into it, sometimes fails to grasp these little points of difference.—Grocery World.



**Throwing
Away
Money**

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

VALENCIA RAISINS

Still selling "**Fine Selected**" and "**Fine Off Stalk**," to arrive by first steamer via Liverpool. Very few remaining unsold.

OLD HOMESTEAD CANNED GOODS

Factory reports short pack on many lines. If you want to get in, send your orders **at once**.

S. J. CARTER & CO.
Wholesale Grocers
58 McGill St., Montreal

**The Grocery Clerks
Are Getting Wise**

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

(ADVERTISEMENT.)

SCRUPULOUSLY CLEAN IN EVERY DEPARTMENT

Such Was the Condition Found by the Star-Journal in the Pure Food and Simcoe Canning Factories To-day, While Sleeping and Living Accommodation for Employes Could Not Be Excelled in Such Institutions.

Provincial Medical Health Officer Hodgetts and Dr. Bell, through the Toronto newspapers, yesterday made grave charges against the proprietors and managers of canning factories in the Niagara Peninsula, that, if left uninvestigated and disproved, would work incalculable injury to the canning industry in this district. These reports, it goes without saying, will be copied by nearly every newspaper in Canada, and will also find their way to Great Britain, Australia and New Zealand and other countries, and the result will be that thousands of families that have been using Canadian canned goods for years past will no longer use them. Hundreds of thousands of dollars may be lost to this country as a result of such action.

Believing that the canning factories in this city are not deserving of the strictures passed upon them, but that they are, on the contrary, entitled to the fullest confidence on the part of the people—not of this city only, but of the entire Dominion and of other countries—the Star-Journal detailed a representative to visit the different factories doing business in the city, to make a thorough and impartial investigation in each case and to report as to the result for the public benefit.

Even a cursory inspection of the different processes through which fruit, etc., is put in a canning factory is not a matter of a few minutes, for as fruit, vegetables, etc., are handled in the factories visited half a day can easily be spent in following the system from beginning to end. In addition to this the building in which the factory employes are housed call for attention, and as the Star-Journal's representative was instructed to make his investigation as searching as possible, it was found to be an impossibility to visit all the canning establishments in one day. Two only—the Pure Food Factory and the Simcoe Canning Company's factory—were visited. The Wetthey and the

Schenck factories will be visited to-day and reported upon in to-morrow's issue of the Star-Journal.

The reporter was fortunate in being accompanied by Mr. Samuel Brower, of Chicago, representative of the Sprague Canning Machinery Company, of the city named. Mr. Brower is an expert authority on the fruit and vegetable canning business, and the conclusions arrived at by the reporter have his full and unqualified endorsement.

The Pure Food Company's factory, on Queeston street, was first visited. Mr. John Danheiser, the manager, gave the Star-Journal's representative every opportunity to make a thorough investigation.

"You may go through the place yourself, I will send one of the operatives with you or I will accompany you myself—just as you choose," said he.

"Mr. Brower understands the business thoroughly," answered the reporter, "and if you don't object, he will show me through."

Accompanied by this thoroughly disinterested expert, the reporter inspected the factory.

The fruit—plums and tomatoes are in season just now—is unloaded into a shed which is entirely separate from the canning factory and which is open on all four sides. Girls and women receive the baskets and the crates, empty the fruit and carefully sort it, the bruised, over-ripe and tainted portions being thrown into barrels; the sound fruit being placed in clean, fresh baskets and carried into the factory, where it is passed through the various phases of the canning process by machinery, no employe's hand touching it after it leaves the sorters. The different steamers and the cooking apparatus are kept scrupulously clean. No peelings, stems leaves nor refuse of any sort is to be found in the building. The floors are cleaner than those in many dwelling houses, and the employes are neatly and cleanly dressed. Sinks, provided with soap and towels, are in the working rooms for the use of employes.

"Do not use new tin cans for drinking purposes" is a notice posted above the tap from which the operatives take their drinking water. Another regulation which is given every prominence reads: "The management insists upon extreme cleanliness in every department.

Employes, in leaving their stations, must, in every instance, wash their hands before returning to work. Employes must, at all times, keep their clothing and persons perfectly clean and neat."

The appearance of the employes emphatically proves that this rule is closely carried out. The clothing worn is clean and neat and each female operative wears a large and long apron, which is changed every morning.

"I fail to see where any fault can be found with this factory" said Mr. Brower. "Cleanliness is a leading and evident characteristic of the establishment. The output of this factory is good enough for the tables of the best in the land."

A visit was next paid to the living rooms, which are in a building situated some hundreds of yards distant from the main buildings. The interior of this structure is divided into compartments, each of which gives accommodation to one family or seven individuals. Gas stoves are provided for cooking purposes, a long, narrow table runs across the floor, and at this the family sits to partake of the daily meals. Tables, floors, walls, chairs and all other articles of furniture are "clean as a new pin." Each family is provided with its own dishes, knives, forks, etc., which are kept on shelves provided for the purpose. The sleeping apartments, which are entered from the dining-room, contain two, and sometimes three, beds each. The reporter examined the bed clothing closely. The mattresses were perfectly clean, many of them being new and none having been in use for a longer period than since last fall. There were evidences here and there of a slovenliness or carelessness on the part of those who use the apartment, but there was no dirt. The employe who has the supervision of these apartments, a young and intelligent Italian, showed the reporter through and stated that the employes are perfectly contented and happy. The women spend their leisure hours before and after work, in sewing, crocheting, etc.

In every department the Pure Food establishment was found to be thoroughly clean, well ventilated and sanitary. The operatives were neatly dressed, their clothing and persons clean and tidy, and the foremen and forewomen kept close watch over all employed in the factory. The utmost care was taken in the work of canning the fruit. Tomatoes are submitted to the first phase of the process—that of scalding—outside the factory. The "peeling" is done inside the operatives sitting at a table, elliptical in shape, and along the centre of which runs an automatic carrier. On this carrier stands boxes in which the "peelings" are placed, and which are removed to the point at which the waste matter is thrown out of the building. Not a vestige of peeling or "flesh" of tomato was to be seen on table or floor. As to the sleeping and eating rooms, it is difficult to see where improvement could be made. They are

THE CANADIAN GROCER

clean, roomy and comfortable, and the occupants are thoroughly contented in every way.

The Simeoe Canning Factory, on Lake street, under the personal management of Mr. Eugene Kidder, is a model institution in respect of organization, supervision, cleanliness, and accommodation for employes. Mr. Kidder is, perhaps, the best-known canner in Ontario. He is thoroughly familiar with every detail of the business—in every respect a practical man—and he takes a keen interest in the workings of his factory. "I have found," he said, "that the better you treat your employes the harder they will work and the better work they will do for you. Consequently, I do all in my power to ensure the comfort of every person employed in this factory. I am proud to say that my employes take an interest in their work; that they are jealous of the reputation of the factory, and are keenly desirous of being looked upon as expert workers, who are worth the highest rate of pay going. There isn't a woman or a girl here who would pass a bit of tomato peeling on the floor and would not stop to pick it up and throw it into the refuse barrel, and after having done so, they wash their hands before resuming work."

The staff here was also engaged in canning plums. The stock of fruit on hand was enormous. Baskets in hundreds and thousands were piled in the sorting shed, which is particularly well ventilated and devoid of the slightest trace of foul odor. The sorting process is extremely thorough. The least bruise or sign of decay is sufficient to relegate the affected fruit to the waste barrel. After having been sorted, the fruit destined for canning is well washed and carried into the main building. The tins are dropped from above on to a table on which they are arranged open end up; two women are engaged placing in each tin the proper quantity of granulated sugar. Another operative places the tins on a carrier which conveys them to one filler. The fruit is placed in them and they are passed onward to a small but intricate machine which places a circular sheet of tin over the opening. A short journey farther, and the tins are arranged 12 in a row, under a machine which automatically seals them. They are then passed to the "steamer," in which their contents are heated to a certain temperature. Other minor processes are gone through, and the tins are then plunged into a flood of boiling water, in which the fruit is thoroughly cooked. Next they pass along a miniature canal, which is fed by a one-inch water pipe and which holds a depth of two or three feet of pure, cold water. The tins are carried along by the current in this "cooler" till the temperature is sufficiently reduced, when they are placed aside to be labeled and packed. No hand comes in contact with the fruit after it is sorted. It is humanly impossible that the contents of the tins can be other than clean.

Elaborate steps are taken to secure absolute cleanliness in the surroundings. A flood of surplus water is carried from the "cooler" to a drain under the floor. This drain has a fall of two feet from end to end of the building, and of six feet at its outlet. The floor slopes from each side of the building towards the ever-flowing drain in the middle, and is swept and scrubbed nightly. Once a week the floors are thoroughly scrubbed with lye, and every implement and receptacle used is thoroughly cleansed and disinfected at regular intervals.

"Look at those women," said the manager, pointing to a group of busy workers, "and say whether they are 'dirty' foreigners or not. Foreigners they are, but you can't find cleaner, neater nor more respectable looking working girls in the city."

And the assertion was perfectly true. Natty and spruce, they will stand comparison with any of their sisters who earn their bread by the sweat of their brow.

The sanitary arrangements are practically perfect in this factory. The closets are clean—cleaner than those in many hotels—and the ventilation is excellent. Wash-sinks, soap, towels and all conveniences are provided, while stringent rules are carried out regarding cleanliness.

The employes eat and sleep in a long two-storey sheet-iron building some distance from the factory. Each family has a dining-room and kitchen on the ground floor, with sleeping apartments above. These were inspected and the bedding, etc., found in a state of perfect cleanliness. The tables and chairs were in creditable condition and the floors were scrubbed to a degree of whiteness that reflected credit on the industry and housewifeliness of the occupants. The windows in the lower storey are protected by wire screens, while those above have mosquito frames to permit of the windows being kept open to cool the rooms. Around the whole building just above the lower windows, runs a broad fire escape.

From every standpoint the Simeoe Canning Factory is a credit to the city. The cleanliness of buildings, implements and machinery, the sanitary arrangements and the homelike accommodation provided for the operatives are a tribute to the foresight and business ability of the manager, Mr. Kidder. Any product of the factory can be safely used by the most fastidious, who will find it unsurpassed by that of any other factory on the continent.

Schenck's factory was visited yesterday afternoon by the Star-Journal reporter in his quest for information regarding the sanitary condition of the living and sleeping apartments of the employes and the cleanliness of the canning processes employed. Mr. L. M. Schenck gave the reporter every facility for inspecting the premises, every portion of which was open to view. Over \$4,000 have been expended in improving this factory and further improvements are now under way.

"The report copied in the local papers made a dead set at us regarding the alleged 'filthy' condition of the employes'

bedding and living rooms, so we'll have a look at these places first," said Mr. Schenck.

The kitchen was first visited, here eight gas stoves are used, as well as a large gas range. A wash sink is situated at each end of the apartment, and there are the necessary tables and other utensils. The walls are painted a dark drab, the floors, etc., are as white as soap, water and scrubbing brush can make them. Off the kitchen are the big dining-rooms, which are also as clean and comfortable as human labor can make them. Walls here are painted and the rooms as well as all the other apartments are provided with gas for lighting purposes.

A large ball-room is situated between the two dining-rooms, and here the employes hold nightly concerts and dances. In the storey above the dining-rooms and ball-room are the women's sleeping-rooms, furnished with white iron bedsteads. The mattresses and bed-clothes are perfectly clean—not the least sign of dirt nor of insect life being visible. The sleeping rooms are all large and airy and have high ceilings, painted walls and hardwood floors. One of the female employes has charge of these apartments and performs the duties of a matron.

The male employes sleep in a separate building, which is equally as clean and neat in every particular as are the female's wards. There is a bathroom in the building in which the dining-rooms and kitchen are situated, and every facility is given the employes to keep their persons and clothing clean.

The operatives were "knocking-off" work when the canning factory was visited—that is, they had discontinued the work of canning and were engaged in the regular evening clean-up of the machinery, implements, etc. Two men were directing hot steam against the machinery, which in a few seconds was denuded of every trace of the accumulations that accompany the day's work. Other men were manipulating hose lines, washing the floors off; women were scrubbing out pails, buckets, etc., and altogether the scene was an exceedingly busy one. When the work was completed the interior of the factory, walls, floors, machines, etc., were as clean as they were on the day they were placed in position.

Mr. Schenck informed the reporter that the floors are scrubbed thrice weekly, and that the factory is flushed twice a day, tables, floors, implements and all.

How the inspector came to the conclusion that the Schenck factory could be called "dirty" is beyond comprehension. It is the most modern establishment of the kind in the district. Nothing is left undone by the management to secure the comfort and well-being of the operatives, while the regulations as to cleanliness are strict and rigidly enforced. Every modern appliance in use in the largest and best factories in the world, are used in the canning department, and what was reported yesterday as to the cleanliness of the workers and of the canning process in other factories, holds good in the Schenck establishment.

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CORRESPONDENCE
INGERSOLL.

The marriage of Peter Sherry, grocer, to Mrs. Elizabeth Devine, was solemnized by Rev. Father Hogan, in the Church of the Sacred Heart on Tuesday the 17th inst. Both the bride and groom are deservedly popular, and their wide circle of friends unite in wishing them happiness and long life.

The Ingersoll Fair, which was held on Tuesday and Wednesday of this week, afforded an opportunity of comparing the fruits and vegetables with the crops of previous seasons. The reports from all sections of the county are to the effect that the fruit, with the one exception of plums, which are more than an average yield, is not as plentiful as in other seasons. Taken as a whole, the apple crop is not heavy, but the quality is regarded by those competent of judging as being very good. Reports are general, however, that the apples are wormy, and with the fall varieties especially, large quantities are falling from the trees. Some splendid specimens of all varieties were on exhibition at the fair, and although the crop is a comparatively small one, the prices will be in excess of last year.

Harry Cook, for some time with Beattie & Co. grocers, and latterly of London, has returned to town and ac-

cepted a situation with E. J. Malone, clothier.

Joe O'Meara has severed his connection with C. A. O'Neill, grocer, with whom he had been for some time. He has been succeeded by Mr. Hunter, late of Scotland.

Despite the backward weather early in the season and the predictions of a short crop, the tomatoes are apparently as plentiful here as in past seasons, although this is not the case everywhere, a fact which has kept up the local price. As a rule, the tomatoes are of first-class quality, and as yet there has been no falling off in the price, which has remained at eighty cents per bushel from the producers.

Operations have been resumed at the Ingersoll Evaporator. All kinds of sound apples are being received and another busy season is anticipated.

Mrs. O. Cooper, representing the Pure Gold Manufacturing Co., of Toronto, was demonstrating baking powders, milk chocolate and salad dressings at C. A. O'Neill's grocery store this week.

The manner in which a grocer displays his fruit and vegetables is a

matter of much importance to the customer, and one frequently hears some very harsh comment. Spurred on by competition, grocers are desirous of showing their wares to the best possible advantage and in many instances a great deal of sidewalk space at the front of the store is monopolized. While in many places this is a violation of a bylaw, it is not in this respect that the strongest objection is raised. Go where one will, fruit, such as melons, as well as cabbage, cauliflower and other vegetables, are displayed so close to the sidewalk that they are not properly protected. It is not necessary to dwell on the objections to this method of displaying fruit and vegetables, as all customers are familiar with them, and grocers also should be by this time.

The employes of the St. Charles Condensing Co. on Saturday night presented Mr. W. G. Dutton with a handsome morris chair. Mr. Dutton has been in the employ of the company for some time, and only recently resigned to accept a situation with the Canadian Condensed Milk Co.

Reports from the Blenheim district indicate that the tobacco crop has turned out unexpectedly well, thanks to the late rains. The bean crop has, however, suffered for the same reason.

There is More

Gold Standard

BAKING POWDER

sold in Western Canada than any other one brand. And there are reasons for this—good ones. The first is GUARANTEED quality; the second, our advertising; and lastly, the large percentage of profit you (the dealer) make by selling it. Let us tell you about our plan, and how we help you sell GOLD Standard Products.

THE CODVILLE COMPANY, Limited
WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS

LIMITED

TORONTO

Government Inspection

of all animals coming into our Packing House assures you and your customers that all meats are made from healthy stock.

The quality of the meats is unexcelled. Over fifty years' experience in curing enables us to produce the finest Hams and Bacon on the market.

F. W. FEARMAN CO.

Limited

HAMILTON

We do not compete

with retail grocers by conducting retail stores. We confine ourselves to producing ever-increasing quantities of the celebrated



**CORONA
HAM
AND
BACON**



This is a good thing for you grocers, because the high quality of Corona Brand means bigger sales and **bigger profits.**

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

WE HAVE NO RETAIL STORES

At the Very Top

of the list of high-grade provisions—provisions admitting of a sure, generous and perpetual profit to the grocer—stands the famous

Ryan Brand

The difference between Ryan Brand and some others is, that while you may be able to sell the others once, **You can sell Ryan Brand all the time.**

Inquire about Ryan Profits!

The WM. RYAN CO., Limited

70-72 Front Street East
TORONTO, - ONT.

Cheese is which are report of a 12½c to 12½c, and Q

Although active than last week, s viewing the cally came f markets in country wer showed a dr

Recent ad been propo have occur can be learn whose factor article, who stead of che not help th least, giving tendency to

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese is firm this week at figures which are around those quoted in the report of a week ago. Ontarios bring 12½c to 12¾c; Townships from 12½c to 12¾c, and Quebecs 12c to 12¼c.

Although some of the buyers were less active than usual at the country boards last week, some of those who had been viewing the situation rather pessimistically came forward and bought, and the markets in the various parts of the country were cleared at figures which showed a drop of 1-16c to 1-8c.

Recent advances in cheese have not been proportionate with those which have occurred in butter, and from what can be learned there are many makers, whose factories are equipped for either article, who are now making butter instead of cheese. This, of course, does not help the cheese situation in the least, giving, as it does, a firming up tendency to the market.

Business transacted with the other side has not been very large during the week, as will be seen from the figures. During the week, 59,520 boxes were shipped, as compared with 68,972 boxes the same week last year. Since May 1 the number of boxes shipped amounted to 1,373,370, against 1,561,724 boxes for the corresponding period in 1906. During the week, 67,641 boxes of cheese were received, while 83,026 boxes arrived the same week in 1906. So far this year, 1,564,551 boxes have been received, against 1,711,850 boxes for a like period in 1906.

Butter is decidedly more interesting to-day than cheese. The advances have been, to say the least, surprising. Today the market ranges from 25¼c to 26c for choicest creamery, while good dairy will bring as much as 22c. These prices are certainly high for this season, but

chances are that they will be maintained for perhaps three or four weeks. There does not seem to be any butter held in Ontario, and as this field is a very large one, and has to be supplied, the butter must come from somewhere, and at the present time it is being drawn largely from Quebec. Local dealers report particularly good demand from many Ontario points.

Export trade is practically nil. The Old Country would never meet our prices, which would mean somewhere near 125s to-day. At best, it is not likely they would offer more than 110s, and they are not especially anxious to receive Canadian butter, as their supplies of Danish, Irish, Siberian and Argentina butter are quite large enough to fill the demand there.

Already there is some talk in the trade about prospects of importing Australian butter this winter, in case the Canadian article advances too much for the trade here. It is practically certain that some business will be done with Australia, through London, if last winter's quotations rule again this year.

Dairy continues exceedingly scarce and firm.

Last week 2,579 packages of butter were exported, against 9,936 packages for the same week one year ago. Since May 1 this year exports were 65,261 packages, against 303,204 packages for the same period in 1906.

Receipts last week were 10,022 packages, against 14,576 packages for the corresponding week in 1906. For the season, receipts have been 316,088 packages, against 490,797 packages for last year. Recent weather, while it seems to have checked the tremendous shrinkage in the make, has not, apparently, very largely increased the same.

THE PROVISION SITUATION

There is little improvement to report in the live hog market over last week, though the packers' prices remain the same. \$5.90 f.o.b., country points, \$6.25 fed and watered, and \$6.40 loaded on cars, are the prices the farmer has been getting for his hogs for the last fortnight. This offer is apparently bringing enough hogs into town to satisfy the packers, whose requirements at present are somewhat modest. Future prices are a matter of opinion. One or two packers think that the supply of hogs at these low prices is becoming limited and that the farmers are growing more and more inclined to keep their hogs at home, but this is not the view of the majority. Lower prices are generally looked for. It is reasonable to suppose, however, that the farmer's stock of market-ready hogs is running low. The Canadian farmer does not conduct the hog-raising department of his farm with that whole-souled enthusiasm that is so

marked a characteristic of his Danish competitor, with the result that this season of the year, when the grain markets are active and farmers are turning their attention in that direction, has come to be accepted by the packers as a period of light receipts and more or less depressed business. Conditions prevailing at present are, of course, exceptional, and the root of the trouble is to be found, as usual, at headquarters. The Old Country market is flooded with Danish and Irish deliveries—American shipments also were above normal again last week—and the Canadian product has got to take its chance with the rest. The present outlook could not well be more unsatisfactory. "This state of affairs cannot continue indefinitely," said a packer the other day. "Relief, if not actually in sight, must appear on the horizon before long," which strikes one as cold comfort in the face of the conditions which have been steadily prevailing and as steadily growing worse

for more weeks than it is pleasant to look back upon.

Provisions in the American market have been neglected during the past week. The Journal of Commerce, reviewing the situation, says:

"There has been very little in the market for hog products the past week. Receipts have been moderate, yet ahead of a year ago, and trade has been dull for cash stuff, while outside packers were sellers as well as the Cudahy Company of the futures, and the inside packers either sold, too, or refused to support the market until towards the close, when they or the shorts rallied it slightly from the decline, causing a little more activity, but trade, as a rule, was dragging the whole week, the grain markets still being more attractive to speculators. The spot markets have been still duller and have been easier on lard and pork with the options, though there has not been much decline and only a few lots taken for export. Meats have been easy for Western, with a little more doing there, but not here, and local production of bellies has been just about equal to the local jobbing demand without changing prices. High grades of packed beef have been firmer, and England has taken about 1,000 tierces of extra India mess early week, putting up prices \$1 per tierce or more. Low grades barreled beef are easier on a better supply of Colorado cattle in the West. Soap stocks have been barely steady and very dull without exception, prices favoring buyers, though quotations have remained about the same."

PROVISION MARKET'S

MONTREAL.

PROVISIONS—Packers report a better demand for lard, with a consequent firmer feeling noticeable in the market. Smoked meats are selling fairly well in some districts, while in other sections not much is being done in this line. Already some packing houses have begun to book lumber business, though the bulk of this trade is captured in October, pork, and other heavy lines being required.

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" " " " " " " " " "	0 10 1/2	0 12 1/2
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	22 50	23 00
Canadian short cut clear.....	21 70	21 00
American fat back.....	23 00	23 50
Breakfast bacon, per lb.....	0 13 1/2	0 16
Hams.....	0 12 1/2	0 16
Extra plate beef, per bbl.....	14 00	15 00

BUTTER—Butter is exceedingly firm, and prices this week are fully 2c above the figures quoted a week ago. Demand in Canada has been exceedingly strong, but outside call for Canadian butter has

The Quality of Clark's Canned Meats

ensures their steady sale.

Some lines are good enough for a first sale, but customers do not come back. Keep clear of these goods.

Wm. Clark's Canned Meats are perfect.

Only prime Canadian meat used

Packed under most sanitary conditions by skilled help in the most up-to-date factory in Canada.

Secure a trial stock. I have four-score lines or over from which you may choose.

WM. CLARK - MONTREAL

O'MARA'S

SAUSAGES

are now in season.

**GUARANTEED PURE
DELICIOUS DELECTABLE DIGESTIBLE**

Ask for Contract Prices.

JOSEPH O'MARA

Pork Packer, PALMERSTON

O'MARA'S

The Manitoba Canning Co.

Grande Pointe, Man. LTD.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only one

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St. Montreal

ADVERTISING CEYLON TEA IN FOREIGN COUNTRIES

By W. A. Graham Clark, Special Agent.

The area of cultivation of tea in British possessions has been stationary for the last four years, but last year saw a very great increase in the consumption of British-grown tea. Hundreds of acres of tea in Ceylon have been interplanted with Para rubber, which will gradually oust the tea. However, with the revival of high tea prices this planting of rubber to take the place of tea is being discontinued. Russia, Germany, and Australia are taking more tea than ever, while the advertising efforts of the Indian and Ceylon tea growers in America has increased the demand for tea there.

A question that is being agitated by the tea planters in Ceylon is in regard to the imposition of a tax known as the "tea cess." The planters many years ago were anxious to start an advertising campaign to work up the sale of their product in foreign countries. The Planters' Association, of Ceylon, in order to make all planters bear their fair share, requested the Government to levy a cess on the tea planters for this purpose. Not all planters were in favor of this, but, as the majority were the

Government passed an order to this effect, and the tax was collected by the Government and then turned over to the Planters' Association to be expended by them subject to the sanction of the Government. While the amount involved reached large proportions, as the tea industry steadily expanded, little complaint was heard. Lately, however, many planters have come to the conclusion that as the foundations have been laid for an expanding trade, it can now be carried on with less burden to the planters, and they petitioned the Government to lower the amount of their assessment to the association.

The Government investigated the question and decided that after two years they will cease to act as tax collector for the Ceylon Planters' Association, and that thereafter all contributions to the association will have to be voluntary. Many planters are now petitioning for the continuance of this paternal system, as they fear it may throw the burden of advertising on a few instead of all.

The British Government helped tea considerably last year by lowering the high tariff on tea imported into the United Kingdom from 8d. (16 cents) to

5d. (10 cents) a pound. Besides England, Italy, France and Austria levy high duties on tea, while Germany has a low duty and the United States and Australia allow the import of tea free. The advertising efforts of the Ceylon and Indian tea growers have increased their sales in America, but with larger results in Canada than in the United States.

Tea is the great staple crop of Ceylon, and of the tea-growing countries of the world it ranks third, being only exceeded by India and China. Forty years ago the United Kingdom used only China tea. Since then Indian tea has come into general use, and about 1883, Ceylon tea was introduced, and the imports of both have shown an upward trend, while the imports of China tea have steadily gone down, until now Indian and Ceylon tea control the English market absolutely, and there is very little China tea used.

Brown Bros., general store, High River, have assigned.

The assets of P. Bourque, general store, Salmon Lake, have been sold.

W. F. Brown & Co., general store, Mount Brydges, have sold out to L. A. Welch.

Hollinrake & Son, general store, of Milton, have been succeeded by Galbraith & McDougall.

There is no doubt

about "Horseshoe" Brand goods.



You can be absolutely sure you are selling the best that good stock and new methods can produce when you recommend

Horseshoe Brand Hams and Bacon.

JOHN DUFF & SON
HAMILTON, CANADA

As for a Money-maker—

Well, any grocer who has ever handled

Purnell's
Sauces—Pickles—Vinegar

has found that they "take" with the public immediately. They are ALL BRITISH made, from materials which are the very ACME OF PURITY. And the MARGIN OF PROFIT brings a smile of satisfaction to the grocer's face.

PURNELL WEBB & CO., Ltd.
Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

R. JARDINE, ST. JOHN, N.B.
H. HANZARD, CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., 26 St Peter St., QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BIOCLE & GREENING, HAMILTON, ONT.
CARMAN-ESCOTT CO., 722 Union Bank, WINNIPEG, MAN.
C. F. JARVIS & Co., VANCOUVER, B.C.
KYLE & HOOPER, 27 Front Street East, TORONTO.
MESSRS. ERB & RANKIN, Commission Brokers - HALIFAX.

INGERSOLL CREAM CHEESE

"THE CREAM OF CHEESE"

Put up in reputed pound and half-pound prints, has proved the most popular size package of cheese ever offered to the trade.

The
Cream
of Cheese



The
Cream
of Cheese

Ingersoll Cream Cheese is now on sale from Halifax to Vancouver.

List of agents given below, who will be pleased to supply the goods upon application.

Ingersoll Cream Cheese is guaranteed the finest quality of Cream Cheese ever offered for sale.

The size of the package instantly appeals to the consumer.

The dealer's profits are guaranteed on every package.

Don't miss your share of trade with these goods. One order leads to a steadily increasing trade.

The season for selling the quantity of these goods is with us.

Remember, in handling **Ingersoll Cream Cheese** there is no loss in waste or shrinkage. Your profit assured, together with a satisfactory and permanent customer.

Don't wait. Order now from any of the following representatives :

- Mason & Hickey, Western Representatives, 108 Princess St., Winnipeg, Man.
- W. J. Youell, Esq., 288 Grace St., Toronto, Ont.
- The J. A. McLean Wholesale Distributors, Front St., Toronto, Ont.
- Cyrus King, Hamilton, Ont.
- W. H. Dunn, Esq., 396 St. Paul St., Montreal, P.Q.
- J. A. Wilson, Esq., Market Square, London, Ont.
- Wm. Forbes, Esq., 48 Elgin St., Ottawa, Ont.

- R. F. Cream & Co., Quebec, P.Q.
- Baird & Peters, St. John, N.B.
- J. Frank Crowe & Co., Limited, Halifax, N.S.
- W. C. Adams, Esq., } Scotia Junction to Port Arthur
- L. Chapman, Esq., }
- Wm. McKenzie, Esq., Ingersoll to Scotia Junction.
- A. S. Crawford, Esq., Ingersoll to Niagara Falls.
- J. A. Gibson, Esq., Ingersoll to Windsor.
- D. S. Wright, Esq., Toronto to Montreal, P.Q.

BUY ONLY THE ORIGINAL PACKAGE, MANUFACTURED BY

THE INGERSOLL PACKING CO., Limited

INGERSOLL, CANADA

CEREALS AND CONFECTIONERY

Western Wheat Moving Well—Some Say Reports of Frost Have Been Under-estimated—Canadian Millers Independent of Foreign Markets.

Good reports continue to be received from the West. As a sample of how the wheat is moving, it may be said that on Tuesday last 83 cars of new wheat and 11 of old were inspected at Winnipeg, the former averaging No. 2 Northern or better. This, however, as against something like 550 cars at the same date last year. The difference is due, almost wholly, it is to be hoped, to the late harvest and not, as some people have intimated, to any shortage in the crop.

Domestic demand for flour and cereals is so good at this time that Canada is in the enviable position of being altogether independent of the foreign markets. There is nothing doing in the way of concessions to English buyers, and if these latter want to do business they are obliged to meet Canadian prices. This, unfortunately, is far from being the case all through the year, but at present there is so little flour being produced, comparatively speaking, that the domestic consumption is well able to take care of it all.

Some reports are being circulated to the effect that the amount of frost in the West has been underestimated. This may be true, but it is more likely to be the fabrication of some unfortunate who is on the wrong side of the market, and wants to square himself by the shortest route. The big milling companies seem to have bought up the bulk of the old wheat, and very little now remains in the hands of speculators.

Confectionery.

Confectionery is worth more attention than you are probably giving it.

It costs little to handle, brings you increased business and practically sells itself.

Not all trade can be reached directly. Did you ever try striking at the mother's patronage through the sweet tooth of her child?

Is it wise policy to pass up a proposition which is reasonable on the face of it, without taking the trouble to investigate its merits by trial?

Think it over in your spare time, but **DO IT NOW.**

MONTREAL.

FLOUR—Once again flour has advanced. Prices are higher to-day than they have been for months, and the market is very firm at below quotations. Millers do not know what they are going to get in the way of 1907 wheat, so they are not running any chances of being caught short of grain and sold out of flour.

Winter wheat patents.....	5 25
Straight rollers.....	4 50 4 60
Extra.....	4 00 4 10
Royal Household, bags.....	5 95
Glenora.....	5 30
Manitoba spring wheat patents.....	5 90
strong bakers.....	5 39
Five Roses.....	5 95

FEED—The situation in feed has been made even worse than it was by another advance. Prices are extremely high, as will be seen from the following quotations:

Ontario bran.....	22 00 23 00
Ontario shorts.....	24 00 26 00
Manitoba shorts.....	26 00 28 00
bran.....	23 00
Mouillie, milled.....	27 00 30 00
straight grained.....	28 00 34 00
Mill feed.....	1 50 1 55

ROLLED OATS—Rolled oats have been again advanced, and if previous prices were prohibitory, those quoted to-day are doubly so. From the nature of the crop, reports received, however, millers feel justified in their action.

Fine oatmeal, bags.....	2 95 3 00
Standard oatmeal, bags.....	2 95 3 00
Granulated.....	2 95 3 00
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	2 80
80-lb. bags.....	2 60 2 65
bbls.....	5 40 5 60

TORONTO.

FLOUR—Prices are unchanged from last week, but the market is very strong and a further advance would not surprise anyone. Little wheat is offering, owing to the late harvest, and the output of the millers is at present not much in excess of what domestic consumption is able to take care of.

Manitoba Wheat.

60 per cent. patents.....	5 25 5 50
85.....	5 25
Strong bakers.....	4 55 4 75

Winter Wheat.

Straight roller.....	4 60 4 70
Patents.....	4 95 4 95
Blended.....	4 50 4 55

CEREALS—Rolled oats have advanced another 25 cents, rolled wheat is 15 cents ahead of last week's prices, and oatmeal has risen in the same proportion. The advance is due to the crop shortage and the consequent high price of the raw material.

Rolled wheat in barrels, 100 lbs.....	3 05 3 20
Rolled oats, in wood, per bbl.....	6 00
in bags, per bag 90 lbs.....	3 00
Oatmeal, standard and granulated, per bbl.....	5 95
in bags, 98 lbs. 2 95 3 05	

SECRET OF SUCCESS.

Bishop Ingram, of London, England, gives in the following the five secrets of influence and success:

I would remind you that I am not yet 50, but I seem to have more than 50 years' experience of human nature, for I have associated with all sorts and conditions of men. Before I was 30 I

had plunged into the East End of London and came in contact with the poorest. It was there I learnt the lesson of give and take. After a few years of this I was made a canon of St. Paul's, when I was able to apply my experience of human nature to the busy men of the city. Shortly after this another turn of fortune's wheel, or as I prefer to put it, the wise ruling of Providence, landed me in the house of lords, and the fashionable West End, where I have spoken the truth on social evils equally as plainly as I did in the slums of the East.

I think I have grasped the secrets of the influence of one man over another. There are five of them. The first is absolutely straightness. I always believe in being straight.

I never allowed a man in the East End to be button-holed about his religion in his club any more than I would allow a bishop to be button-holed to join the Land League.

I have learned a good deal about Canada during my short stay here, and I am going to speak straight to you, but I do not wish to be misunderstood. I think Canada has a good deal to learn from the Old Country. I believe we in England can hold up an example to the rest of the world for straightness in public life.

There is not a public man in the Old Country to-day who has gone into public life for his own aggrandizement. We pride ourselves on the purity of our public life, and when the political corruption was revealed a short time ago in West Ham the whole of popular England turned against those people.

Tie 'Em Up, Mr. Grocer!

You can make nice-looking Parcels with our **Twine, Bags and Paper**, and that counts some.

We also carry **Tissues, Toilets, Pergamyn, Jute Goods and Stationery.**

Pleasing Goods at Pleasing Prices.

Write or Phone us.

A. M. THORNE & CO., Toronto

Phone M. 5548. 77 Front St. East

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

48 Highest Aw

WALTER



Registered U. S. Pat. Off.

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Walter B

Established 1

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48 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U.S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

We supply several of the best makers in England of
BAKING POWDER
and
SELF-RAISING FLOUR
with our

Calcium Acid Phosphate

May we not supply you?
Samples, Recipes and Quotations are at your disposal.

CHAS. C. BRYCE & CO.
43-45 Great Tower Street
LONDON, E.C., ENGLAND

Past Due Accounts.

We have just issued an eight page booklet regarding our Collection Department. If you have not received one write us. It will interest you.

The Beardwood Agency

Claims, Collections and Commercial Reports

313, New York Life Bldg., MONTREAL

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

I do not want to dictate, but you must keep absolute straightforwardness in your public life in Canada. If you are ever to become a great nation with a population of 100,000,000—greater than England—greater than the United States—you must insist on having purity in the political and municipal life of the country.

The second secret is, "have no side" or "frills." The self-conceited man loses his influence with his fellows and never regains it.

As for the third secret, everybody hates the man who does not possess a sympathetic heart. Sympathy is necessary to help each other in our daily lives. Learn to look on life as a stewardship, not as ownership. You only possess it for a few years. Have sympathy, it is a big influence. If there was more of it, we should never hear of socialistic and other fantastic theories.

The fourth secret is to have a sense of humor. Could I have held the vast crowds spellbound in Victoria Park unless I had a broad sense of humor, and made them laugh heartily? Christianity means cheerfulness. If a man is really holy he must take a bright view of things and reflect that brightness in his life and not be afraid of a joke. Long, sad faces are no aid to religion. Laugh, be cheerful, be humorous.

The fifth and last, but most important secret, is "faith." A man without faith has no conviction, no influence. One must have faith in God and faith in another world. Faith is essential to life.

Take these secrets to your friends, make good use of them, and your fellow-men will be the better for your having lived. Apply them as a nation and Canada will become what she is destined to be—the greatest nation in the world.

A NEW TABLE JELLY.

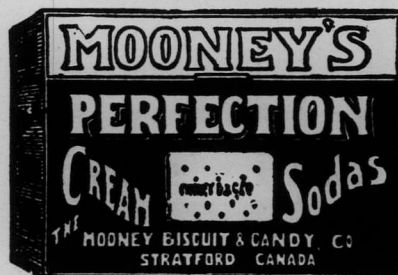
A new table jelly, which promises to develop into a favorable seller, has just been placed on the market by the MacLaren Imperial Cheese Co., under the name "Imperial Dessert Jelly." The article has been in course of preparation for several months and neither time nor expense has been spared in producing an article that would appeal to the trade. It is claimed to be different from ordinary jelly powders, in that it reproduces all the flavor of fruits which are used in its manufacture, and is absolutely pure. The package is gotten out in the same colors as the other MacLaren products, and a dozen of these are supplied in an outer carton in the form of a pyramid, this being especially prepared for display on a grocer's counter.

George Maybee, manager of the coffee department of the Eby, Blain Company, Toronto, was in Montreal during the week.

The Profit

consideration is not the least of the many good points about

Mooney's Perfection Cream Sodas



- ☐ The margin is good to begin with.
- ☐ Perfection Cream Sodas are to the public taste both as regards quality and quantity.
- ☐ Perfection Cream Sodas are no cheaper than others.
- ☐ Which, taken all together, keep Perfection Cream Sodas always to the front, with consequent profit for you.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



**COX'S
GELATINE**

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
O. E. Colson & Son, Montreal
D. Masson & Co.,
A. P. Tippet & Co.

**J. & G. COX,
Ltd**
Gorgie Mills
EDINBURGH

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lee)

Right in Line with the
Best Trade is

Cailler's Swiss Milk Chocolate

The absolute purity and delicious richness of Cailler's Chocolate is acknowledged by the highest food specialists. It's in the rich milk of the famous Gruyere valley, purest cocoa and sugar, and the care in making, that make it THE BEST.

General Agent for Canada:

WM. H. DUNN

396 St. Paul St.
Phone Main 685
MONTREAL.

27 Front St. East
Phone Main 7658
TORONTO.

PURITY and FLAVOR

MEAN PROFIT

Especially is this the case with Cocoa and Chocolate. A Cocoa or Chocolate which is not pure could never attain the lofty reputation held by

Cowan's Cocoa and Chocolate



The flavor of Cowan's is produced in a manner which other makers don't know of, and every grocer who handles it can tell a profit story.

Keep up your stock of Cowan's

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

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.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

To the Front

Every Grocer handles Chocolate, and calls are made for this or that brand. Dealers who know

Mott's "Diamond" and "Elite" brands of

Chocolate

have a steady and unchanging call for these. Once tried, there's no change to other brands.

John P. Mott & Co. HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoo
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver



TELL THEM!

are you
Looking

For a Clerk
For a Position
For a New Store
For a Buyer for your Business
For an Agent or an Agency.

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " " 1 year.....	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker
156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GRO GERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

\$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

\$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

If you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

GROCERY TRAVELLER WANTED—Must have good connection in Cobalt, Northern Ontario and Manitoulin Island; Good salary to right man. Address Box 161, THE CANADIAN GROCER, Toronto. [41]

WANTED An experienced order clerk for grocery and general store; speaking both French and English. Address Box F, CANADIAN GROCER, Montreal. [39]

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

FOR SALE.

FOR SALE.—Well established grocery business and dwelling. West end City of Toronto. Seven rooms and conveniences. Price \$5,500. Owner selling through sickness. Apply Box 160, The Canadian Grocer. 41

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

TRADE NEWS OF NOVA SCOTIA

Manitoba Flour Advanced 25 Cents—Half a Million Barrels of Apples From the Annapolis Valley—Cheese Higher.

(Special Correspondence of The Canadian Grocer)

Halifax, N. S., Sept. 23.—Crop conditions and the advancing price of breadstuffs now attract the attention of the jobber. The flour markets here are very firm, and show a strong, upward tendency. The latest advance on Manitoba flour is to the extent of 25 cents. High-grade flours, such as Purity, Five Roses and Ogilvie's Royal Household, are quoted at \$6.25 by the carload. Within the past four months there has been an advance of about \$1.25 per barrel on these flours. So far, the bakers have not increased the price of bread, and for this the consumer is most thankful. Meals are also higher, and will likely remain so. Oats are selling at 60 cents per bushel. It is stated that the Prince Edward Island crop will yield nearly a million bushels this year.

H. C. Barnaby & Sons, of Bridgewater, N.S., is one of the oldest and most successful firms in Bridgewater, they having carried on a grocery business there for a long period. Recently they were compelled to commence an addition to their fine brick warehouse, because of the expansion of their trade. The firm carries a full line of first-class groceries.

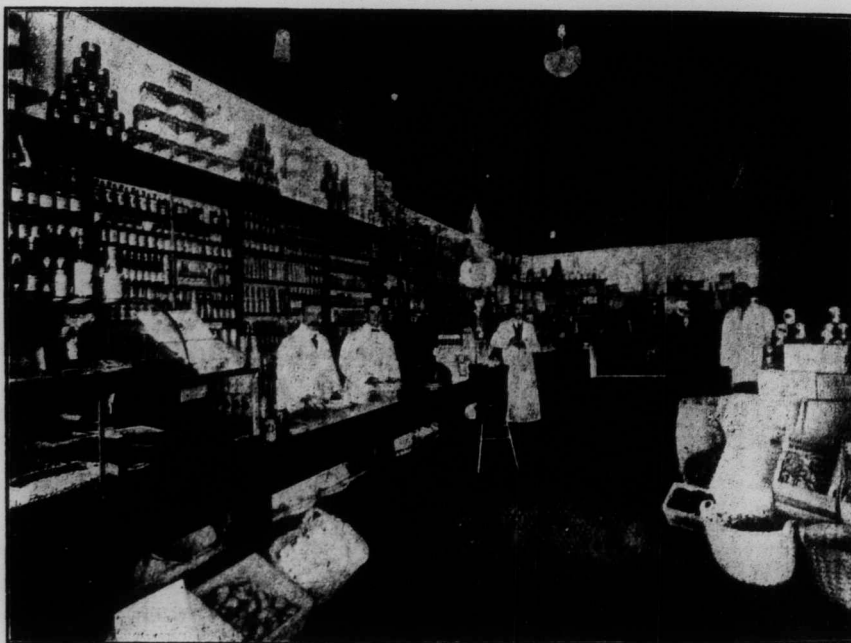
Another firm which has just started business in the town of Bridgewater, is that of Wile & Griffin. They will deal in flour, meals and feed. The junior member of the firm is John W. Griffin, who for many years represented Pazant & King, wholesale grocers, of Halifax.

area devoted to potato culture had been increased to an extent which promised a crop twice as large as that of last year. Only a few weeks ago the problem of providing frostproof warehouses for this crop led to a meeting in Woodstock of shippers, railway men, farmers, and representatives of the Provincial Government. Now word comes that the rot has created such havoc that some fields are not worth digging at all; that all are more or less affected by the rot, and that the total output of the enlarged acreage will not exceed the yield of last year, with the prospect that much of this crop will not keep for any length of time. In Maine the rotting tubers may be rushed to the starch factories, but there is no such market for the farmers on the New Brunswick side of the line. Many have suffered considerable loss and the aggregate loss will be heavy. However, such a season comes but seldom in this province, and next year should show a

There is an abundance of fruit now on the market. The receipts of plums are quite heavy, and the quality is excellent. The choicest Burbanks are selling at 40 cents for a six-quart basket. Other qualities, such as Lombards, can be bought cheaper, some selling for 30 cents per basket. The early varieties of apples are very fine, particularly Bough Sweets, the choicest selling for \$3.50 per barrel. Smaller varieties can be bought as low as \$1.50. Shipments to the British market are slow this year. The only big cargo sent forward so far was that by the Rappahannock, which sailed last week with 15,000 barrels. It is expected that these apples will find a good market. It is estimated that the yield of apples in the Annapolis Valley this year will reach half a million barrels. There has been an advance in the price of cheese since last report. Large are quoted at 13 cents per pound, and small at 13½c. Eggs continue scarce and the quality is not to be relied upon. Some of the jobbers have had to candle recent receipts to get out the best eggs. Butter is very firm, and the receipts are limited for the season of the year. Creamery, in tubs, is quoted at 24 cents and small from 22 to 24 cents.

All port products are very high, and, in fact, record prices are charged for the best bacon, 22 cents being asked by the dealers. Very little fresh pork has been marketed so far. The demand is good, and it is expected that the high price will be maintained. Nine to nine and a half cents per pound by the whole hog is asked. Lamb is a little on the scarce side, due, it is said, to the heavy demand from the American market.

Fish is coming in more plentiful, and there is a good demand for all cured lines. The oyster season is now on, but shipments from the island are slow thus far.



The photograph shown above represents an interior view of Messrs. Stevens & Allan's grocery store at Kamloops, B.C. Both the proprietors are men of up-to-date ideas, and employ advanced methods in handling their business. They report an excellent trade in Kamloops for all staple lines, and a growing demand for what may be classed as luxuries, and when last heard of were obtaining a sufficient proportion of it to necessitate the employment of three clerks.

NEW BRUNSWICK POTATOES.

The Loss Through Rot is Expected to Be Heavy.

The potato rot has developed a most unfortunate state of affairs among the farmers in the counties of Carleton, Victoria and Madawaska. As a result of good crops for some years and the opening up of a new market in the upper Provinces, land values in those counties had greatly increased and this year the

different result. If the culture of potatoes on a large scale is to be continued, both the warehouse question and that of starch factories should receive consideration before next year's crop is put in the ground.

Albert Dagenais, grocer, of Hull, Quebec, died last week.

Wolff & Scott, general merchants, of Ochre River, Man., have assigned to C. H. Newton.

Lea & Perrins' Worcestershire Sauce

is not a sauce for **one season**—It is wanted at all times. Its piquancy gives zest to every kind of meat, fish, game, soup, etc., and as these come into seasonable use so does

Lea & Perrins' Worcestershire Sauce

appear on the table.

Mr. Grocer, how many kinds of Table Sauces have you that are near Lea & Perrins'? **NOT ONE.**

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



Your Customers Know It.

☞ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

☞ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

- ☞ It gives undoubted standing to the store that stocks it.
- ☞ If you aren't handling it, hadn't you better begin now?



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

FRUITS, VEGETABLES AND FISH

Markets Filled With Canadian Fruit Which is Now in Full Swing—Good Outlook for Apples—Fish Continues Scarce.

A profusion of Canadian fruit has kept the market busy this week. Plums and pears continue to arrive in quantity, and grapes are beginning to come in freely. Peaches still remain scarce.

The apple market is somewhat firmer in Canada this week, as a result of extensive American purchases. The outlook seems good for the season's business, with prospects that surplus stock will be taken by Great Britain and the United States.

Fish continue scarce in both Quebec and Ontario, and several lines have advanced as a result.

Receipts of halibut continue good and sales are satisfactory. The continued cool weather has helped trade in trout, whitefish and other fresh water lines. Supplies of dore are larger and dealers are now able to fill orders for this variety. In smoked fish the only drawback to good business is the slow arrival of kippers, haddies and bloaters, all of which are in good demand. Boneless, skinless, and green cod are arriving more freely.

Fresh and Frozen Fish.

Haddock, express, per lb.	0 65
Halibut, express, per lb.	0 10
Mackerel, "	0 10
Dore, "	0 10
Pike, lb.	0 07
Weakfish, lb.	0 10
Brook trout lb.	0 22
Market cod lb.	0 05
Lake trout, lb.	0 10
White fish lb.	0 07
Gaspé salmon, lb.	0 18
Flounders lb.	0 10
Bluefish, lb.	0 18
Lobsters, lb.	0 31
No. 1 Smel, lb.	0 08
Dressed mulheads, lb.	0 10
Smoked and Salted—	
New haddies, box-s, per lb.	0 09
Smoked herring, per small box.	0 12
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 07
Boneless fish, 20-lb. boxes, bricks	0 08
Boneless fish, 25-lb. boxes, per lb.	0 05
Shredded cod, 2 doz., per case	1 50
New Kipperd Herring, box	1 00
Smoked Herring, lb.	0 12
New Haddies, lb.	0 08
Oysters—	
Standards, bulk, per imp. gal.	1 50
Standards, Imp. qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl.	5 00
" " " " " " " "	2 75
No. 1 N.S. herring, half bbl.	2 50
No. 1 Mackerel, pairs	2 00
No. 1 s. trout, 1 0 lb. kegs	5 75
No. 1 sea trout, 2 0 lb. bbls.	10 50
No. 1 Green cod, per 200 lbs.	7 00
Small " " " "	5 75
Large " " " "	8 00
No. 1 Green haddock, per 200 lbs.	6 10
Labrador Salmon, bbls.	13 00
" " " " " "	7 10
" " " " " "	17 50

MONTREAL.

GREEN FRUITS—Californian fruits are lower again this week, but they are about done. Canadian plums and pears have been plentiful, causing a drop in prices. The scarcity of peaches, however, has kept that market firm. Florida oranges are expected in the not distant future. Apples are arriving freely and buyers have good choice, as will be seen from quotations. Lemons are very plentiful and the cheaper old stock is obtainable at \$1.50. Bananas are easier.

Dates, per lb.	0 01
Bananas, fine stalk.	1 50
" jumbos.	1 50
Cocoanuts, per bag	4 00
Lemons	4 50
California oranges all sizes	5 25
Jamaica oranges bbl	7 00
California Pears, box	3 50
Figs, per lb.	0 08
Limes, crates	1 00
California peaches, box	1 10
" plums, box	1 25
" grapes, crate	2 00
Blueberries, b. x	1 50
Montreal Melons, basket of 12-14 melons.	3 00
Almira Grapes, keg	4 00
Apples	2 50
Crab Apples basket	0 30
Canadian Pars basket	1 40
" Plums,	0 35
" Peaches,	1 00
" G a c e s,	0 18

VEGETABLES—A falling-off in the demand for some varieties is noticeable, owing to the approach of fall weather, but on the whole business is satisfactory, considering that dealers do not expect September shipments to yield them as much as August. There have been no price changes during the week, except in the case of corn, which is slightly easier:

Parsley, per doz. bunches.	0 10
Sage, per doz.	0 60
Savory, per doz.	0 60
Cabbage.	0 20
New turnips, doz.	0 10
Green beans, bag	0 25
Celery, doz.	0 50
Water cress, large bunches, per doz.	0 40
Lettuce, per doz.	0 10
Boston lettuce, per doz.	0 25
Radishes, doz.	0 10
Spinach, per box.	0 75
Green peppers, 10 lb. baskets.	0 50
Cucumbers, per doz.	0 10
Potatoes, per bag.	0 80
Potatoes, bbl.	1 50
Sweet Potatoes bbl.	4 25
Sweet Potatoes, basket.	2 25
Beets doz. bunches	0 40
Carrots, doz. bunches	0 10
Horseradish, lb.	0 40
Rhubarb, doz. bunches.	0 40
Tomatoes, box, 30 lbs.	0 50
Corn, doz.	0 11
Orion case, small or large	1 00

FISH—Higher prices rule for haddock and cod this week. Both are scarce, owing to stormy weather and the presence of dogfish in the fishing grounds.

TORONTO.

FRUITS—An abundant supply of Canadian fruit is the feature of this week's market. An excellent demand keeps prices about the same as last week. The market will be full of this fruit for a couple of weeks longer. Plums are getting near the end and next week will see about the last of them. Pears are plentiful and peaches also are in fair supply. Grapes also are beginning to come in freely.

Oranges—

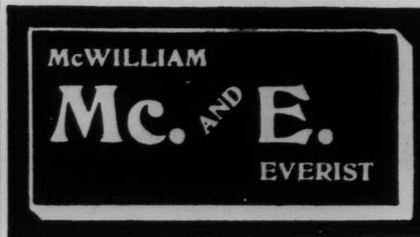
Late Valencia (California), extra fancy, 96's.	4 50
" " " " " " " "	5 00
Lemons, California, 210, 370, 360, 420.	5 00
" Verdelis (new crop), 300's, extra fancy.	5 25
" " " " " " " "	5 00
" " " " " " " "	5 00
" " " " " " " "	5 00
Apples, per basket.	0 40
Bananas, Jamaica firsts, per bunch.	1 50
Bananas, jumbo bunches	2 00
Bananas, 8 hands green	1 25
Cantaloupes (California), per case	1 00
Limes, per crate.	0 15
Watermelons, Canadian, each.	1 40
Peaches Canadian per basket.	0 40
Plums, per basket.	0 25
Plums, per 4-basket crate	0 50
Pears, Bartlett's, per basket.	0 40
Pears, Canadian per basket.	0 11
Lawton Bl. ckberries	0 11
Craneberries, per case.	3 70

VEGETABLES—The potato situation is a little more encouraging this week. New Brunswick arrivals are of a somewhat better class and the local crop is also better. Cabbage took a sudden rise at the end of the week, but is easier

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES



25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

SEBASTIAN CODINA

GANDIA, PROVINCE VALENCIA

(Spain)

EXPORTER OF

RAISINS, ONIONS, PEANUTS,

Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

The Cana

now. Gran local mark

New Brunswick Sweet Potatoes, green Onions, Spanish Cabbage, Canada Beets, new, per Carrots, Canada Lettuces, Canada Cauliflower, per Beans, green, per Tomatoes, Canada Parsley, per doz Egg plant, per Corn, new, per Celery, Canada Celery, imp. Vegetable Marr Green Peppers, Red

FISH—N

week, pal and herring felt in the stances.

Perch, large, per Blue pickerel, per White fish, Geo Whitefish, wint Haddock, fresh Herring, medium jumbo Sea salmon, per Trout, fresh, per Clacoes, per bas Labrador herring Halibut, fresh Shredded cod, per Halifax fish cake Live lobsters Bluefish, small Mackerel medium large Finnan Haddock, Oysters, per gal Bloaters, per Kipperd Herring

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now. Cranberries are now quoted on the local market.

New Brunswick Delawares, per bag	0 93
New potatoes, Canadian, per bbl.	0 50 0 90
Sweet potatoes (Jersey), per hamper	2 00
Onions, green per doz.	0 15
Onions, Spanish, per case	2 50
Cabbage, Canadian, per bbl.	1 50
Beets, new, per doz. bunches	0 25 0 23
Carrots, Canadian, per doz. bunches	0 25 0 30
Lettuces, Canadian leaf, per doz. bunches	0 25
Radishes, Roseland, per doz.	0 25
Cucumbers, Canadian, per bask	0 30 0 35
Cauliflower, per doz.	1 50
Beans, green, per basket, home grown	0 25 0 33
Tomatoes, Canadian, per basket	0 15 0 25
Parsley, per doz.	0 25
Egg plant, per basket	0 40 0 50
Corn, new, per doz (green)	0 15
Celery, Canadian, per doz	0 35 0 40
Celery, imp't-d, per doz.	0 50
Vegetable Marrow, per doz.	1 10
Green Peppers, per basket	0 35 0 40
Red	0 8

FISH—Nearly all lines are scarce this week, particularly whitefish, haddock and herring, and the result of this is felt in the prices in one or two instances.

Perch, large, per lb.	0 08 0 09
Blue pickerel, per lb.	0 08 0 09
White fish, Georgian Bay, per lb.	0 12
Whitefish, winter caught, per lb.	0 10
Haddock, fresh caught, per lb.	0 07 0 08
Herrings, medium, per lb.	0 07 0 08
jumbo, per lb.	0 10
Sea salmon, per lb.	0 20 0 25
Trout, fresh, per lb.	0 11
Clasoes, per basket	1 00 1 25
Labrador herring, per bbl.	4 75
Halibut, fresh caught	0 08 0 10
Shredded cod, per lb.	0 08
Shredded cod, per doz.	0 95
Halifax fish cakes, case	2 40
Live lobsters	0 20 0 35
Bluefish, small white, per lb.	0 06 0 07
Mackerel, medium, each.	0 12
large	0 22
Finnan H-d-die, per lb.	0 09 0 09 1/2
Oysters, per gal.	1 85
Blowers box	1 75
Kippered Herring	1 75

TRADE NOTES.

The stock of R. G. Smith, grocer St. Mary's, is announced for sale.

The stock of A. W. Etwell, grocer, Toronto, has been sold recently.

M. Hayman, grocer, of Winnipeg, suffered serious loss by fire last week.

Wm. Armstrong, Toronto, has taken over the grocery business of P. D. Manning.

The assignment is noted of J. Galloway & Son, general storekeepers, of Burlington.

Scott & Co., bakers and confectioners, of Moose Jaw, have assigned to H. Jogger.

The stock of Wm. Lansdowne, grocer, of Calgary, Alta., has been sold to Hugh McFee.

John Perry, general storekeeper at Colgirth, Sask., has assigned to C. H. Newton.

The Manitoba Canning Company, of Grande Point, Sask., has assigned to J. Q. Gallagher.

The firm of Jos. Lamoureux & Son, manufacturers of jams and jellies, has been dissolved.

This business of Lyon Bros., general merchants, of Winnipeg, has been taken over by A. Gofine.

Campbell Bros., who have been conducting a general store at Yellow Grass, Sask., have gone out of business.

C. C. Fehr, of Holdstadt, Saskatchewan, is taking over the business recently conducted by Fehr & Loepphy.

LEMONS LEMONS

Home Guard Brand Verdillis

The best on the market.
This warm weather is making a strong market.
Order now while prices are low.

WHITE & CO., Limited
Wholesale Fruit, Produce and Fish
Branch at Hamilton **TORONTO**

A Great Beverage

is water, but it will rust your "can" unless fortified with Lemon Juice. Squeeze "St. Nicholas."

W. B. STRINGER & CO., Sole Agents, TORONTO

Two more carloads of Fancy Valencia Onions—\$2.50 per case. Special price in lots.

THE DAWSON COMMISSION CO., TORONTO

FOR FANCY TRADE

CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN

is "Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON

Established 1861

Guelph, Ont.

**CANADA
AND THE
WEST INDIES**

By Sir Daniel Morris, K.C.M.G., British Commissioner of Agriculture to the West Indies.

How Canada can improve her trade with the Islands.

Canadian houses should have representatives on the ground.

The sugar situation as it is at present.

The following article is the gist of an address given by Sir Daniel Morris before the Toronto Board of Trade on Sept. 19:

In the early days the West Indies were great sugar producers. When slavery was abolished many of the greatest planters took the compensation of the Government and left the islands. That has ever since disorganized the planting business. But to the credit of Great Britain she did what no other country has done in making pecuniary allowances to the planters for the loss of their slaves. Since those days sugar has greatly fallen in price. That product has played an important factor in the growth of commerce of those islands. In the days of the great Napoleon he had endeavored to strike a blow at the trade of Great Britain, and so had founded the beet sugar industry in Europe. Another factor in favor of the beet product is the bounty system. If the Europeans export sugar from the Continent they are given a large rebate. The effect of this system on the colonies of Great Britain is that when they go upon the market with their sugar they have to accept the market price alone. The German and French sugar producers receive in addition a bounty. Since the establishment of the Brussels Conference three years ago the prices of sugar were equalized, giving the British West Indies fair play in this trade and enabling them to make some profit.

The people of the West Indies have been just saved from losing their fair trade in sugar by the present British Government, after threatening to withdraw from the above convention, deciding not to do so. But the other Continental countries would not return to the bounty system. The market for West Indian sugar is provided by Canada and Great Britain. The sugar imported into this country from these islands up to June 30 last totalled 166,000 tons, so about 78 per cent. of the sugar consumed in Canada came from the West Indies. There were 4,300,000 gallons of molasses and syr-

ups produced in these islands. Sugar and molasses now constitute seven-elevenths of the total trade between the Dominion and these islands. Some of the raw sugar also goes from the West Indies to the refineries of Great Britain and thence to this country. Under 2,000 tons is imported from British Africa. About 88 per cent. of the sugar consumed in Canada comes from British sources. Canada and the West Indies might enter into closer reciprocal relations and build up a great trade between them.

Danger Ahead.

There is one danger ahead. The rapid growth of the sugar trade with Canada is due to the preference and the falling off in the importation of German sugars, of which large amounts came into the country three or four years ago. But the German Government having laid an embargo on Canadian goods, a surtax of 33 per cent. is imposed on the sugar of the fatherland. I am informed that if Germany is willing to remove the embargo on Canadian goods, German sugar might come in again under the general treaty. I did not think, therefore, that the people of the West Indies can feel quit safe in the future of their sugar trade with this country.

Much is still to be done to bring Canadians in closer trade relations with the West Indies. The total trade of the West Indies is valued at \$60,000,000 in exports and imports. Of this, Canada has about \$11,000,000. So far as the West Indies were concerned, the people are desirous of doing all that is possible to increase the trade between their islands and Canada. The preference shows that the people of Canada are quite ready to do what they can in this way.

One group of colonies by resolution have expressed a strong desire to come into closer relations with this country, and I hope to see this accomplished. On certain points conferences can be held, and I think that it would be advisable to appoint a general agent for

Canada in the West Indies. With his headquarters at Barbados, he could travel through the islands distributing circulars and reading matter to familiarize the people with the Dominion.

General Agent Needed.

At present local agents represent these islands there, but a good general agent is needed. I seldom or ever meet with commercial travelers from Canada, while I frequently meet with those from the United States. I think that Canadian houses ought to be represented in the islands by commercial men. Certain articles are produced in the West Indies that are not known of in Canada. There are Jamaica cigars, grown by Cubans who have taken refuge in that island some years ago. A cattle food, made from molasses and the fine fibre of the sugar cane is also produced, and it has been recently introduced into Canada. Another food substance is made from the fibre of the rice plant and molasses. There is also Cassava starch, which is superior to the arrowwood starch.

A large quantity of rice is now being produced by the Hindus, who are growing it in British Demerara on a large scale. In Trinidad and Tobago, India rubber is being planted on a fairly large scale. Though the area of the West Indies is small, totalling 100,000 square miles, it is about half cultivated. But the islands are remarkably productive. Of the total area of Barbados, 90 per cent. is cultivated. An acre of bananas in Jamaica yields a clear profit of £15.

Three or four years ago, cotton planting was commenced in those islands, and already there is a considerably large export of the product. But sugar remains the staple industry of the West Indies.

DIPLOMA FOR DISPLAY.

Melegama Tea have been awarded a diploma for the best tea display at the recently concluded Ottawa Exhibition. The Melegama tea people have been forging ahead lately in great shape, and this tangible appreciation of their efforts should be most gratifying to them.

MORE IMPROVEMENTS.

C. H. Cochrane & Co., the Ottawa coffee and spice firm, are enlarging their premises. When completed they will have 60 feet frontage on Sparks St., and 58 feet on Wellington St. A new plant has been installed and the firm is doing business on a larger scale than ever.

Jas. H. Campbell, of the Acme Can Co., Montreal, is in Toronto this week attending the annual meeting of the Canadian Manufacturers' Association. He paid The Grocer a call.

Richard Nash, representing E. D. Marceau, Montreal, passed through Montreal this week on his return from a most successful trip. Mr. Nash is one of the best posted tea men in the trade.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply **the best at closest prices.**

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

When an article, besides giving better results, saves bother, time and money, it's bound to be a seller—where it's given a fair show by the Merchant.

Malifax Shredded Codfish

has all the properties that make it popular with housekeepers and its sales are growing daily.

Every Package has this Trade Mark



Ask Your Wholesale Grocer for

Brunswick Brand

KIPPERED HERRING

FINNAN HADDIES

HERRING in TOMATO SAUCE

and

SARDINES

and you will be sure to get A1 stock.

Connors Bros., Limited

Black's Harbour, N. B.

There's as much difference between

"King Oscar" brand Sardines

and other brands as there is between Electric and Candle Light

It's easy to talk, but "the proof of the pudding is in the eating."

Your customers, once they try a tin of "King Oscar" Sardines, will insist upon that brand always.

"Those who know" buy

"King Oscar"

For sale by leading Jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

YOU MIGHT AS WELL SELL

the best brand of tobacco made, as an inferior kind. You not only sell more of it and thus make more money, but every man who smokes

T. & B.

smokes it **regularly**. He doesn't change from brand to brand—he's satisfied to buy **T. & B. all the time**. Thus you build up a **regular custom** for your tobacco counter, which has a good effect on your other lines.

Think it over! Then send in your order for **T. & B.**

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

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Clark, W.....	55	Kit Coffee Co.....	21	Park, Blackwell Co.....	52	Western Canada Flour Mills Co.....	60
Clogg, J. R., & Co.....	65	Kops Breweries.....	17	Paterson, E., & Sons.....	23	White, J. H.....	outside back cover
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**THE ENDORSING HABIT
IS COMMERCIAL BRIGANDAGE**

There are few if any business customs sanctioned by law and usage so utterly hostile to the very foundations of business principle as the endorsing habit. As an American exchange says: "Value received for value given," is one of the unalterable fundamentals of honest business; one that both custom and law make themselves parties in violating whenever a disinterested third party is called into the deal.

However complicated the business transaction, it resolves itself into two parties, each represented by one or more individuals, a buyer and a seller. Both are supposedly benefited in some way by the trade; "value received for value given." Each party is paid for his original possession, his work, his property, his money, in an equivalent of past, present or future. If goods are sold, cash or its equivalent is given for them, the seller receiving as his price for making the trade a certain advance over what they cost him, or, are worth to him to keep his profits. The buyer receives his price or profit in the use the articles will be to him above their cost, either to barter or to keep.

If money is borrowed, the lender sells the work of his money at so much per year, the same as a livery keeper hires a horse out to a customer. The price paid in each case represents the profit. On the other hand, the borrower expects to get enough service, work, out of the money to warrant him in paying for its services. All business transactions conducted on an honest business basis only involve two parties, the buyer and the seller. Any attempt to drag in a third is rank robbery, whether it be done by the merchant in the name of friendship or by the law in the shape of bail bonds, etc.

The system is so well established that it looks like blowing in wind to controvert it; still it is a bit of commercial brigandage that ought to be frowned upon by every honest man that all the others, including the court and lawyers, would have to drop it from their book of legal traditions.

What is the remedy? There are several in the hands of every retailer. First of all, and this is the oldest of all, too, never endorse a note or any form of commercial paper for any one. Let those of your friends whom you think worthy use you as a reference, in other words, occasionally permit the loan of your own good opinion. Give all men to understand that when it comes to borrowing your money or your credit there is but one business way, that is, to pay for the accommodation, same as they would pay a bank.

Another remedy, harder to accept, but quite as important as the first; never permit any business man to tempt you into dragging one of your friends in as an endorser. You have no right to ask him to pay for your goods in his own credit any more than in cash. If you must go to him, ask him to lend you the money and pay him for the accommodation, not some banker. Be honest with him, anyway, and give the interest to the man who really assumes the risk.

Last, but not least, never ask a creditor to get an endorser. Deal with him

on the even exchange of value basis, or else don't deal. You have no more right to tempt him into taking something from his friends he has no right to take than you have to ask him to steal for you; no better business right, that is. The legal right is quite another thing.

WRITE FOR IT.

The Beardwood Agency, claims, collections and commercial reports, Montreal, has issued an attractive little folder advertising their method of doing business. The folder contains several testimonials from representative business men as to the satisfactory manner in which the Beardwood Agency has handled their collections.

BON VOYAGE.

Wm. Dobie, president of the E. W. Gillett Co., of Toronto, and Mrs. Dobie sailed from New York for Liverpool by the new fast Cunard steamship, Lusitania, on Sept. 21. They are traveling with Mr. and Mrs. J. C. Eaton, and the intention is to see a good deal of England, Ireland and Scotland, as well as France and Germany, in Mr. Eaton's 65-horse-power Napier automobile. The Grocer wishes the party a pleasant journey and a safe return.

J. B. Mahoney, of Cobb, Aldridge & Co., of Boston, Mass., was last week spending a few days in the Maritime Provinces looking up old friends, enjoying the beauty and excellent sport of these far-famed provinces by the sea.

Mr. Gordon, of Buchanan & Gordon, Winnipeg, was in Ottawa last week.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

CLAY PIPES

THE BEST Made ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

JOS. COTE

Importer and Wholesale Tobacconist
Established in 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street.

Office and Sample Room: 188 St. Paul St., Phone 1272

Branch: "EL SERGEANT GIGAR STORE," 179 St. Joseph St.

Phone 2097 - - - QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE WINDOW DRESSING

A Cash Bargain Store At Brantford—Does it Fulfill Its Object—Some Suggestions for Making Attractive Vegetable Displays.

The window shown below was sent in by Delmere D. Butler, a clerk in Fred. C. Harp's "Cash Bargain Grocery," at 104 Dalhousie St., Brantford, Ont. It is a display of a well-known brand of cured meat, and while, as Mr. Butler remarks, "A meat display is only good for one day, it means increased sales of this article, which most grocers handle."

A point about this window which may be observed with profit and imitated to advantage, is that every article displayed is marked with a price ticket. It strikes me as a window which, while not startlingly attractive or of any great interest-compelling power, would yet catch the eye of the bargain-hunting housewife and make her pause. The price-tickets are attractive, too, and in harmony with

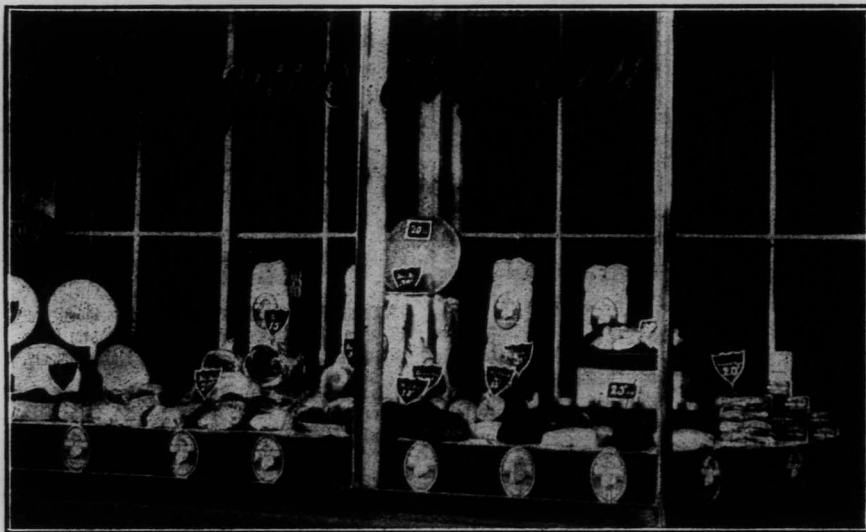
tains the following hints on vegetable display:

"Perhaps there is nothing in the way of display in which the grocer falls so far short of excellence as in the exhibition of vegetables and fruits. Usually the grocer puts his fruits and vegetables out in front of his store where the warm wind, laden with dust, soon destroys its freshness.

"The best displays of fruits and vegetables are made in the show window itself, and it requires no small amount of skill and patience to make the display a success.

"It is a good plan to begin the vegetable and fruit display Friday night so as to have a fresh and tempting display for the Saturday trade.

"In beginning the display the stock



An Attractive Cured Meat Display.

the general tastiness of the layout. Little things in themselves, but not to be neglected.

The idea of a cash bargain grocery isn't bad, either, if it can be conducted on a right basis. The chief difficulty about a store of this sort is that customers expect to get everything they buy there at a greatly reduced price, and come there with the intention of buying bargains and bargains only, whereas, the retailer, though he labels his store "bargain grocery," frequently displays a bargain line only in order to have the opportunity of attracting his customers' notice to other and more profitable goods when he has lured them inside his store. I should like to hear from Mr. Harp on how this has worked out in his own experience.

VEGETABLE DISPLAY.

"The Art and Science of Window Dressing," a well-illustrated book, published by the Retailers' Journal, con-

that is the most hardy should be put in first. Saturday morning, when the fresh goods come in from the market the window can be finished. The general plan of the display however, is made beforehand so that all the grocer has to do is to put his fresh goods in the places already designed for them.

"Any grocer who starts out with the idea of making a good display of vegetables or fruit must make up his mind that such a display will require a great deal of attention, for a showing of wilted vegetables or shriveled fruit is worse than no display. And yet it does not require a great deal of time to keep the display in order. It is largely a matter of giving the display a little attention at the right time.

"After having made a Friday night window for Saturday display, the window should be made up again Monday morning and from day to day such minor changes as are necessary should be made as soon as a fresh supply of vegetables or fruit is brought to the store. In this

way a good, fresh, attractive display may be kept up until the new Saturday display is put in.

"The exclusive fruit dealers, from long experience, have learned to make beautiful displays of fruit in their show windows. And they have the knack of keeping them fresh.

"Vegetables, of course will not make such a pretty showing as fruit. Still, by making proper combinations of forms and colors, a very attractive showing can be made.

"The grocer should bear in mind that the newest goods on the market should have the pride of place in the display.

"Where it is desired to make a very effective display it is well to use a stand that uses a small amount of water to keep goods fresh."

SHORT WEIGHT EVIL.

The campaign which a number of Western grocery trade papers are booming against the practices of putting up short-weight goods is producing interesting results all along the line. Nor is it probable that the evil is confined to the West, and grocers elsewhere will do well to pay attention to the advice: "Measure, weigh, count everything." Since the agitation commenced, shortage has been detected in about every kind of package goods shipped to the West and South. Sugar in barrels, mackerel in kegs and barrels, pickles, package groceries of all kinds, preserves and tobacco have all been found guilty. The latest, and perhaps one of the worst deceptions, appears to be on cheese. A writer, in one of the Western papers, tells his experiences with a carload of cheese, which illustrates the situation. The shortage may have been small in proportion, but at present prices it was vast, in the aggregate and was a disgrace to the shipper as an honorable merchant.

"I was in Little Rock last week," he says, "when a car of cheese came in. I told the consignee to weigh it. He laughed, but finally did so. Then he threw up his hands in horror. The whole car ran two and one-half pounds short to the hoop. Think what that means! The car was shipped from Chicago. I know one jobbing house that sends out literature denouncing short-weight cheese. They are shipping out short cheese all the time." —Journal of Commerce.

THEY'LL SEND YOU ONE.

A little de lux booklet, "A Story of the Tea Plant," printed on fine book paper, covered in linen printed in purple and gold and nicely illustrated, has just been issued by the Salada Tea Company, Toronto. A request on a postal card, mentioning The Canadian Grocer, will bring a copy of this to our subscribers.

Albert Williams, Canadian representative of Crosfield, Lampard, Clark & Co., London, Eng., was a caller upon the Toronto jobbing trade last week.

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NEW BRUNSWICK NEWS

Bad Crop Reports Send Flour Prices Soaring—Chocolate and Cocoa Butter Advanced—Loss on Potato Crop May Be Very Heavy.

(By The Canadian Grocer's Special Correspondent.)

St. John, N.B. Sept. 23.

Flour continues its onward march and the dealers are looking for still further advances. Manitobas went up 25 cents on Tuesday, while Ontarios advanced 15 cents on the same day and 15 cents more on Wednesday. This makes the price of Ontarios now \$5.65 to \$5.75, and Manitobas \$6.40 to \$6.50. The reason given for the high prices is bad reports from the wheat crop all over the world and it is likely the present prices will prevail for some time.

Cornmeal has also advanced. The price now is \$1.75 in bags and \$3.60 in barrels. The latest advance was 10 cents.

Oatmeal, likewise, has taken a leap skyward. The first of the week it could be purchased for \$5.25, but now \$5.75 is the price asked.

All mill feeds, including middlings, bran and feeding flour, have advanced from \$2 to \$3 a ton.

The natural effect of the increased prices on flour will probably mean higher prices for bread, and no doubt the bakers will shortly be asking one cent more per loaf for their product. It is costing the bakers \$1.40 a barrel more for Manitobas than it did three or four months ago.

Another line in which there has been a large advance is chocolate and cocoa butter. This is said to be the result, not of speculation, but of a shortage of cocoa beans, and the shortage is likely to be even greater than was expected. The price of cocoa beans is now 80 to 100 per cent. more than it was a year ago. This means an advance in the price of all goods into which the manufacture of chocolate and cocoa enters.

In the country market the coming of game brought some variety during the past week. Hindquarters of moose are selling at nine and eleven cents and venison at seven and eight cents. Potatoes are steady at from \$1 to \$1.25 a barrel and so far as the local market is concerned, are quite plentiful. A correspondent at Hartland writes:

"Potatoes have dropped to 80 cents all around. The weather for the past few days has been favorable for digging and the fields present a busy scene. Laborers are scarce and \$2 a day is freely offered. The drop in price is largely owing to the scarcity of cars. The railway authorities make no apparent effort to supply the shippers, but for American shippers to American points they have a ready supply of cars. Such discrimination, the result of competition, is disastrous to New Brunswick farmers."

Eggs are very scarce and bring 20 cents. Butter in rolls or tubs also 20 cents.

A Woodstock despatch of the 19th says: "Further reports from various sections of the county fully confirm the

gloomy outlook concerning the potato crop. The most optimistic estimate places the crop at not more than one-half the average. The farmers say they will not dig them at all.

"One farmer a mile out of town, with seven acres in potatoes, has offered the lot to any one who will pay a phosphate bill of about two hundred dollars, but has found no takers. This is a fair index of the condition of the crop. The only farmers who stand to get at least a fair return are those who planted on very high ground. The loss due to rot and rust is put at half a million bushels in this county alone."

Apples are reported scarce, especially the New Brunswick fruit, and prices are high. Nova Scotia plums are now on the market and dealers are advising the consumers to buy, as the indications point to few, if any, of the Ontario stock being available.

The blueberry season is about over and the shipments from Kings County have been the heaviest in years. At Sussex, the Dominion Express Company alone handled about 40,000 quarts, while shipments from other stations were also very heavy. One great drawback to the well meant enterprise of those engaged in the business was the scarcity of crates and had it not been for this an even larger business would have been done. The profits were good and considerable money has been made by those engaged in catering to American tastes.

Herbert Norrey, Salisbury, reports shipments of 46,600 quarts of blueberries to the Sussex Packing Co. Mr. Norrey has been in the business for 13 years, and claims that this has been the best season from the standpoint of crops and prices in his experience. The blueberries were all handled in barrels and forty pickers were engaged in the work. The dead weight of the shipments was 35 tons. The berries came from Turtle Creek, near Salisbury, where the barrens were simply carpeted with the fruit.

Under the terms of the new Dominion Inspection Act, an inspector will be maintained at the factory of the Sussex Packing Co. Mr. Edgett, of Moncton, has been appointed to the position by the Department of Agriculture, at a salary of \$1,200 per annum. It is understood that he will move to Sussex.

A grist mill, built of re-enforced concrete, is being erected on Celebration St., by O. D. Ford & W. E. Darling, of Nauwigewauk. It is expected that the mill will be ready to commence operations before the first of the year.

The St. John Board of Trade has given its endorsement to the business of the Canadian Woodenware Company, which proposes to start operations at South Bay. In an open letter to the newspapers they recommend the industry to the favorable consideration of capital-

ists, merchants and others who feel like encouraging the promotion of home industries.

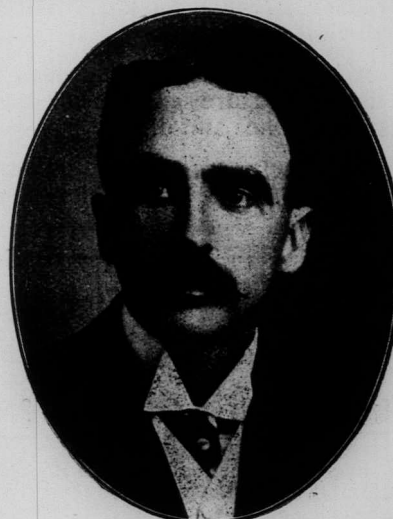
The company intend to manufacture pails, tubs, etc., for the putting up of candy, jam, lard, etc., and will be the only concern of its kind east of Ottawa. The raw materials, viz., spruce and pine, are here in abundance.

Word has been received that the proposed improvements in the I.C.R. yard here will be made in time for this winter's traffic and the announcement is warmly received by local merchants in all lines of business.

A POPULAR CLERK.

William McCrae, Manager for A. M. McLaren, of Guelph.

William McCrae has probably served, and served well, in as many stores as most men. At the present time he is looking after Arch. McLaren's up-to-date grocery on the Elora Road, Guelph. Some years ago Mr. McCrae managed a branch store for W. H. Fielding and a splendid business was done. He was head shipper for the Imperial Biscuit



Wm. McCrae, Guelph.

Co., Guelph, and later went to J. A. McCrae & Sons' branch store as head clerk. When the business was sold to Mr. McLaren, he retained Mr. McCrae as his manager.

"Will," as everyone calls him, has all kinds of good ideas on running a store, and when you go past his shop you see, even on the outside, evidences of his ingenuity. He generally has a two-sided blackboard stuck up on the sidewalk, and on this he chalks his bargains or special offerings.

Mr. McLaren has one of the biggest spaces for showing fruit of anyone in town and "Will" makes good use of it. As a window dresser or stock keeper he is hard to beat and a more popular clerk both outside and inside the store, you will find it difficult to come across.

For the past four or five months Mr. McCrae has been Guelph correspondent for The Grocer, and most people are agreed that it adds interest to the paper to see a corner for your own little town's news

It isn't so much a question of "Getting Along"
 ---the other fellow may get along so much faster
 that you won't be
 What you want to do
 Your best asset

"ENTERPRISE"

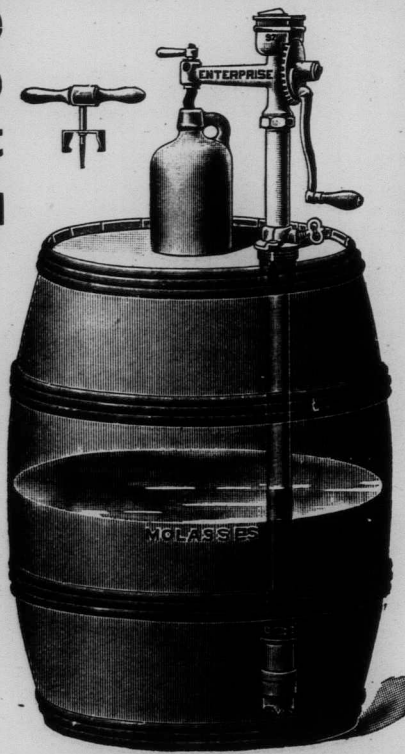
with new Total Registering
 Device

The saving of time will doubly pay
 for it.

The convenience alone will make it
 worth all it costs.

It is cleaner, as it dispenses with
 the use of measures and the consequent
 presence of flies and dirt.

Accurately measures molasses,
 heavy oils, tar and other thick liquids.



SELF-PRIMING & MEASURING PUMP

Has total registering device showing
 when stock is low in barrel.

No. 97 Pump costs \$6.00; Auger,
 75 cents; Extension Tube, 50 cents a
 foot.

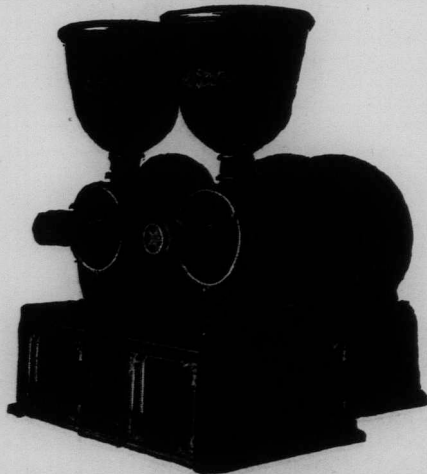
Write for Illustrated Catalogue of all the Enterprise
 Specialties.

The Enterprise Mfg. Co. of Pa.
 Philadelphia, U.S.A.

COLES Electrically Driven
 Coffee Mills

Single and Double Grinder Pulverizing and Granulating

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

Grinding
 Capacity
 Granulating 2 lbs.
 per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS: Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
 Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

BIRKMYER'S WATERPROOF FLAX-CANVAS



Thousands in use.
 Best waterproof in the
 country. It
 is just as cheap as the
 common ones, but in-
 finitely better.

For Horses, Waggon,
 Feed-bags, Caps,
 etc., etc. All styles
 and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa Toronto Montreal
 201 Sparks St. 125 Simcoe St. 28 St. Peter St.

QUIT LOSING!

It's easily done. Keep tab on all goods sold
 by installing our

**"Duplex"
 Counter Check Book**

Then you will know where the goods have gone
 and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
 Toronto



NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. ⁷²

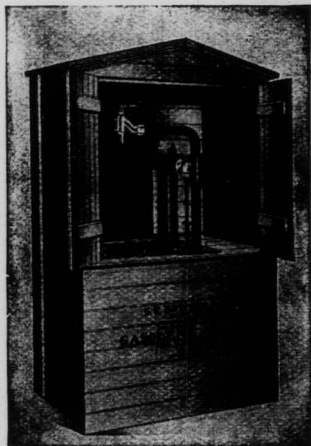
MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

Why a Gasolene Stove Smokes



Cut 10. Outdoor Cabinet

Have you ever been told by a customer that the gasolene she bought of you doesn't burn with a clear blue flame, but has a yellow streak and flickers, blackening the pots and pans? It's very annoying to her and if not remedied will cause her to buy elsewhere, taking the rest of her trade to the new store.

This smoky gasolene is caused by dirt and water getting into the gasolene. It cannot be prevented with the old-style tank. It cannot happen with a Bowser tank.

The Bowser Self-Measuring Gasolene Tank keeps the gasolene as pure and clean as when it left the refinery. It means satisfied customers, the backbone of a successful business.

S. F. BOWSER & COMPANY, Inc.

Send for Catalog B.

66-68 Fraser Ave., Toronto Ont.

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

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

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL
JOBBERS

1/4-lb. tins—8 doz. in case.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

A Sure Test of Value

MACONOCHIES'

Profit-Paying

PICKLES

Please Particular People

*The grocer with an eye to business—
present and future—is catering to
the class of customers who demand the
best possible quality at a fair price.
Maconochie goods fill the bill. Ask
your jobber for them.*

General Agents in Canada and the United States :

MacLAREN IMPERIAL CHEESE CO., Limited
Head Office, - TORONTO

N. B. Collect the Wrappers.

Quot
The
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Cook's Friend-
Size 1, in 2 and
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" 12, in 8
" 3, in 4
Pound tins, 2
12-oz. tins, 2
5-lb. " 4

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Diamond—
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IMPER
Cases—
4-doz
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ROYAL
Sizes.
Royal—Dime .
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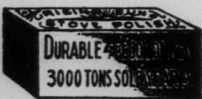
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Perfection 1 1

A Guarantee that is Worth Something

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN & PASTE
STOVE POLISH
IN TINS



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL



MILK IS SCARCE

This fact is forcing itself upon every family. There will be a demand for Condensed Milk and Evaporated Cream. When the call comes have the best to offer—

Borden's Brands

"EAGLE BRAND"
CONDENSED MILK

"PEERLESS BRAND"
EVAPORATED CREAM

For sale by your Jobber.



27 Front St. East,
TORONTO

WM. H. DUNN, Agent

394-396 St. Paul St.
MONTREAL

(Unsweetened)



Ex
LAPORTE
Vita' Pasteuriz

Bottles 1-oz.,
" 2 "
" 4 "
" 20 "



Inf
Robinson's paten

Jam
BATOEN'S WHOL
Agents, Rose &

1-lb. glass jar, sc
T
Compound Fruit
12-oz. glass jars, 2
2-lb. tins, 2 doz. 1
5 and 7-lb. tin, pe
crate...
7 and 14-lb. woo
30-lb. wood pails
Compound Fruit
12-oz. glass jars, 2
2-lb. tins, 2 doz. 1
7 and 14-lb. wood

30-lb. wood pails..
Home Made Jam
1-lb. glass jars (1
case...
5, 7, 14 and 30-lb.

THE N. K. FAIR
LAB

RIGHT DOWN TO BUSINESS

Is the watchword of the merchant who takes advantage of the opening of the Fall trade to increase his sales. To such a few words are better than many. Our Standard

"GILT EDGE" COFFEE

requires only the former.

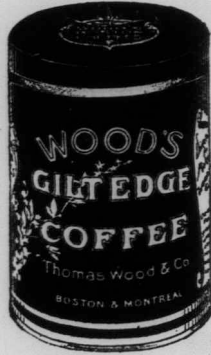
Its uniformity attracts the grocer.
Its fragrant aroma delights the purchaser.
Its true body and exhilarating qualities proclaim its worth.
Its fair price commends it to all.

The best the world affords. Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL



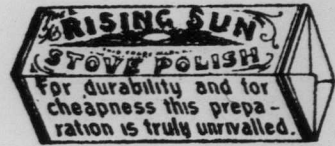
Ordinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 62
No. 1 Branford Prepared Corn	
1-lb. packages, boxes 40 lb.	0 07 1/2
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07 1/2
SAN TOY STARCH.	
pkgs, cases 5 doz., per case.	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	

Ordinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07 1/2
Durham corn starch, 40 lb.	0 06 1/2

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 67
" " 5-lb. cartons, 36 lb.	0 07
" " 200-lb. bbl.	0 62 1/2
" " 100-lb. kegs.	0 06
Canada Laundry, 40 to 46 lb.	0 08
Ivory Gloss, 2-6 family pkgs., 48 lb.	0 08
" " 1-lb. fancy, 30 lb.	0 08
" " large lumps, 100-lb. kegs.	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
4-lb. cases 1-lb. packages 40-lb.	0 06 1/2
Coldwater Ivorine Starch, per box, 40 pkgs.	3 00

Stove Polish.

Rising Sun, 5-oz. cakes, 4-gross boxes	\$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste 5c. size, 4-gross boxes	5 00



NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
3 gallons	5 10
Gall 1s	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.	
Barrels, 60 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2
Kegs, 150 lbs.	0 03 1/2
2-gal. pails 25 lbs.	1 25 each
3 " " 38 1/2 lbs.	1 70
Plain tins, with label—	
2 lb. tins, 2 doz. in case	2 40
10 " " " "	2 75
10 " " " "	2 65
10 " " " "	2 63
(5, 10 and 20 lb. tins have wire handles.)	

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—	
Cases 24, pts., 2 90	Cases, 24 qts., 5 40
Cases 12, 1-gal 5 10	" 6 gals., 4 80
1, 5-gal 4 50	
54 lots prepared up to 40c. rate.	

Empire Golden Syrup—	
Cases, 24-2's, 2 75	Bbls, per lb. 0 03 1/2
" 12-5's, 2 65	1/2-bbl. " 0 03 1/2
" 6-1's, 2 63	Kegs " 0 03 1/2
" 3-20's, 2 40	Pails, \$1.25 and \$1.75
Usual freight allowance on 5-case lots.	

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2
Kegs, 150 lbs.	0 03 1/2
2-gal. pails 25 lb.	1 25 each
3 " " 38 1/2 lbs.	1 70
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

MOTHER'S FAVORITE MELAGAMA TEA.



put up in 60 and 100 lb. boxes.

Black, green, mixed	Wholesale 0 70	Retail 1 00
" " "	0 55	0 80
" " "	0 42	0 60
" " 1 lbs. & 1/2 lbs.	0 40	0 60
" " 1 lb. & 1/2 lbs.	0 35	0 50
" " 1 lb., 1/2 & 1/4 lbs.	0 30	0 40
" " 1 lb. & 1/2 lbs.	0 25	0 30
" " 1 lb., 1/2 & 1/4 lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



SALADA CEYLON

Brown Label, 1's.	Wholesale \$0 20	Retail \$0 25
" " "	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 35	0 50
Gold Label, 1's.	0 44	0 60



Blue Label, 1's.	\$0 18 1/2	\$0 25
Blue Label, 1/2's.	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's.	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs.	0 25
Princess Louise, hf c, 80 lbs.	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs.	0 18
Duchess, cases 60 lbs.	0 19



Ceylon Tea [in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1/2-lb.	0 26
Blue Label, retail at 30c.	0 23
Green Label.	0 28
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55



Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

Brown Label, 1's and 1/2's.	Wholesale 0 20	Retail 0 25
Crimson " 1's and 1/2's.	0 22	0 30
Green " 1's and 1/2's.	0 25	0 35
Blue " 1's, 1/2, 1/4, 1/8	0 30	0 40
Bronze " 1's, 1/2, 1/4, 1/8	0 35	0 50
Gold " 1's, 1/2, 1/4, 1/8.	0 44	0 60



BLUE RIBBON TEA CO., TORONTO

Yellow Label, 1's and 1/2's.	Wholesale 0 20	Retail 0 25
Green Label, 1's and 1/2's.	0 22	0 30
Blue Label 1's and 1/2's.	0 25	0 35
Red Label 1's, 1/2, 1/4 and 1/8.	0 30	0 40
White Label, 1's, 1/2 and 1/4.	0 35	0 50
Gold Label 1's and 1/2's.	0 42	0 60
Purple Label, 1's and 1/2's.	0 55	0 80
Embossed, 1's and 1/2's.	0 70	1 00



Cases, each 60 1-lb.	\$0 25
" " 80 1-lb.	0 30
" " 120 1-lb.	0 35

"CROWN" BRAND

Red Label, 1-lb. and 1/2's.	Wholesale \$0 25	Retail \$0 50
Blue Label, 1-lb. and 1/2's.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2	0 20	0 25
Japan 1s	0 19	0 25

E. D. MAROEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.	\$...
" " II 40-lb. boxes.	...
" " III 80-lb. boxes.	...
EMD AAA Japan, 40 lb "at.	...
AA	60
Blue Jay, basket fired Japan, 70 lbs.,	...
"Condor" IV 80-lb. "	...
" " V 80-lb. "	...
" " XXXX 80-lb. boxes.	...
" " XXXX 80-lb. "	...
" " XXX 80-lb. "	...
" " XXX 80-lb. "	...
"Condor" XX 80-lb. "	...
" " XX 80-lb. "	...
" " LX 80-lb. per case, lead 0 27 1/2	...
" " packets (25 1's and 70 1/2's)	...
"Condor" Ceylon black tea in lead packets	...
Green Label, 1's, 1/2 and 1/4	0 20 at 0 25
80-lb. cases	0 23 at 0 30
Grey Label, 1/2, 1/4 and 1/8	0 23 at 0 30
80-lb. cases	0 23 at 0 30

"Condor" Ceylon black tea in lead packets	
Yellow Label, 1/2 and 1/4	0 26 at 0 35
50-lb. cases	0 26 at 0 35
Blue Label, 1/2, 1/4 and 1/8	0 30 at 0 40
50-lb. cases	0 30 at 0 40
Red Label, 1/2, 1/4 and 1/8	0 34 at 0 50
50-lb. cases	0 34 at 0 50
White Label, 1/2, 1/4 and 1/8	0 40 at 0 60
50-lb. cases	0 40 at 0 60
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80 lb.	
No. 1	per lb. 0 35
No. 2	0 30
No. 3	0 25
No. 4	0 22
No. 5	0 18

THOMAS WOOD & CO.
Montreal and Boston



Wood's Primrose, per lb.	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40
Pack in 1/2-lb. caddies. All grades—either black, green or mixed		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s.	\$0 46
" Amber, 8s. and 12s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Curraney, 12s. and 6s.	0 45
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 6s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.	
Cote's Fine Cheroots 1-10	\$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20-1-40	55 00
J. O. OI, Havana P. Finos 1-20	75 00
Out tobaccos.	
Petit Havans, 1-12-1-6	0 48
Quebec, 1-4, 1-2	0 60
" " " "	0 65
Cote's Choice Mixture, 1-lb tins	0 75
" " " "	0 70
" " " "	0 65

Veterinary Remedies.

W. F. YOUNG	
Absorbine, per doz.	\$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Vinegars.

E. D. MAROEAU, Montreal.	
EMD, pure distilled, highest quality.	\$0 30
Condor, pure distilled.	0 30
Black Swan	0 27 1/2
Old Crow	0 25 1/2
Special prices to buyers of large quantities.	
White Wine, proof.	0 32
" " extra strength pickling	0 25
" " XXX	0 20
" " XX	0 18
" " X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz. in case.	1 10

BATGER'S

PEELS

BUY DISCREETLY

If you are one of those who have sold **BATGER'S PEELS** in the past, you can't do better than to place this year's order for this **WELL-KNOWN BRAND**. If you have not sold Batger's Peels before, **START NOW**.

They are made by one of the oldest of the **BRITISH** houses. Are reliable and sell well.

ROSE & LAFLAMME
MONTREAL

HANDLING PAYING GOODS

Every Retailer should aim to sell goods that will pay him.

**PATERSON'S WOR-
CESTER SAUCE** sells well and pays you. Better handle it.

ROSE & LAFLAMME
AGENTS
MONTREAL AND TORONTO

Riverdale Brand is Best

The **Lakeside Canning Co., Ltd.**
Wellington, - Ontario

In the first place, every piece of fruit or vegetable used in Riverdale Brand is selected by experts for its particular goodness. Then, it is canned by experts, aided by the most improved scientific appliances, in the most sanitary and up-to-date factory in the Dominion.

No wonder there is always a big demand for Riverdale Brand

Pure Wine Vinegars

RENAUD & DUALLE
Bordeaux

THE LARGEST PRODUCERS
OF PURE WINE VINEGARS

Six hundred rotary apparels of the latest style continually at work.

The lowest prices for table and wine Vinegars in bulk, jars and cases.

Concentrated Vinegars

We offer a concentrated vinegar guaranteed free from mineral acids to the utmost concentration possible.

One gallon of our product diluted with clear water makes twenty gallons of table vinegar.

Samples and prices on demand.

General Agents in Canada

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
20 Reamur St., Paris (France)

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Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kop's Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe.
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.

Cigars, Tobaccos, Etc.
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Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Coccos and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestle's Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
McLaren Imperial Cheese Co., Toronto.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. I., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
Hovell, A. J., & Co., London, W.C.

Delivery Wagons.
Abbott H. G., & Co., London, Ont.

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Bradstreet Co.

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Atlantic Fish Co., Halifax, N.S.
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Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
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Capstan Mfg. Co., Toronto.
Imprial Extract Co., Toronto.

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Fovril Limited, Montreal.

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Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. E., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Ltd., Quebec.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatin.
Cor, J. & G., Edinburgh, Scotland.
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Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
McFall, A. A., Bolton, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
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Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. F., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Tothunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago.

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Goodwillie's—Rose & Lafamme, Montreal.
Lipton, Thomas J., Ozo Co., Montreal.
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Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

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Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto.
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MacNab, T. A., & Co., St. John, Nfld.
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Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Standard Brokerage Co., Vancouver.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
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Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto.

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Improved Match Co., Montreal.

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Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Bain, Toronto.
Wagstaffe, Limited, Hamilton.
Wetley J. H., St. Catharines.

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Business Systems Ltd., Toronto.
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Mathieu, J. L., Co., Sherbrooke, Que.

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Taylor & Pringle, Owen Sound, Ont.

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Common Sense Mfg. Co., Toronto.

Polishes—Metal.
Majestic Polishes, Ltd., Toronto.
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Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Shoes.
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Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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La Cie Des Savon Francais, Montreal.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.

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St. Lawrence Starch Co., Port Credit.

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Terminal Warehouse & Cartage Co., Montreal.

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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

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Codville-Georgeson Co., Winnipeg.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Robertson, John & Son, Montreal.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

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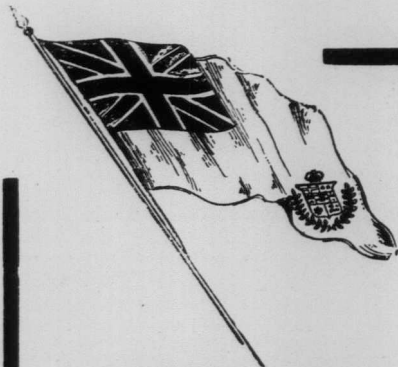
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