

**PAGES
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THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 4, 1908.

NO. 36.



Don't Experiment

when you know that what you sell is **The Best.** Take the verdict of your customers. In laundry work

Keen's Oxford Blue

in their judgment, the world over, is without an equal.

For sale by all jobbers.

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

Your best customers prefer

Benson's "Prepared" Corn

There are other preparations of corn on the market with more or less merit, principally less, but the best results are obtained by using Benson's "Prepared" Corn — It is the Pure Food.

EDWARDSBURG STARCH CO., LIMITED

22 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

154 St. James St., MONTREAL

GOOD SOAP

Makes

GOOD BUSINESS

You get both if you handle

SURPRISE

A PURE
HARD

SOAP

QUALITY COUNTS

Sold By

ALL GROCERS

Made By

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

Branches : Montreal Toronto Winnipeg Vancouver West Indies

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

The Satisfaction of Unvarying Quality

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

Macaroni

Taylor's

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

Unvarying Quality

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

Peels

"Thistle"

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

Unvarying Quality

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

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal



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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.

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J. W. GORHAM & CO.
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HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
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can give close attention to few more first-class agencies. Highest references.

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HALIFAX N.S.
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Domestic and Foreign Agencies Solicited.
Highest References.

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

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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J. WALTER SNOWDON
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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
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Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention.

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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.

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

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

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

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

TORONTO.

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

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

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
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Manufacturers' Agents
and Importers
29 Melinda St., Toronto

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

(Continued on page 4.)

A Combination that Cannot be Beaten

"Anchor"

The finest

"Riverdale"

Fruits and

Our

Vegetables

quotations

"Old Homestead"

packed

will interest you.

Your order is sure to follow.

"Niagara Falls"

Order the above brands if you want satisfaction.

EBY-BLAIN, LIMITED

Sole Wholesale Agents

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

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

CANISTERS

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

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

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

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED



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THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

MOOSE JAW

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

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 Wholesale Grocery Brokers
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 430½ Main St., - - Winnipeg
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 WINNIPEG, CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 141 Bannatyne Ave. WINNIPEG, MAN.

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Wholesale
 Grocery Broker and M'rs Agent
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Commission Brokers and
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 233 Fort Street, Winnipeg
 Correspondence Solicited

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

STUART WATSON & CO.

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

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Wholesale Commission Merchants
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Grocery Brokers,
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 WINNIPEG, MAN.

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F. G. EVANS & CO.

Grocery Brokers and
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 139 Water St., - Vancouver, B.C.
 Correspondence Solicited.

Oakey's The original and only Genuine
 Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and
 Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.

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

JAMES MARSHALL

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

BASKETS

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

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

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

The Oakville Basket Co.,
OAKVILLE, ONT.

**Coffee, Its History,
 Classification and
 Description**

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
 Commercial Classification and Description.
 Adulteration and Detection.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

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SEAS. & EVERETT, Gen. Man. Western Canada, Toronto.

Handle Canned Goods That Are Recognized Leaders.

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

Canadian Canners' Peas Have Created A Big Trade for us

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

Our Peas are packed in four grades as follows:—

Grade No. 1—Extra Fine Sifted Peas

Grade No. 2—Sweet Wrinkle Peas

Grade No. 3—Early June Peas

Grade No. 4—Standard Peas.

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

Canadian Cannery, Limited

Hamilton, Canada.

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business.

North John St.
with a ship

gives personal
interests prompt
attention. Codes—

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Don't Knock—Boost!

This is a good rule for everything, but especially so with regard to your own business. The grocer who aims to give his customers the greatest satisfaction in quality is boosting his reputation and his profits.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables
is the **Booster of Quality.**

Quality first, last and always is our unalterable motto. If you have never yet tried the effect of OLD HOMESTEAD BRAND as a Business Booster, make a start now by writing our agents about a special proposition.

The Old Homestead Canning Co.
Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

THE CANADIAN GROCER

The Popular Demand

for



Is Appreciated by every Grocer in Canada

There is both pleasure and profit in selling "SALADA."—pleasure—in knowing that every time you sell "SALADA" you satisfy a customer; Profit—in the number thus satisfied, who come back for more.

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 29th — Sept. 14th

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

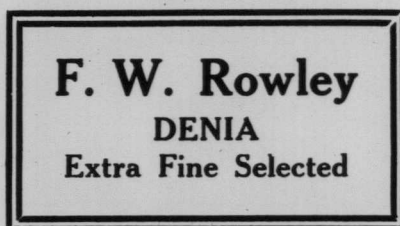
The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO

RAISINS THAT WIN TRADE

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



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

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

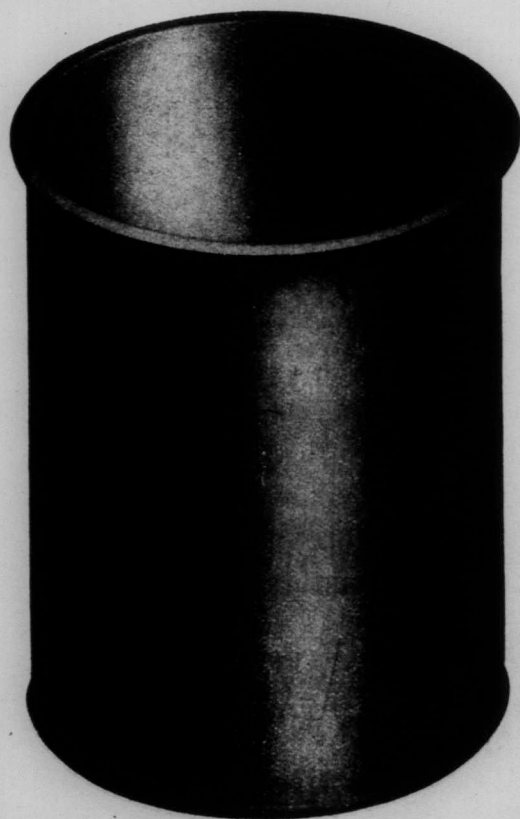
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These are our Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

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

Max Amo Patents

INGERSOLL CREAM CHEESE

"in Blocks"

"SPREADS LIKE BUTTER"



Now booking orders for fall trade.

INGERSOLL CREAM CHEESE in blocks, represents to the consumer, the biggest package of cream cheese for the money ever offered for sale. The quality is equally superior and never changes. For these and other favorable reasons **Ingersoll Cream Cheese** is **everywhere** in demand. To the dealer it carries a guaranteed profit and an active and increasing sale.

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Mason & Hickey, Winnipeg, Man.
W. J. Youell, Toronto, Tel. College 5032
The J. A. McLean Produce Co., Ltd., Toronto
W. H. Dunn, Esq., Montreal
Robt. Colwell, Halifax, N.S.
Wm. Forbes, Ottawa

Cyrus King, Hamilton
J. A. Wilson, London
J. B. Renaud & Co., Quebec
R. R. Rankin, St. John, N.B.
Baird & Peters, St. John, N.B.
The Riley Ramsay Co., Port Arthur.

Order from any wholesale grocer, our agents, travellers or from Ingersoll.

STOCK ONLY THE ORIGINAL PACKAGE.

MANUFACTURED BY

The INGERSOLL PACKING COMPANY, Limited

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National Licorice Co.

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Winnipeg Sales Agency—

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

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES (IN TINS)

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

GOLDEN SLING SYRUP (IN TINS)

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

"THE BEST THERE IS"

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Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

BATGER'S

NOW'S THE TIME
WHEN YOU SELL
SUMMER BEVERAGES

WHY NOT HANDLE BATGER'S

LIME JUICE AND
LEMON SQUASH?
MAKING

PROFITS AND
SATISFIED
CUSTOMERS

AGENTS:

ROSE & LAFLAMME, Limited.
MONTREAL and TORONTO

STOCK THE BEST.

"KIT"

COFFEE

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

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise
The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

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Quebec City, Albert H. Dunn, 87 St. Peter St.
Ontario, A.E. Bowron, 16 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.



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Every Grocer, his wife and family, to visit LIPTON'S TEA ROOM, 191 Yonge St., Toronto, (directly opposite Eaton's), during the Canadian National Exhibition. Everything for their convenience is provided.

Also visit 264 Yonge St., where I am showing, by means of moving pictures, where the Tea is grown, and the different processes it passes through until it reaches the public. These pictures were taken at great expense, and I assure you, are very interesting, and it will give me great pleasure to have you view them.

THOMAS J. LIPTON

TEA ROOM: 191 Yonge St.

75 Front St. East, Toronto

MOVING PICTURES SHOWN AT
264 Yonge Street

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Winnipeg.
Calgary
Edmonton.
Vancouver
E. Island

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delicious
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AUCE

anything
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customers
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202 McGill St.
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We Invite You

to make our offices your downtown headquarters when visiting the city.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET

TORONTO

Mr. Grocer, your own interests demand that you sell profit-bearing lines. We have something to interest you in

Marsala Wine

which is better than Sherry or Port. Good margin, and a fine line to handle. A most popular after dinner beverage. One that you can recommend.

\$7.00 per case, up
Special price for quantity

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731



MAKE

NAPTHO SOAP

YOUR LEADER

The result will be
—satisfied customers—satisfactory profits.

The Welcome Soap Co.

Limited

St. John, - N.B.

S. T. Nishimura & Co.

MONTREAL

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

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Tokai Tea Trading Co.

The Best Because the Purest



E. D. S. Brand Jams and Jellies

Government analysts have proved beyond the shadow of a doubt that E.D.S. Brand is one hundred per cent, pure.

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

THE CANADIAN GROCER

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

Thomas Kinnear & Co.

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

THREE BRANDS THAT PAY YOU TO STOCK

PURNELL'S Vinegar Pickles Sauces

No better line to stock than these high-class English goods.

Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

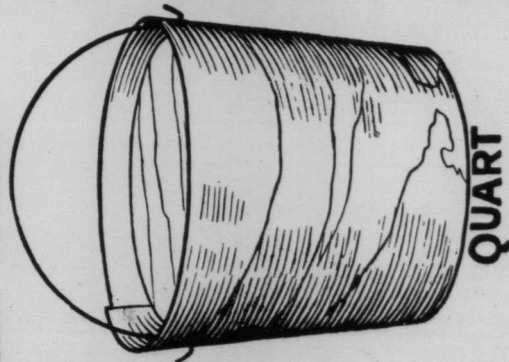
Get in touch with our agents, so as to have early delivery.

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Panter, Ltd.**
Bristol,
England

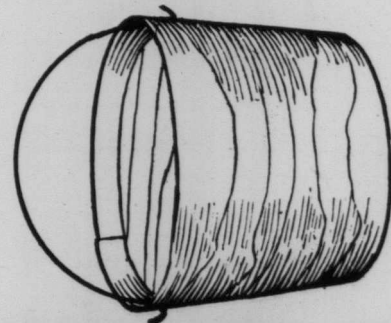
C. E. McMichael, - - St. John, N.B.
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C. S. Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Walter Woods & Co.

GROGERS' VENEER PAILS



QUART



PINT

Hamilton and Winnipeg

SURE PROFITS

Are what you want. No use risking your capital in buying unknown Shoe Polishes. We tell every Canadian shoe-wearer that all up-to-date grocers can supply him with

2ⁱⁿ 1



The World's Best

Shoe Polish

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

IMPORTANT

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

"TEA PLANT" PACKET TEAS

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

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND



ST. CHARLES CREAM UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA



To see the shelves of a grocery well stocked with

Sterling Brand Pickles

is a sure sign that the proprietor is thoroughly up-to-date and knows what is what. The large demand for goods bearing the Sterling label has made it necessary for grocers to keep a large supply on hand.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada
PHONE PARK 376



TURN PRINTERS' INK INTO DOLLARS

You can get as much benefit from our advertising as if you paid for it yourself if you keep Mathieu's Nerve Powders well in front. Display them—recommend them and use them yourself. Before you forget—send that order along.

MATHIEU'S NERVINE POWDERS

You will never know when a customer will ask for Mathieu's Syrup of Tar and Cod Liver Oil. Keep it handy.

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

Proprietors

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

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95½c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

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

NICHOLSON & BAIN

CALGARY WINNIPEG EDMONTON

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

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer
How to Prepare It.

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

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING

With Furiously Boiling Water Suffices to obtain the

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

THE CANADIAN GROCER

You Sell Pickling Spices?

Your profits will be larger, and your customers better satisfied if you sell our famous ¼-lb. transparent packages of MIXED PICKLING SPICES. They are standard, being of known excellence. Now is the time to push these goods.

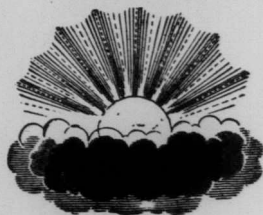
We want your order

S. H. EWING & SONS

**MONTREAL
and TORONTO**

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., . . . MONTREAL

Why

Brooke Bond's Packet Teas
are such Good Value.

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

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

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

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

For samples apply to

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

There's more money in

Shirriff's Flavoring Extracts

simply because they are the

Highest in Strength and Purity

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



Tartan BRAND

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

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor

Imperial Vinegar

Wagstaffe's Jams, Jellies and Marmalades

TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

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

An Up-to-Date Plant

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

FARMERS' BRAND Canned Fruits and Vegetables

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

FARMERS' CANNING CO., Limited
BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

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

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Now Booking Quaker Salmon

To arrive early in October
Flats \$2.00. Talls \$2.15.

*Just as good as ever.
Quality never equalled*

TRADE MARK



SONS

ESTABLISHED 1834.

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET Balmoral scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA



**A leading British line
well-known and
largely advertised.**

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

**G. W. HODGSON
509 Lindsay Bldg.
Montreal**

Ontario Agents:

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

WRITE OUR AGENTS FOR PRICES, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

**THE WORLD'S
STANDARD**

WHITTEMORE'S POLISHES

**ONCE USED
ALWAYS USED**

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

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

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

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



"GILT EDGE"

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

Shines Without Brushing
Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



**OIL
PASTE**

for
ALL kinds
of
Black
Shoes

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

Price per gross
Excellent for old rubbers.

"SUPERB" Patent Leather Paste



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

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

"BOSTON" Waterproof Polish

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

Per gross
"BOSTON JUNIOR"
10c. size, per gross
Also in Russet and Ox Blood

**"ELITE
Combination"**

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

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

**"DANDY" Russet
Combination**

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

Large size, per gross .
**Star Russet
Combination**

10c. size per gross
Russet Pastes

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



If interested write for
CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

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

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



MORE AND MORE NECESSARY TO STOCK EVERY DAY

Borden's Brands

of Condensed Milk and Evaporated Cream

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

WILLIAM H. DUNN, Montreal and Toronto

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



Unsweetened



TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

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

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

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

Midland Vinegar Co., Birmingham & London, Eng

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

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

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

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

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

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

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square, - Montreal

CAPSTAN Brand High-Grade Tomato Catsup



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

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

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

**Grocers
AND
General
Merchants
OF
Canada**

When visiting the **Canadian
National Exhibition at
Toronto**, be sure and call
at the

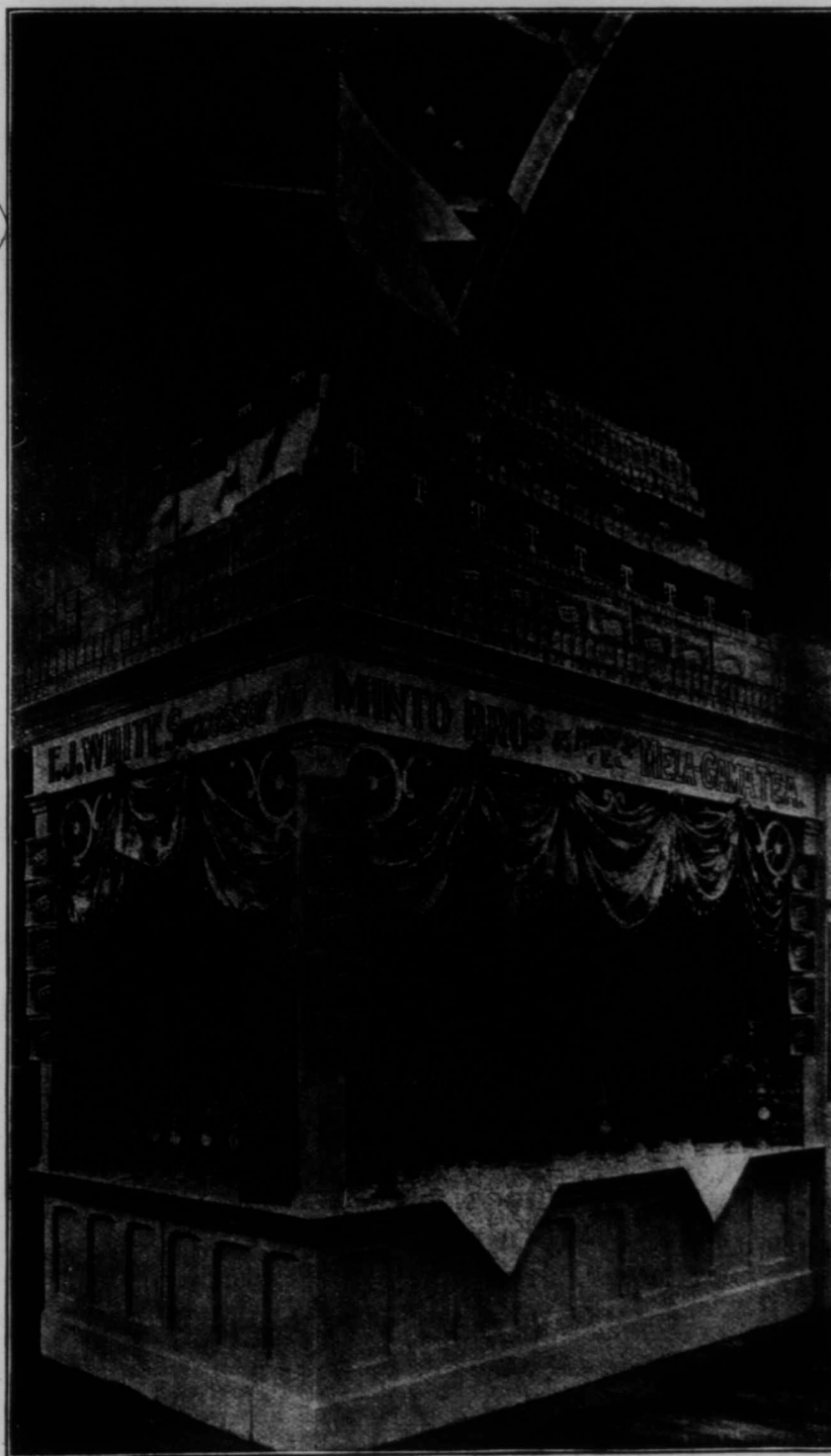
**"MELAGAMA"
TEA BOOTH**

Manufacturers' Building

Come and sample our tea,
examine and see for your-
selves the

**Special Money
Package Idea.**

This will appeal to you as one
of the greatest trade-winners
ever offered to your customers.



Try us for **Bulk Teas.** Our new stock of Japans
and Ceylons are now arriving. Let us send you
samples. Our prices are right.

MINTO BROS., - TORONTO

Lea's Chili Sauce

Made from whole Tomatoes, bottled same day as received. Nothing but the finest Spices used, no coloring matter. A superior Sauce, packed to cater to the most fastidious trade and still within the reach of all. Retail price 15 cents a bottle. These goods are bound to take their place in the home. Be in a position to supply the demand when it comes.

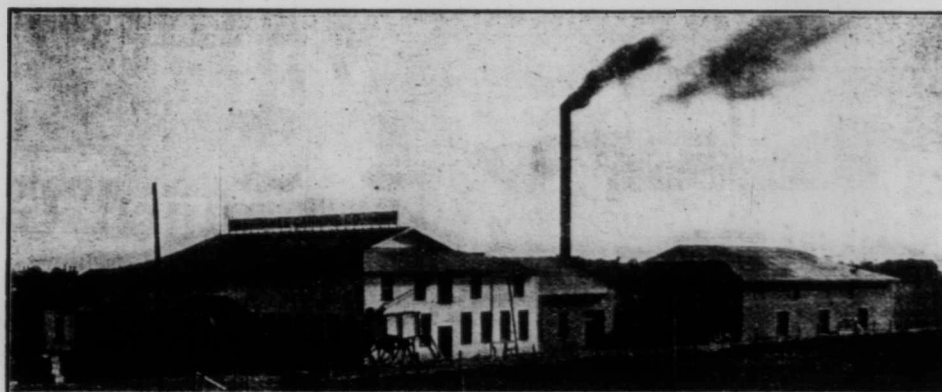
Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

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



“Canada’s Pride” CANNED GOODS

This brand represents the highest class of goods possible to pack.

**ASK FOR THEM
BUY THEM
SELL NO OTHER**

They are packed at one of the best growing points of the Bay of Quinte district in a most modern and sanitary factory where every precaution as to cleanliness is taken and only expert and local help is employed, therefore insuring the highest state of perfection in canned goods.

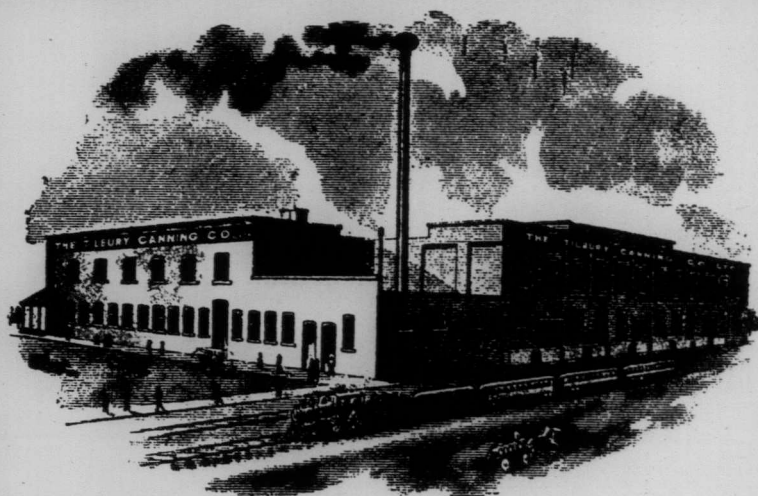
TO BE HAD OF

W. GALBRAITH & SON, who control our goods for **Montreal and East**
R. CARSON & FENWICK, HENDRY & CO., Kingston
MEDLAND BROS., Toronto
E. W. ASHLEY, Winnipeg, Western Broker

The Napanee Canning Co., Limited

Napanee,

Ontario



"Tilbury Brand" Canned Goods

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

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

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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

ESTABLISHED OVER 200 YEARS

CHAMPION'S **IS THE TABLE VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto
 Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
 W. H. Escoff, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS WRITE OUR AGENTS FOR PARTICULARS



*Begin the day well with
 Kidway Tea
 Largest sale of High Grade Tea
 in the World!
 why?*

CANADIAN OFFICE. VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain without laying the horse up. Does not blister, stain or remove the hair. \$2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

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

TRY A
Condensed Ad.
 IN THE
Canadian Grocer

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



Superior Quality Canada First Brands

**Evaporated Cream
 and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont. Sales Office: 39 James St. South, Hamilton

White Dove Cocoanut



My Attractive Package:
½, 1 and 5 lb. tins.

Why not give your customers the best that money can buy,

White Dove Cocoanut ?

It costs no more than cheaper goods. It increases your sales of specialty goods and wins customers for you every time. It also yields you a larger profit than the ordinary line.

If your wholesaler cannot supply you write direct and I will see that your order is filled.

MANUFACTURED BY

W. P. DOWNEY,
24 and 26 St. Peter St., - - - MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

M. D. & Co. "BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable

Packed by

Mahiques Domenech & Co.
Denia, Spain

Canadian Agents:

Rose & Laflamme, Limited
Montreal and Toronto

Why Take Chances,

on new and untried Brands of Canned Goods, when you can purchase **Queen Brand** goods, Quality Guaranteed, at prices surprisingly low.

If you are in need of Peas, Beans, Corn, Tomatoes, Pork and Beans, Gallon Apples, Fruits of any kind, or Catsup in bottles, **take no chances**, but order **Queen Brand** from your Dealer, **and do it now.**

Belleville Canning Co.

BELLEVILLE,

ONTARIO

As Pure as Windsor Salt

\$1.00 Sold \$25 Worth of Groceries It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



ESSEX CORN !

Nothing to equal it for quality and flavor in the whole Dominion. Prepared by the latest and most improved process under most careful supervision, with everything spic span clean and wholesome, and nothing lacking to insure the very best results. You can judge the entire range of Essex products by the way we put up corn. We want your trade, and we take pains to deserve it by insisting that anything going out under our name shall be full first-class in every respect.

THE ESSEX CANNING & PRESERVING CO., Limited

28 Wellington Street East, Toronto, Canada

FACTORY AT ESSEX, ONT.
The Most Southerly County in Canada

Wagstaffe's

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

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton



Imperial Evaporated Cream

Since commencing operations we have been in receipt of an immense volume of orders, many repeats, showing the confidence of the trade in our brand. This confidence is based on *Quality*. We will continue to merit it.

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL



New Peels in Store

Triangle Brand, Drained Peels

Beaver Brand, Candied Peels

Unsurpassed in quality, bought when the market was at its lowest and now offered at attractive prices

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A		Cote, Joseph	67	Lea Pickling & Preserving Co.	24	Ridgways Tea	27
Adam, Geo. & Co.	4	Cowan Co.	56	Lipton, Thos. J.	11	Robinson, O. E. & Co.	60
Adamson, J. T., & Co.	2	Cox, J. & G.	57	Leda, T. A. Co.	15	Rose & Lafamme, Ltd.	10, 71
Allan, Robt., Co.	2	D		Mc		Rutherford, Marshall & Co.	54
Allison Coupon Co.	63	Dalley, The F. F., Co., Limited	14	MacLaren's Imperial Cheese Co.	2	Ryan, Wm., Co.	52
American Dressing Co.	31	Davidson & Hay	12	M. Caba, J. J.	61	S	
American Tobacco Co.	67	Dawson Commission Co.	61	McIntosh, D., & Co.	67	"Salada" Tea Co.	7
Annapolis Valley Cyder Co.	22	Dominion Molasses Co.	10	MacKay, John, Ltd.	58	Sanitary Can Co.	8
Anderson, Powis & Co.	2	Dominy Storage & Forwarding Co. ..	2	McWilliam & Everist	60	Scott, David, & Co.	4
Aylmer Condensed Milk Co.	17	Downey, W. P.	28	MacNab, T. A., & Co.	2	Segalery, Jos.	71
B		Dunn, Albert	54	M		Smith, E. D.	13
Balfour, Smye & Co.	19	Dunn, Wm. H.	24	Magor, Frank. outside front cover		Snowdon, J. Walter.	2
Balger & Co.	10	E		Mahique, Domenech & Co.	28	Sprague Canning Machinery Co.	4
Beamsville Canning Co.	26	Eby-Blain Limited	3	Marshall Wine.	12	St. Charles Condensing Co.	15
Beardwood Agency	69	Eckardt, H. P., & Co.	4	Marshall, James.	4	Stamper, D.	2
Belleville Canning Co.	29	Edwardsburg Starch .. outside front cover		Mathewson's Sons	20	Stewart, I. C.	63
Benedict, F. L.	60	Empire Tobacco Co.	67	Mathieu, J. L., Co.	15	Strang Bros.	4
Bilgh, Howard & Sons.	2	Rpps, Jas., & Co.	58	Merchant's Counter Check Book Co. ..	22	Stringer, W. B.	61
Bloomfield Packing Co.	13	Escott, W. H.	30	Midland Vinegar Co.	68	T	
Blue Ribbon Tea Co.	3	E-sex Canning Co.	4	Millman, W. H., & Sons.	2	Thomas, J. P.	4
Bode Gum Co.	58	E reka Ref lerator Co.	63	Minto Bros.	23	Thoma Bros.	51
Bord-n Condensed Milk Co.	22	Evans, F. Geo.	4	Mooney Biscuit and Candy Co.	57	Tibbie, Vi-Cocoa	21
Bovril Ltd.	55	Ewing, S. H., & Sons.	18	Moore Jaw Fruit & Produce Co.	2	Tilbury Canning Co.	21
Boyd & Co.	70	F		Morin, C. A.	2	Tippet, Arthur P., & Co.	1, 40
Brack & Kirkland.	4	Farmers Canning Co.	19	Morse Bros.	70	Toronto Salt Works	52
Bradstreet's	4	Fearman, F. W., Co.	52	Mott, John P., & Co.	56	Turo Condensed Milk Co., Limited. ..	54
Brayley & Co.	18	G		N		Tuckett, Geo. E., & Son Co.	66
Brooks-Bond & Co.	18	Gibb, W. A. Co.	60	Napanee Canning Co.	25	Turner, James, & Co.	31
Brophy, D. McL.	4	Gillard, W. H., & Co.	20	Nar-in, E. J., & Co.	21	U	
C		Gillett, R. W., Co., Ltd.	65	National Cash Register Co.	55	Underdown & Creighton.	8
Campbell's, R., Sons	29	Girard, P. J.	58	National Licorice Co.	10	Upton & Reid Specialty Co.	68
Canada Maple Exchange.	29	Gorham, J. W., & Co.	2	Nelson, Dale & Co.	18	V	
Canada Sugar Refining Co.	29	Grant, W. J.	67	Nicholson & Bain.	18	Verret, Stewart Co. outside back cover	
Canadian Coconut Co.	48	Gray, Young & Sparling.	58	Nickerson & Hart.	63	W	
Canadian Cannery	5	Greig, Robt., & Co.	7	Nishimura, S. T. & Co.	12	Wagstaffe Limited	30
Canadian Condensing Co.	30	Greening, Thos. B.	1	Norton Mfg. Co.	68	Walker Bin & Store Fixture Co.	68
Canadian Salt Co.	29	H		O		Walker, Hugh, & Son	61
Canadian Manufacturing Co.	22	Hillock, John & Co.	66	Oakville Basket Co.	4	Warren, G. C.	21
Carman Brokerage Co.	4	H-O Co.	58	Oakley, John, & Sons.	4	Watson, Andrew	21
Carter-Crumme Co.	4	H. P. Sauce.	22	Old Homestead Canning Co.	6	Watson, Stuart.	4
Ceresals, L. G.	66	Horton Cato Co.	55	O'Mara, Joseph	52	Welcome Soap Co.	12
Ceylon Tea Ass'n.	17	Hough Litho Co.	76	O'ts-Fensom Elevator Co.	65	White & Co. outside back cover	
Champions Vinegar	29	I		Oxol	62	White & Co.	61
Chase & Sanborn	62	Imperial Extract Co.	18	P		Whittemore Bros.	21
Chocolate Manufacture.	58	Ingersoll Packing Co.	9	Paradis, C. A.	58	Wils n Archdale.	66
Christmas, W. C.	8	K		Patrick, W. G., & Co.	2	Windsor, J. W.	90
Clark, W.	55	Kingery Mfg. Co.	53	Ponlin, P., & Co.	54	Wiseman, R. B. & Co.	66
Clawson & Co.	3	Kinnear, Thos., & Co.	14	Prout, Geo. W.	54	Wood Thomas, & Co.	72
Clowe, W.	63	Kit Coffee Co.	19	Furnell & Pantner.	14	Woodruff & Edwards	68
Connors Bros.	65	L		R		Woods, Walter, & Co.	14
Constant, H.	65	Lamba, W. G. A.	2	Regina Fruit & Produce Co.	54	Y	
Cooper Cooper & Co.	18	M		Richards & Brown.	4	Young, W. F.	27

Canadian Grocers Making Merry

Vancouver Grocers' Outing

Annual Picnic to Bowen Island a Jolly Affair—Something About the Officers of the Association.

The annual picnic of the retail grocers of Vancouver, which took place on Thursday, August 13, was a very jolly and successful event. It was held at Bowen Island, about six miles from the city, an ideal spot, and the steamers Belcara and Britannia were kept busy all day. Nearly all the grocery stores were closed, and with excellent weather a thorough holiday was enjoyed. Refreshments were served in plenty on picnic tables, and the capable committee saw that everyone present was well provided for.

The programme of sports was lengthy and gave opportunity for competition to everyone, young and old. And everyone took part with enthusiasm, and the general off-hand spirit contributed in a

the end of the course, handed out the prizes, and looked as if he thoroughly enjoyed seeing the young ladies blush. When the announcer gave out that the secretary was also in the unmarried class, there was a streak for the landing, but as there was no boat he could not escape. When captured, he acknowledged the soft impeachment.

Without doubt the pie-eating contest was the funniest thing going. A blueberry pie was given to each contestant, and they were blueberry boys before they got through.

Mr. Scott, the popular Davie Street grocer, was induced to enter in the fat men's race. He ran seven steps and then entered a protest. He acknowledges with downcast eyes that he weighs



THE VANCOUVER GROCERS AT BOWEN ISLAND.

great measure to the pleasure of the occasion. After the baseball game between the retailers and the wholesale travelers, when the former were victorious, it was remarkable the extra number of grocers on the field. No one had the courage to own up to being a traveler, and many went so far as to secrete their U.C.T. badges so that there would be no visible means of identification.

The Clerks' Ball Game.

There were several entries for the marriageable young ladies' race, but when Luther McTaggart announced through the megaphone that Frank Wright and Treasurer Hunter were among the unmarried, several more entries were made immediately. Frank Wright took a position of vantage half way down the course, and even though a couple of the young ladies fell right close to him, tripping over grass blades and shadows, they were not blamed. Mr. Hunter, at

270 pounds, and thought he should have a handicap in accordance with his weight.

Fun in the Races.

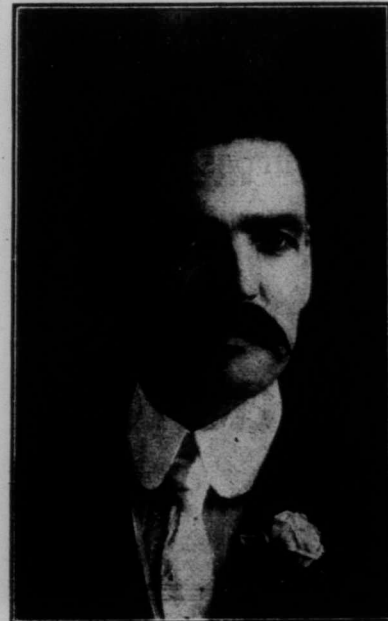
In the ball game between the clerks and the proprietors, the former had an opportunity of showing the bosses that while they might know something about running a store, they knew little about the most popular pastime of the day. Maybe they did not rub it in!

Too much praise cannot be given to the committee for the smooth way in which the programme was run off and the rapid time it was done in. Neither was there an accident in any way. Special mention might be made of F. Welsh, F. McDowell, Frank Wright, W. H. Walsh, E. Pooke and T. J. Hunter. Other members of the committee were W. J. Andrews, L. McTaggart, A. O. McColl, G. Hobson, W. Clark, D. Laverock and W. J. C. Hunter.

Sporting Events and Results.

The results of the various events were as follows:

Baseball game, retailers vs. wholesale travelers, won by the retailers, 16 to 1.



W. J. ANDREWS.

President Vancouver Retail Grocers' Association.

Boys' race, under 16 years, 100 yards—1, L. Sollaway; 2, J. Davis.
Grocery clerks' race, 100 yards—1, S. M. Blackburn; 2, W. S. Ellis.



L. L. McTAGGART.

Vice-President Vancouver Association.

London Grocers at Springbank

Celebrate Last Wednesday Half-holiday With a Merry Outing—Some of the Funny Events of the Day.

Boys' race, under eight, 50 yards—1, G. Sollaway; 2, W. Brown.

Girls' race, under eight, 50 yards—1, Doris Clark; 2, Lillie Hobson.

Pipe-lighting contest, men only, run 50 yards, fill and light pipe, and return with pipe lighted—1, C. J. Joslin; 2, E. J. Fraser.

Grocers' wives' race, 30 yards—1, Mrs. M. C. Clark; 2, Mrs. G. Hobson.

Children's race, under 3 years, 30 yards—1, — Miller.

Ladies' nail-driving contest, 25 yards, drive a nail and return—1, Mrs. Henderson; 2, Mrs. W. T. Ferguson.

Boys' race, under 12 years, 100 yards—H. Sollaway; 2, Arthur Rae.

Grocers' race, over 40 years, 50 yds.—1, W. Clark; 2, W. H. Walsh.

Fat men's race, over 200 lbs., 50 yds.—1, R. Scott; 2, Mr. Brown.

Girls' race, under 16 years, 50 yards—1, Ella Webster; 2, Odessa Clark.

Great as was the success of the Retail Grocers' Association's banquet last winter, and of their excursion to Detroit a few weeks ago, both sink into insignificance when compared with their picnic at Springbank on Wednesday afternoon last. Close on five thousand people attended the outing and from start to finish the fun was fast and furious, not an idle minute being passed. The feature was the grocers' baseball game—North vs. South—for a trophy presented by the Lea Pickling Co., Simcoe. When darkness put a stop to play the Southsiders led by a score of 12 to 5. The game will be finished on Wednesday next. The line-up was: South—May, left field; Young, centre field; Janes, right field; Trebilcock, first base; N. McLeod, second base; O'Dell, third base; Vincent, short stop; Parker, pitcher; J. McLeod, catcher.

North—Luck, left field; Hayes, centre field; Bird, right field; Falkner, first base; Donohue, second base; Morgan, third base; Henderson, short stop; Boug, pitcher; Shaw, catcher.

A Record Baby Show.

There were forty-one entries in the baby show and none of them twins. The Judges—Wm. Turnbull, W. V. Corrigan and E. J. Eccleston—awarded the prizes as follows: First, Margaret Tarling; second, Clara Parker; third, Howard Pollick.

A melon-eating contest, in which 64 youngsters competed, created lots of fun. The winners were: First, Geo. Nichol; 2nd, W. O'Rourke; 3rd, J. Murray.

The pillow fight was another comical feature, the prize winners being E. Glen and E. Winder.

Ed. Ryan, the popular treasurer of the association, and Mrs. Cartledge were excruciatingly funny in the three-legged race, and although they did not come in first, they were awarded a special prize.

The Day's Prize Winners.

The winners of the other events were:

Boys' race, 100 yards—1 Morris Wolfe, 2 George Sweney, 3 Tom Brodison.

Girls' race, under 10—1 Winnie Trudell, 2 Clara Bamed, 3 Margaret Hene.

Ladies' race—1 Miss McCormick, 2 Eva Falkner, 3 Mrs. Branton.

Salada Tea race, 100 yards—1 F. Willis, 2 F. Parker, 3 J. Young, 4 F. W. Paul.

Girls' race, under 15, extra—1 Edna Routledge, 2 L. Bere, 3 Minnie Austin.

Grocery drivers' race—1 O. Falkner, 2 H. McDonald, 3 W. Putnam.

Red Rose Tea race, for ladies — 1 Mrs. Fenn, 2 Mrs. Webb, 3 Mrs. Branton.

Clerks' race—1 O. Falkner, 2 W. H. McGuffin, 3 E. Rogers.

Comfort Soap race, for ladies—1 Mrs. Shaw, 2 Mrs. Vincent, 3 Mrs. Traver, 4 Mrs. Morgan, 5 Mrs. H. English.

Throwing baseball, ladies—1 Miss Aggie McKeown, 2 Miss Mabel McKeown, 3 Mrs. Boxhall.

Flag race—1 O. Falkner, 2 L. Gooderham, 3 C. Hayes.

Grocers' race—1 G. Henderson, 2 T. Vincent, 3 G. Tupholme.

Ladies' and gentlemen's three-legged race—1 H. Osborne and Miss Dieker, 2 C. H. O'Brien and Miss McKeown, 3 J. May and Miss Hodgins.

Lady clerks' race—1 Miss L. Oldridge, 2 Miss Eva Falkner, 3 Miss Irene Clark.



W. J. C. HUNTER.
Secretary Vancouver Association.



T. J. HUNTER.
Treasurer Vancouver Association.

Boys' and girls' race, under 12 years, 50 yards—1st girl, Ella Webster; 1st boy, E. Hurst.

Potato and spoon race, young ladies, 25 yards—1, Miss P. Tracy; 2, Miss Dell Raine.

Boys' and girls' race, under 8 years, 25 yards—1, Willie Brown; 2, Bee Chisholm.

Marriageable young ladies' race, 50 yards—1, Laura Kelly; 2, Dell Raine.

Pie-eating contest, boys under 15 years, 10 entries only—1, D. Garnbaer; 2, N. Lockyer.

Baseball, clerks vs. proprietors, won by clerks, 10 to 4.

Special events—
Swimming contest—1, Arthur Taylor; 2, — Roedde.

Drivers' race—1, R. Robinson; 2, C. Hill.

Sack race—1, John McDonald; 2, C. Aubray.

Commercial travelers' race, 100 yards—1, A. Field; 2, R. Murray.

Travelers' race—1 W. B. Corigan, 2 J. H. Boyd, 3 C. Garvey.

Sack race—1 E. Winder, 2 W. R. Putnam, 3 T. Allsopp.

Boxing contest—1 Frank Nicholls, 2 E. Rogers, 3 W. McLeod.

Ed. Smith, dressed as a police officer, was awarded first prize for the best comic costume.

Some Helpful Travelers.

Among those who assisted materially to the success of the outing, acting as judges and otherwise making themselves useful, were Joe Boyd, of Red Rose Tea; H. B. Corrigan, of Lipton's; Clem Garvey, of John Garvey & Co.; McKinley Millman, of Elliott, Marr & Co.; Jno. Dillon, of A. M. Smith & Co.; Wm. Turnbull, of E. Adams & Co., and Walter Nichols, of Sunlight Soap, who, as manipulator of the megaphone, shouted himself hoarse before he could be prevailed upon to give up the duties of announcer.

Chatham Retail Merchants' Picnic

First Annual Outing at Erie Beach Last Thursday a Marked Success.

Pessimism among Chatham merchants has received half a dozen black eyes and a knock-out blow. Henceforth, they feel equal to tackling anything. For their first annual picnic, held on Thursday, August 27, was a howling success.

When a small gathering of retailers some six weeks ago, with sundry mis-



Chatham Merchants' Picnic—The Clerks' Parade.

givings, decided to hold a picnic, not even the most sanguine of them dreamed that it would be the biggest outing of the year. Yet it most emphatically was. The outing brought to Erie Beach, Chatham's new summer resort on Lake Erie, the largest crowd it has ever known. Chatham, during the afternoon, was practically dead and deserted; while there was not a trolley car which left the city during the entire day southward bound which was not crowded to the limit with excursionists, literally "hanging on by their eyebrows."

The Grand Parade.

The big start was made at 1.30, following the grand parade up and down the business section of King Street. Edward James Dore, of Hamilton—better known as "Eddie"—led off in the parade. The Mayor, aldermen and fire department followed, after which marched the two broom ball teams, followed by the Kent Mills Band. The Rube Band also furnished music at times indescribably weird, and, though the personnel of the organization is, for obvious reasons, being kept a secret, it is hoped that some day the names will leak out, that the public may be able to fittingly reward the musicians for their fantastic rendering of "The Wearin' of the Green" and "How Dry I Am."

The parade was concluded by the clerks, fully 250 marching in line in white uniforms and caps. At the C. W. & L. E. powerhouse, where two cars and one trailer were waiting, there was a big rush, and even when the cars were filled to their uttermost limit, a big crowd was still left for the next car service.

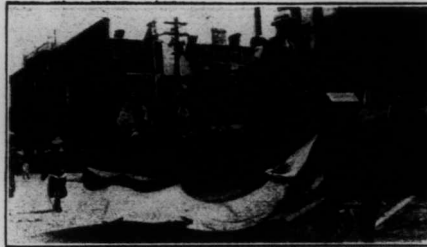
There was a small mishap en route for Erie Beach. At a kink in the road just inside the city limits, the trailer abruptly left the track, and had to be abandoned in favor of another car. The bands livened the wait with appropriate music.

Though the crowd was consequently delayed, and did not reach Erie Beach till the afternoon was half over, Eddie Dore, Grand Mogul and High Muck-a-Muck of the affair, lost no time in getting down to business, and ran off the long list of sporting events in a style calculated to make local amateurs turn green with envy.

The Winning Grocers.

The new diamond at the Beach proved a good one, and a snappy baseball game between the grocers and a picked nine opened the afternoon. Johns, for the picked nine, pitched excellent ball, while Gemmill, for the grocers, was in the game every minute, handing out a bunch of curves and drops that puzzled the batsmen. The following was the line up: Picked Nine—Glassford, Perrott, Johns, Braekin, Kimmerly, Welch, Harper, McDonald, Taylor. Grocers—Wilson, Burnie, Dyer, Clements, Taylor, Gillies, Sterling, Gemmill, Head. The grocers won by a score of 3 to 2, in a five-inning game.

Then came the broom ball contest, between the grocers and the other mer-



Chatham Picnic—One of the Funny Features.

chants, which set the crowd wild. The players were all well known business men, and their antics in trying to shoot the football into goal with their brooms were intensely amusing. Once more victory perched on the grocery banner, the contest resulting in a score of 1 to 0. Here is the line up: Grocers—Parrott, Anderson, Andrew, Northwood, McQueen, Gerber, McCorvie and Jacques. Merchants—Wanless, Parrott, Ball, Lailey, Meynell, Brisco, Somerville and Hodges. The teams were captained respectively by President Wm. Anderson and Secretary H. G. Hodges, of the Retail Merchants' Association.

Then followed a big list of race events. Some thrilled with keen suspense, others overflowed with amusement. All were well contested, private betting among a number of dead game sports adding to the interest. The baby show was another interesting feature of the afternoon's programme.

The Afternoon's Contests.

The following summarizes these contests, with the winners, first, second and third:

Committeemen's race—Harry Northwood, H. G. Hodges, Wm. Anderson.

Girls' race—Bertha Larabee, Ruth McDonald, Edna Clements.

Boys' race—C. Rumble, H. Donovan, R. Glassford.

Young ladies' race—Maude Conibear, Flossie Thomas, Ida King.

Ladies' race, over 35—Mrs. Holdaway, Mrs. Longley, Mrs. Hay.

Baby show—Baby Hay, Baby Kennan, Baby Truax.

Shoe race—T. Taylor, F. Zink, H. Gillies.

Grocers' race—P. B. McQueen, Wm. Anderson, H. W. Jacques.

Men's race, over 40—J. O'Neill, Thos. Lailey, Geo. Holdaway.

Barbers' race—Chas. Mitchell, S. Lawrence, Thos. Higley.

Farmers' race—J. O'Neill, J. Webster, A. McMullen.

Consolation race—Mrs. Rigby, Mrs. Holdaway, Mrs. Morrison.

Open race, 100 yards—J. Webster, W. Egan, O. Link.

Matched race, between Earl Kimmerly, Fred. Brisco and H. W. Jacques—Won by Fred. Brisco.

Clerks' race—W. Eagen, S. Parrott, H. Gillies.

Ladies' race, 75 yards—Mrs. W. Hay, Mrs. Rigby, Ada Longley.

Matched race, 100 yards—Webster, Eddie Dore.

Bandsmen's race—G. Harrington, J. Morrison, J. A. Simon.

Butchers' race—Duff, Mounteer, Harwood.

Guessing score of picked nine and grocer clerks' ball teams—Mrs. Joe Walker, Mrs. H. Gowan, Miss E. McCubbin.

A. C. Trudell, John Glassford, Chief Pritchard and Wm. Potter judged the babies.

A Jolly Crowd.

With every newly arrived car the crowd grew, till the beach was one mass of jolly, sweltering humanity. Never in the history of Chatham had the mer-



Chatham Picnic—The Broom-Ball Team.

chants such an opportunity to get together, fraternize and enjoy themselves. Lots of amusing things were to be seen in addition to the sports. Earl Kimmerly, in his striking make up as a fair young Dutch widow, brought a host of admirers to his feet, while the rube band repeated the phenomenal hit they had made during the parade earlier in the day.

Most of the picnickers brought their lunches with them, and as evening drew

on the beautiful pavilion was a big lunch were furnished.

Dan

During the Band, N. E. family of 1 symphony of ing Robinsc added to the night. Strai the dancing mained ero music died hours wore somewhat; homes till early.

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The Chat Gettin sc

showed h committe Harry N Harry A Cowan, Westman unteers, due to Earl Kir who org: generous enough, sports.

It was of a we man, " year."

Edward & Good present.

The Hamilton Grocers' "Hump"

A Jolly and Unique Outing Crowded Full of Original Features Last Wednesday Afternoon.

on the beautiful grove just behind the pavilion was rapidly converted into a big lunch room. Tea, coffee and milk were furnished free, as long as they lasted.

Dancing in the Evening.

During the afternoon the Kent Mills Band, N. H. Stevens' recently adopted family of 16, filled the vicinity with a symphony of sweet sounds. In the evening Robinson's Orchestra struck up and added to the charm of the soft summer night. Straightway there was a rush for the dancing pavilion, and the floor remained crowded till the last note of the music died away. Gradually, as the hours wore on, the crowd thinned out somewhat; but many did not reach their homes till extremely late—or, rather, early.

Hardworking Merchants.

The merchants worked like Trojans to make this, their first picnic, a success. They succeeded beyond their wildest dreams. Eddie Dore lent invaluable aid, organizing the parade and running off the sports in a style which

The annual outing of the Hamilton grocers was held this year at Oaklands, the idea of having a good time by themselves was conceived by the regular picnic committee of the Grocers' Association, who labor so hard every year at Niagara Falls to furnish their customers and lady friends with the best picnic ever held in Canada, their labors being so arduous that there is really not much pleasure in it for themselves, and so they decided to have this special outing for a little jollification on their own account. In fact, it may be described as a great big stag party, no ladies being invited, and this year's trip was the greatest ever. Travelers, wholesale men and brokers accepted the invitation to a man, and when noses were counted there were about 200 in the party—and in saying they had a big time, is drawing it mild.

Some Notable Guests.

Among some of the notables present were: Mayor Stewart, Ald. Dickson, Ald. Sweeney, Commodore John Lennox, R. T. Steele and representatives from all the jobbing houses and factories who do business in the food line.

H. M. battleship the Merry Widow, in ordinary life, a stone hooker, was engaged and was crowded to the masthead with as jolly a lot of fellows as ever put out in a boat.

The Sports List.

A good list of games was run off, the first being a ball match between the grocers and travelers, which the grocers won by a score of 12 to 6. A pop race, shoe race, novelty race and a high pole vault were among the events. The latter was being contested keenly and a new record made, that daring athlete Merv. Summers, making a leap that astonished all the beholders. Geo. Hunt was the champion in the shoe race, and Geo. Cann took kindly to the pop in the pop race. But the man who took the cake for an all-round sport was Hamilton's only "Bay" Hill. There would be no Hump without "Bay." He was the life and soul of the party.

Refreshments Next.

After the sports were over the party returned to the battleship, where an ample supply of refreshments was prepared and handed out to them by the caterer, Jake Ellsworth. Following this the prizes, which were very valuable (?) were presented to the lucky ones by R. Tasker Steele, who, in his usual happy manner, kept the crowd in good humor until they felt like more refreshments.

The Trip Home.

Following this the ship stood off for the piers and on the way a grand display of fireworks was given, which was much enjoyed by the residents at the

Beach. An excellent musical programme was placed in the hands of Prof. Zara, who had on board his Italian orchestra. Solos were sung by some of Hamilton's best singers, among others Capt. W. G. Reid, Wm. Smye, R. Tasker Steele, Wm. Hazell, Geo. Allan and B. Chrysler. The preamble to the invitation was very pressing and certainly proved an incentive to draw the boys to the wharf.

The following Brantford grocers were present and took part in the fun: Ald. J. M. Burns, Fred. Hand, Ed. Church, Clark Moore, Art. Coulbeck, Dick Gowman, A. W. Matthews, J. Kew.

The officers in charge were: Commodore, Jno. Forth; Vice-Commodore, W. Smye; Midshipmen, H. P. Boyd, J. M. Summers; Gunner, "Bay" Hill; Able-bodied Seamen, A. G. Bain, John O. Carpenter, Geo. Cann, J. Lampman, J. Main; Deck Hands, B. Chrysler, A. Lavis.

PETERBORO CORRESPONDENCE.

September 1.—Charles Rishor, wholesale grocer, Peterboro, issued a writ against John E. King, Lasswade, Hastings County, claiming \$298 as the amount of his account against King. The latter was apparently in financial difficulties and decided to leave Lasswade for Western Canada and made an assignment. Mr. Rishor heard of his intended departure and the time of it, as well, and when King was passing through Peterboro on the C.P.R. excursion train for the West, he was met by Deputy Sheriff Hall and Police Officer Meharry. During the consultation which followed at the office of the plaintiff's solicitors it was learned that King had made an assignment and his progress westward could therefore not be hindered. A settlement will likely be made.

J. S. Ferguson, who has been employed as bookkeeper for the firm of F. J. R. MacPherson & Co., plumbing contractors, and stove dealers, has purchased the grocery business belonging to W. C. Tully, corner of Murray and Aylmer Streets. Mr. Ferguson intends carrying a full line of groceries, confectionery, cooked meats and school supplies. He took possession last Monday.

Mrs. McCabe, grocer, who has for many years kept a grocery store on Lansdowne Street, has erected a handsome new brick dwelling and store combined on the corner of Lansdowne and Lock Streets.

Mr. McNichol, traveler for Minto Bros., of "Melagama" Tea, has just returned from spending a very enjoyable holiday quietly in the country.

T. Wheeler Jones, late assistant teaman in Kearley & Tong's Colombo (Ceylon) salesroom, sailed for Canada on the Philadelphia on August 16th, from Southampton, Eng.



The Chatham Picnic—The Excursionists Getting Off—President Wm. Anderson in the Foreground.

showed him an adept. In addition, the committee, comprising Wm. Anderson, Harry Northwood, T. Walter Poile, Ald. Harry Andrews, H. G. Hodges, Geo. W. Cowan, Wilfred McCorvie and A. D. Westman, with a large number of volunteers, did telling work. Credit is also due to Cecil Moore, Garnet Braekin, Earl Kimmerly and Fred. Sommerville, who organized the clerks. Prizes were generously contributed—more than enough, in fact, for the extra big list of sports.

It was a triumph. But—in the words of a well-remembered Canadian statesman, "Just wait till you see us next year."

Edward B. Goodacre, of Watt, Scott & Goodacre, Montreal, is holidaying at present.

THE CANADIAN GROCER

IS NOW GEO. E. BRISTOL & CO.

Old Hamilton Wholesale Firm Takes New Name.

The firm name of the old wholesale house, Lucas, Steele & Bristol, Hamilton, is no more. Geo. E. Bristol & Co. is the new cognomen, and the change recently made involves some interesting history.

Geo. E. Bristol, the head of the present firm, entered the wholesale grocery house of Lucas, Park & Co., Hamilton, in 1871. His enterprise and business ability made a marked impression and in 1881 he was taken in as a partner. On the first of January, 1893, Mr. Park retired and the firm became Lucas, Steele & Bristol. In 1906 Mr. Lucas and Mr. Steele retired and the business came altogether under Mr. Bristol's management, though the old firm name was retained.

The business has gone on prospering under Mr. Bristol's management, and the old name until the present, when, it was felt that it would be advisable to bring the name more into conformity with the feature of Mr. Bristol's personal ownership, and the name has been changed to Geo. E. Bristol & Co. The same staff of ten travellers, a number of whom have been with the firm for over 25 years, remain, as does also the office staff, with the managers of the sample room and office.

Geo. E. Bristol's experience in the business and his connection with Hamilton trade interests, as well as his activity and aggressiveness along modern lines have made him one of Hamilton's most prominent citizens. In social, athletic and fraternal affairs he has always taken an active interest. He is a Past President of the City Board of Trade, a member of the Royal Hamilton Yacht Club, and of the Hamilton and Thistle clubs, and also of the Toronto Club. He is a member of the Church of England Synod.

Mr. Bristol is a thorough grocer and has been a figure of importance in all matters pertaining to wholesale grocery interests in Canada for many years. The Grocer tenders its best wishes for a continuance of success under the new name.

NO FRENCH SARDINES.

Fishing Season Has Proved an Entire Disappointment.

Henri Jonas, who has just returned to Montreal from a business trip to Europe, states that the pack of French sardines this year will be nil, as the fish have not run at points where they are usually looked for by fishermen. Many of the factories have large orders on their books which they will be obliged to cancel, as the fishing season has proved a disappointment right through. In Portugal the run of fish has been somewhat better, and the pack there will be more satisfactory, especially since the season does not finish until October 31, which gives packers in Portugal a month longer to operate than the French houses have.

Smaller sizes of French prunes will be more plentiful and cheaper, prospects being for a very large crop. The larger fruit, however, will not be so

plentiful and in consequence of the scarcity, quotations will be firmer.

Mushrooms are reported very scarce still.

Macaroni manufacturers are bemoaning the scarcity of Russian wheat.

FIRE IN MONTREAL WAREHOUSE.

Gunn, Langlois & Co. Suffer \$50,000 Loss on Monday Evening.

A nasty fire which might have done damage to the extent of half a million dollars broke out Monday evening at 6.10 in the fifth storey of one of the cold storage warehouses of Gunn, Langlois & Co., produce merchants, St. Vincent and St. Paul Streets, Montreal. Coolness displayed by John A. Gunn, head of the business, and his staff, resulted in the loss being kept down to about \$50,000. Of this \$20,000 was done to the building, while stock suffered to the extent of another \$30,000.

It was in one of their large cold storage warehouses that the fire broke out, and starting on the fifth storey it was rather difficult for the firemen to get at the flames. Once they were reached, however, they were soon under control, and the chief damage was done through the water, which flowed down through the five storeys of the building.

Fireproof walls and doors prevented the spread of the fire to the adjoining warehouses, which were heavily stocked with butter, cheese, eggs and other provisions. Had the stock and machinery in the St. Vincent Street warehouse been reached fully \$500,000 would have been lost.

Insurance fully covers the loss.

TOBACCO BUSINESS CONTINUES GOOD.

Despite the financial depression reports are heard with gratifying frequency of greater business having been done in some lines than ever before. The tobacco business, especially, has been comparatively free from depression and this is very amply evidenced by the statement of Joseph Cote, Quebec, who claims that his tobacco business has increased in greater proportion this year than any other year in the history of the company. This firm is extending business in the line of pipes, having in stock a large variety of imported and domestic. They are also showing one of the greatest ranges of imported and domestic cigars and cigarettes of any firm doing business in Canada. Such admirable conditions may be in a measure due to the character of the goods, the sale of which generally has not fallen off much, as stated before, but it also speaks well for the progressive methods of the firm.

HANDLING AUSTRALIAN STOCK FOODS.

A new concern, S. K. & T. C. Windsor, with headquarters in Australia, and offices in New Zealand and England, have opened a branch at the corner of St. Vincent and St. Paul Streets, Montreal. This company puts up Oxol cattle foods, etc., Australian preparations for horses, cattle, sheep and swine. The firm has advertised very largely in the southern hemisphere, and, to aid the dealers, intend to give their goods equal publicity in Canada.

TRADE NOTES.

E. D. Malo, grocer, Montreal, has assigned.

Jno. O. H. McCoy, Gleichen, Alta., has assigned.

J. D. Phillips, grocer, Montreal, has assigned.

Riedel & Kuester, grocers, Kaslo, B.C., have assigned.

J. A. Bertrand, grocer, Montreal, has been registered.

John E. King, general merchant, Lasswade, has assigned.

Kennedy Bros., tea merchants, Montreal, have been registered.

Giguere & Frere, grocers, St. Louis, Montreal, have been registered.

Crouse & Langille have opened a grocery store at Bridgewater, N.S.

Nemerovsky & Wolch, general merchants, Winnipeg, have dissolved.

J. W. Hayes, grocer, Hamilton, has sold his business to James Garrick.

A. Hamel & Co., general merchants, St. Raymond, P.Q., have been registered.

Harry Hagey, Brantford, has sold his east end grocery business to C. Grant-ham.

Joseph Morin, general merchant, St. Theodore de Chertsey, P.Q., has assigned.

G. Cuttle & Son, Sutton West, have advertised their general store business for sale.

J. M. Soby, Lethbridge, Alta., is building a grocery department in addition to his store.

Barbeau & Mercier, wholesale and retail grocers, Montreal, Que., have been registered.

Fenton & Sutherland, general merchants, Fenton, Sask., are succeeded by J. K. Rennie.

Scott Bros., grocers, Bloor Street West, Toronto, have sold their business to Alex. Davis.

P. Palmason, general merchant, Pine Valley, Man., is succeeded by Palmason & Christjanson.

M. E. Gilbert, traveler for Minto Bros., of "Melagama" Tea, is rusticated in Muskoka.

Aaron Bowman, grocer and tobacconist, Toronto, has sold his business to Mrs. Mary Winter.

W. G. Patrick, manufacturers' agent, Toronto, is in England for a few weeks on a business trip.

The premises of Jno. A. McLachlan, grocer, baker and confectioner, Glencoe, were burned last week.

The traveling salesmen of the Quaker Oats Co. last week held a meeting at Peterboro at which plans were made for the fall selling campaign.

Fred. Nugent, lately with Spratt & Killen's grocery store, Lindsay, Ont., has gone to Oxbow, Sask., to locate.

The estate of Geo. Harrison, Wilkesport, is advertising the general store, stock and property, for sale by tender.

John Hudson, Stratford, is again going into business, and will open a grocery, confectionery, fruit and fish store there shortly.

J. S. Ferguson, lately employed by F. J. R. MacPherson, Peterboro, has purchased the grocery business managed by W. C. Tully in that city.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Vegetables—Declined.
- Fruits—Declined.
- Sugar—Decl ned 10c.
- Cheese—Declined.
- Fish—Advanced.

Montreal, Sept. 3, 1908.

Business during the week has been good, in consequence many lines having declined, and lower prices quoted creating interest among buyers. Among the declines, the chief is sugar, which failed to answer to the bullish operations of some of the New York manipulators and they have been forced to accept lower prices or go without any business. Locally, however, there has been considerable activity in this market. The price is 10c lower. Vegetables and fruits have declined, which may be expected at this time of the year, as the native products are arriving in free supply now. Fish has advanced slightly, owing to supplies arriving less freely. Quality, however, of the fish arriving is above the usual. Teas have been rather dull during the week. Beans have not been in as good demand and have commenced to weaken in price. A local dealer said he regarded this as a fair augury of returning good times, because beans were largely consumed by poor people when they could not buy more expensive food. However, the introduction of foreign beans has relieved the situation, as these are arriving freely. Wholesale grocers report a good week's business, and this especially so in the country, where the grocers are apparently coming out of the trade lethargy which has prevailed for some time.

SUGAR—Last week the New York refiners tried to stimulate the market by reducing prices 10c all around, and their example was immediately followed by the Canadian refiners, who are now quoting 10c less than the prices of the previous week. The raw market, in view of the prospective shortage, should have been maintained if business had been brisk. This condition, however, did not materialize, therefore, the dealers in raws have had to offer better prices to attract trade. This has been an extraordinary year in many respects, with many apparent disruptions of economic laws. It was thought that with the shortage prices would rule high, but this assumption was based on the belief that the quantity consumed, or at least required, would be as great as ever. This anticipated condition, however, did not follow, as people are practising economy in the matter of sugar, as well as everything else, so the refiners and raw sugar dealers find their comparatively small stocks more than ample for their needs and more than equal to the demand.

Granulated, bbls	44 70
" " bbls	4 85
" " bags	4 65
Paris lump, boxes, 100 lbs	8 70
" " 50 lbs	5 60
" " 25 lbs	5 80

Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" " 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES—Trading in Barbadoes molasses during the week has been confined to small lots of grocers' grades, and the total has been somewhat small. This condition is in harmony with the small stocks which are held. The demand up to the present time has been good, and until the last week it looked as though the supplies would be totally inadequate and even with much smaller buying the supply, it is probable, will be short, and an advance may yet come. Syrups, likewise, were in small demand during the week. Prices are unchanged.

Barbadoes, in puncheons	0 31	0 35
" " in barrels	0 33	0 35
" " in half-barrels	0 34	0 36
" " fancy	0 34	
" " extra fancy	0 36	
New Orleans	0 22	0 35
Antigua	0 20	0 30
Porto Rico	0 40	
Corn syrups, bbls	0 03	0 03
" " 1-bbls	0 03	0 03
" " 2-lb pails	1 75	
" " 25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" " 5-lb. " 1 doz "	2 75	
" " 10-lb. " 1 doz "	2 65	
" " 20-lb. " 1 doz "	2 60	

MAPLE PRODUCTS—This market is dull and featureless, with no change in prices.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb. tin.	0 60	0 65

TEA—Locally there is no change in the Japan tea market, and transactions are more than ever of the hand-to-mouth character. The home market is reported quiet, with a slight tendency to weakness on third crop low grades, owing to poor quality. Ceylons, Pekoes and Pekoe Souchongs are in good demand. Ceylon greens are also more active this week. Other lines are neglected. Prices have not changed since our last quotations.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
" " Medium	0 22	0 23
" " Good common	0 21	0 22
" " Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 22
" " Pekoes	0 19	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Pingsney gunpowder, low grade	0 13	0 16
" " " " " " " " " "	0 19	0 27
" " " " " " " " " "	0 30	0 45

COFFEES—The coffee market displays an undertone of strength, and high grades are somewhat firmer. The lower grades remain the same. There has been a good demand during the week, and one large wholesale house reports that this is especially so in the high grades. This market, however, has kept up wonderfully well during the entire season, so that additional business will mean an exceptionally good turnover.

Jamaica	0 16	0 20
Java	0 20	0 25
Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15
Maracaibo	0 15	0 20
Roasted and ground 20 per cent. additional.		

DRIED FRUITS—This market is in a very unsettled state and the California market is not receiving so much attention, owing to the fact that buyers are displaying much interest in the European markets, which, from all reports, seem to be in a position to supply wants at advantageous prices. In all probability a large proportion of the prunes consumed in this country this year will be of the Bisnia variety. This source of production has on several previous occasions relieved the situation when there has been a shortage in American production. This year the production in the United States will be only sufficient to supply home requirements. Some contend that the Bosnia prune is as good as the California product, while others say it is inferior. The chief point of superiority in the American product is the excellence of the packing, which certainly so far has been unexcelled.

Watt, Scott & Goodacre, in their weekly market report say on Sept. 1: "Currants—Quality of the crop so far housed is good, and quantity, after providing for increased retention, will be about the same as in 1907, which was sufficient for all purposes. There will be little opportunity for speculation, as quotations are protected from receding by the purchase price of the Chartered Co., and from advancing by the fact that the crop is, as above, a fair average one. Valencia Raisins—Earlier in the season the crop gave promise of being much larger than will now actually result. Dry weather set in and curtailed the quantity, also affecting the size of the grapes. The future trend of the market will depend on the demand, an axiom, but, in view of general business conditions this year, demand is more than ever an uncertain quantity. While not looking for much lower prices than present speculative offers, we believe that early requirements should be covered, but that business should be confined to such. Malaga Raisins are offered on about the same basis as last year. Sultana Raisins—We think crop warrants lower prices, and can only recommend present covering for early shipments."

Currants—		
Fillatras, uncleaned, barrels	0 06	0 06
Fine Fillatras, per lb., in cases	0 06	0 06
" " cleaned	0 06	0 07
" " in 1-lb. cartons	0 07	0 07
Finest Vostizaa "	0 07	0 08
Amallas "	0 05	0 05
" 1 lb. packages	0 07	
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
" " 1-lb cartons	0 14	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 06	0 06
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" " pulled figs, in boxes, per lb.	0 15	0 20
" " stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 05
Selected, per lb.	0 06	0 06
Layers	0 06	0 06

CANNED GOODS

MONTREAL—Tuesday the new pack prices of vegetables and fruits went into force, and this resulted in a brisk demand, as the prices are lower than last year's quotations. There is an active inquiry for canned salmon. American meats are neglected, while Canadian products are in good demand.

TORONTO—Demand for fruits and vegetables is fairly active, and the coming into force of the 1908 pack prices on Sept. 1 is expected to stimulate this. Salmon and meats are reported slow.

NEW PRICES—1908 PACK.

FRUITS.

3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals. apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals. standard	5.05	5.00

Cherries—

2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted	8.00	8.00
Gals. red, not pitted	6.50	6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60

Currants—

2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard	5.00	5.00
Gals. red, solid pack	7.00	7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard	5.25	5.25
Gals. black, solid pack	8.00	8.00

Gooseberries—

2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards	6.00	6.00
Gals., solid pack	8.00	8.00

Grapes—

2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50

Lawtonberries—

2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50

Peaches—

1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		

Pears—

2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartlettts	1.90	1.85
2½'s Bartlettts	2.20	2.15
3's Bartlettts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	1.25
2's, ditto	1.85	1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40

Plums—

2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00

Raspberries—

2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.30	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack	9.80	9.75

VEGETABLES.

Beets—

2's, sliced, br., "Simcoe"	.95	.95
2's, sliced, b.r., "Simcoe"	.95	.95
2's, whole, b.r., "Simcoe"	.95	.95
2's, whole, br., "Rosebud"	1.15	1.15
3's, sliced, br., "Simcoe"	1.25	1.25
3's, whole, br., "Simcoe"	1.25	1.25
3's, whole, br., "Rosebud"	1.40	1.40
2's, golden wax, midget, "Auto"	1.25	1.25

Beans—

2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's, Refugee, midget, "Auto"	1.25	1.25
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob	4.50	4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05

Peas—

1's, No. 1 extra fine sifted	1.10	1.05
2's, No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

Dates—		
Halloweas, per lb	0 04	0 05
Sains, per lb	0 03	0 04
Packages	0 06	0 06
Malaga Raisins—		
London layers	1 36	
"Connoisseur Clusters"	2 40	
"Royal Buckingham Clusters," ½-boxes	1 00	
" " ¼-boxes	1 37½	
"Exoelsior Windsor Clusters" boxes	5 80	
Au-tralian raisins	1 50	
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seed-d, 1-lb. pkgs	0 09	0 11
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 32	
Peaches, " "	0 18	
Pears, " "	0 18	
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " 40-5's	0 8	0 10
" " 50-6's	0 68	0 10
" " 60-70s	0 30	0 09
" " 70-8s	0 07	0 18
" " 90-100s	0 06	0 07

SPICES—All spices are active and there is a particularly good demand for cinnamons, both ground and whole. The condition of the market is quite up to expectations for this season, which is pickling time. Dealers are all busy filling orders, so this market has kept up its reputation for this particular season. Prices are unchanged.

Peppers, black	Per lb.	0 14	0 20
" white	0 18	0 27	
Ginger, whole	0 16	0 20	
" Cochin	0 17	0 20	
Clives, whole	0 17	0 25	
Clives ground	0 25	0 32	
Cream of tartar	0 12	0 18	
Allspice	0 25	0 60	
Nutmegs	0 15	0 19	
Cinnamon, ground	0 14	0 16	
" hole	0 14	0 16	

BEANS—This market is subsiding into a less active state than a month or six weeks when there was considerable stringency. At present the demand is somewhat limited. The minimum price of Ontario primes is now \$2, instead of \$2.10, as at our last quotations. The highest grades are still held at \$2.15.

Ontario, prim	2 0	2 15
Au-trian	1 95	2 00
Indi n	1 65	1 75

EVAPORATED APPLES—There is no demand at all and they are practically off the market.

Evaporated apples	0 07½
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RICE AND TAPIOCA—A large importing house made the following statement regarding the situation in tapioca; "Tapioca has rather suffered from the general trade depression this summer, and the buying has only been from hand-to-mouth. Stocks on the spot are small and nobody has been inclined to order to arrive. Advices from the east inform us that for the past half-year shipments from Singapore and Penang are short of last year by 700 tons, notwithstanding which stocks here are small, which makes holders firm." Tapioca locally is very slow, and there is little demand for it. This fact is the result of the depression, because it is not an essential article of diet, therefore it suffers with all other luxuries in hard times. Locally rice continues strong, with a fair demand.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " " pockets 25 pounds	3 25
" " " ½ pocket- 12½ pounds	3 35
" " grade c.c., 250 pounds	3 05
" " " 100 "	3 05
" " " 50 "	3 15
" " " pockets 25 pounds	3 15
" " " ½ pocket- 12½ pounds	3 25
Tapioca, medium pearl	0 06

P. J. McCallum, formerly of S. J. Carter & Co., Montreal, is now with the E. N. Heney Co., and is covering the Ottawa Valley.

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THE CANADIAN GROCER

ONTARIO MARKETS.

Toronto, September 3, 1908.

POINTERS—

Sugar—Firmer.
Teas—Stronger.

Canned Goods—New prices in effect on fruits and vegetables.

Reports from wholesalers seem to indicate this business is picking up a little this week. September, the beginning of the Fall season, is ordinarily a good month and ought to be this year. The farmers, too, are getting through with their harvesting operations and should be beginning to buy pretty freely. All this should prove an incentive to better business.

The interest of the markets has been centred during the week on sugar and canned goods. Sugar has been going out a good deal more freely since last week's decline and with the usual large September demand this business should continue good. Other markets are steady though there is a general firm feeling throughout staple lines.

SUGAR—The market in raws is rapidly assuming a firmer tone after the sagging condition of the past couple of weeks. The following paragraph from Willett & Gray's report gives a summary of the situation as it stood at the beginning of the week:

"The decline has extended further than was generally anticipated, and an opinion, based on the experience of many years, would be that prices should be not very far from the bottom, particularly as new crop beet sugars are now quoted near the cost of production, where there will be strong resistance to further decline. But the future depends upon the amount of pressure exerted by holders. All cane sugars in sight will be needed before the new Cuba crop is available in quantity and present prices can only be maintained by refraining from forcing sugars upon refiners, already well supplied, until needed."

Since the above was written the situation in raws has firmed up materially. So much so that an advance of 10 points was made in refined in New York on Wednesday. From every quarter come reports of anticipations of good demand during the present month, and, taking all features into consideration, an advance in Canadian refined within a short time would not be surprising.

Present quotations are as follows:

Paris lumps, in 25-lb. boxes	8 15
Paris lumps, in 100-lb. boxes	5 85
Paris lumps, in 100-lb. boxes	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence granulated	4 55
Kedpa's granulated	4 70
Kedpa's Imperial	4 55
Acacia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2	4 50
No. 1	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	4 40

SYRUPS AND MOLASSES — Little interest is displayed in these goods and present prices are steady. Reports from primary markets note the certainty of higher prices during the Winter.

TEA—Dealers report rather better business the past week than for some time past, a condition which they heartily welcome. Locally the markets are fairly steady, though cables during the week noted some strengthening on the better grades of Ceylons.

Thompson Bros.' weekly circular, dated August 20, says regarding the general situation at that date:

"Although the total offerings of tea from all sources have only reached 63,309 packages, as compared with 67,937 packages in 1907 and 70,441 packages in 1906, about the normal supply for the time of year, importers of low-priced tea have had a most difficult market to contend with, and to make sales have been obliged to submit to a decline of fully ½d. to ¾d. per pound on all common liquoring teas, irrespective of grade. Medium and ordinary qualities have also suffered to some extent, but on the other hand good and fine of every class have been freely competed for and closed firm at the best."

COFFEE—Local business continues good, with prices unchanged.

DRIED FRUITS—Little business is passing and until the new arrivals in three or four weeks' time, little interest will be displayed. Prices are unchanged.

RICE AND TAPIOCA—Business is rather quiet, with no features of interest to report.

Rice, grand, R.	0 05 1/2	0 07 1/2
B rice, 5 tag lots, delivered	3 05	0 07 1/2
Rangoon	0 05 1/2	0 07 1/2
Panna	0 05 1/2	0 07 1/2
Tanar	0 05 1/2	0 07 1/2
Java	0 05 1/2	0 07 1/2
Rago	0 05 1/2	0 07 1/2
Sed tapioca	0 05 1/2	0 07 1/2
Tapioca, medium pearl	0 05 1/2	0 07 1/2

SPICES—The arrival of the pickling season is stimulating demand for these

goods to some extent. Prices are unchanged.

Peppers, bla p're	0 16	0 20
" whit pure	0 15	0 30
" whole, blk	0 14	
" whole, white	0 22	
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 10
Cloves, whole	0 25	0 35
Cream of tartar	0 23	0 25
Allspice	0 19	
" whole	0 17	0 20
Mace ground	0 10	0 20
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—There is little interest in these goods at present and the nearness of the new crop assures that prices will go no higher. Reports from the bean-growing sections are not so favorable as at first, but there promises to be at least a fair crop.

EVAPORATED APPLES—Demand is very light and jobbers are not bothering with the goods. Prices remain steady.
Evaporated apples..... 0 07 1/2 0 08

SUGAR CO. IN RECEIVER'S HANDS

The Toronto dailies of last Wednesday contained an item to the effect that the Ontario Sugar Co., of Berlin, had been placed in the hands of a receiver. The item noted that the appointment was made on the application of the Toronto General Trusts Corporation, who hold a mortgage on the property, executed on February 2, 1903. The Bank of Nova Scotia is said to be one of the principal bondholders of the Ontario Sugar Co.

Those knowing the facts of the case state that the matter arose as the result of an application for a winding-up order by parties interested in the business. This is said to have been forestalled by another party with friendly motives.

The application came before Judge Latchford on Friday, Aug. 28, and was referred to Justice Falconbridge to be heard on the 15th inst.

Those who know seem to be of the opinion that the proceedings will not go much farther.

The Kent Farmers' Produce Company held their annual meeting at Blenheim, on Saturday, shareholders being represented in goodly numbers. Following the re-organization last Fall, the concern, which handles beans and other produce very extensively, has had a very successful year. The directors of the past year were re-appointed.

NATION'S
SIMPLY DELICIOUS
In Packets and 4-oz., 8-oz. and 16-oz. Tins

Agents: **GREEN & CO.**, 25 Front St., E. Toronto
W. H. ESCOTT,
WINNIPEG
Manufactory—BRISTOL—ENGLAND

Talking to the Point

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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

The Uses of Chemical Preservatives

Addresses by Leading United States Canners at the Recent Food Experts' Convention at Mackinac Island—Say Preservatives Not Necessary and Hint How to Eliminate Them and Obviate Increased Costs.

At the recent conference of food experts of the United States at Mackinac Island, Michigan, referred to in *The Grocer* some weeks ago, there were those who spoke in favor of the limited use of chemical preservatives. But a paper by Sebastian Mueller, second vice-president of the H. J. Heinz Co., of Pietsburg, declaring chemical preservatives unnecessary, attracted wide attention because of its radical character. The fact that the matters treated in the address are of particular interest to Canadian canners and to the trade generally justify its reproduction. Mr. Mueller's paper, in part, was as follows:

"Before the passage of the National Food and Drugs Act, when the bill was under consideration in the hands of Congressional committees and manufacturers were being heard upon the subject of artificial preservatives, the general claim was advanced that tomato ketchup made in the usual way could be preserved against fermentation with one-tenth of 1 per cent. benzoate of soda.

"That such a position is untenable and incapable of support may, I think, be very easily demonstrated by an investigation of the ordinary practices in vogue to-day among ketchup makers who depend upon other than so-called natural preserving agents for the protection of their products. In fact it has been demonstrated through various court proceedings in the State of Pennsylvania that certain leading brands of ketchup, labeled as containing one-tenth of 1 per cent. benzoate of soda, contained two and sometimes three times the quantity stated on the label.

Quantity of Preservative Needed.

"Now, all men of practical experience in the preserving industry know, or should know by this time, that ketchup made with the usual thin body and low solids will not keep after being opened if only one-tenth of 1 per cent. of benzoate of soda has been added, regardless of whether the ketchup has been made from canner's pulp or from ripe tomatoes fresh from the field. It will not even keep while sealed in its container unless it has undergone a process of thorough sterilization. The quantity of benzoate of soda necessary to preserve such ketchup is nearer three-tenths than one-tenth of 1 per cent., a statement which I believe will be agreed to by any manufacturer of ketchup who may be here to-day, or by any manufacturer in the country if he will admit the actual facts based upon his practical experience.

"The fact that some ketchups can be found to-day—notably on restaurant and hotel tables—that bear benzoate labels and are in a state of fermentation may be taken as an evidence of the correctness of this contention. If the ordinary, artificially-preserved ketchup found in restaurants and hotels keeps sound and sweet for several weeks under the conditions usually prevailin-

such places, it will be safe to conclude that the quantity of benzoate used in it is greater than the prescribed regulations governing its use.

"Another point that I wish to touch upon is the question of increased cost through the elimination of preservatives, which it is claimed must result. To make tomato ketchup from whole, ripe fruit direct into bottles from the cooking kettles and other products in similar manner admittedly costs more than certain other materials and methods; but aside from this there has been no material advance in the cost of our own finished product other than is attributable to the scarcity and high cost of country labor, some crop shortage and the higher cost of factory labor, ingredients and packing materials.

Handling Pulp.

"Admitting that pulp made from canners' waste can be purchased for less than that made from sound, ripe, whole tomatoes, there is little advantage in carrying whole tomato pulp in barrels. Practically every ketchup manufacturer of consequence has his glass bottles into which the finished product is to be put all made and in readiness before the arrival of the tomato season, and it is neither an impossibility nor a great difficulty with ordinary facilities to bottle all the finished product while the season is on. The only additional investment necessary in advance is for labor and the cost of other constituent elements of the finished product; but even if it is desired to pulp the tomatoes and manufacture the ketchup later this can be done successfully without the aid of an artificial preservative. The pulp can be placed in lacquered cans of about five gallons capacity and sterilized, and by this method of handling it will keep in its natural state in excellent condition for a year or more, if it need be. In fact, it will keep just as well and remain as sweet as the regular canned tomatoes of commerce.

"To meet in advance any contention regarding the increased cost of this method, I wish to point out that through the continued rise in the price of cooperage during the past five years, spirit barrels, which are the only suitable wood containers for pulp, cannot be purchased and delivered at the factory for less than \$1.75 each, on the average. Such a package after having been used for pulp one season, is really not fit for the same use a second time, and therefore deteriorates in value to about 75c, leaving the sum of \$1 to represent the net cost of the wood package. The purchase price of a five-gallon can is 25c each delivered, making the necessary receptacles for 45 gallons of pulp cost, at the outset, \$2.25; but these, if properly cared for, will last from two to three years. To deal with the matter broadly, we will assume that they will last only two years, making the actual cost per year \$1.12½, against

the cost of \$1 for the wood packages, and the saving in freight on pulp shipped in tins as against wood, and the saving of the cost of preservatives will ordinarily fully make up for this difference and even more than make up when the distance is at all great.

Canned Pulp vs. Barreled.

"Besides this, the quality of the finished product is far superior in color and flavor when put up from canned pulp than when made from barreled pulp—not to mention the important advantage that canned pulp does not require an artificial preservative.

"The fact that all principal cook books include in their recipes for pickles alum to harden and preserve them led me, and no doubt has led many others, to regard it as a harmless substance. I held to this belief until in the fall of 1906, when Dr. Wiley informed me that it was even more injurious than any of the other well known preservatives. Experiments made in our own laboratory since that time have proven to us that alum is not only a powerful astringent, but also an anti-ferment equal to, if not greater, in its effects than benzoate of soda. We learn further that scientists generally consider its astringent properties as most serious and unite in saying that its use in all food products should be prohibited.

Using No Preservative.

"As a result of this information we decided to eliminate alum from our business, and on or about October, 1906, we finally discontinued its use. We naturally experienced some trouble at first, especially with sweet pickles, but this we soon overcame, as we did also with sour pickles; and we have been making both successfully in glass and bulk since the date mentioned. Incidentally it will be of interest to know in this connection that our bulk pickles, which represent nine-tenths of our total pack, seem to keep equally as well as the smaller sealed packages.

"It is particularly unfortunate that through the use of alum and other artificial preservatives false and erroneous standards have been set up for the consumer of condimental foods, who has come to regard the peculiar properties brought about by these agents as natural, and who must now, by a slow and laborious process, be educated to the true facts as they exist and to a recognition of a better and more wholesome standard—a work which must largely devolve upon the members of this association."

L. S. Dow's Address.

Mr. Mueller was seconded by L. S. Dow, also of the H. J. Heinz Co., who told in a paper of the "Successful Preservation of Condimental Foods Without the Aid of Chemicals." Mr. Dow said in part:

"Five years ago, when representatives of our company addressed you at St.

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Paul, and again four years ago at St. Louis, we, in common with all manufacturers of condimental foods, regarded with some degree of doubt and uncertainty the practical outcome of the movement against artificial preservatives, which was then being initiated. We had at that time no information as to the injuriousness of sodium benzoate—there had been little information on this subject—and it was rather through our knowledge of the grave abuses permitted and made possible by its use that our sympathy and co-operation were at first enlisted in the movement to abolish it.

"When the effect of this substance upon the human system was pointed out by men of notable scientific attainment—men whose opinions we regarded as beyond question—our efforts were redoubled, with what result you all know. I need not at this time recount to you our success, which was made step to step until when we met with you a year ago, we were able to state that artificial preservatives—including alum in pickles—had been finally eliminated from the last one of our products, namely, bulk sweet pickles—this in the month of May immediately preceding that meeting.

"Thus we say that the last year has been less one of experimentation. It has been rather one of experience. Experience with a complete line of condimental foods, sauces and relishes, all pure in the strictest sense. A full year of experience with the heat and cold of changing seasons, of wide distribution at home and abroad—including the trying climatic conditions of tropical countries wherever civilization exists and the food of civilized man is known and consumed. A year of experience with the average grocer, who sometimes is less careful of his surroundings and of his merchandise than those engaged in the manufacture of perishable goods might wish. We are here to-day to tell you that this experience has been one of pronounced and unqualified success.

"It may be known to you that our goods are sold under the guaranty to the consumer of full purchase price refunded if, for any reason, they fail to please; a policy broad enough to bring home to us every cent of spoilage loss from every source, wherever it occurs, either at home or abroad, and under this sweeping guaranty our losses in all directions and on our entire product have stood during the past year practically without variation—amounting to less than one-quarter of 1 per cent.

"This is a success that has fully and finally established our confidence in the pure food theory as applied to all fruit and vegetable products, and it is our earnest hope that the experience which we come here to relate may serve to strengthen the confidence and the faith of the gentlemen of this association and to influence as well our still doubting and hesitating competitors.

No Excuse for Delay.

"We feel that the time has now passed for producers of condimental foods to plead for delay in the enforcement of the laws through fear of loss and business ruin. We hesitated to make the change at first, it is true. Our business was so vast and far-reaching, our responsibility was equally upon goods sold ten thousand miles away and upon those

marketed near at hand. A mistake meant so much—not only in direct loss, but to the reputation that we have built up through many years of striving, that we naturally inclined to slow and careful procedure, but we feel that now the problem is solved, not only for ourselves, but for every interest concerned.

"We have demonstrated and we point to our product as indisputable evidence, that the question of condimental food purity is simply one of suitable materials, clean methods, the proper and sufficient use of natural preservatives, exactness in preparation and the application generally of reasonable skill in the preserving art. We are, furthermore, glad to know that the experience and accomplishment of our company alone need not be taken as evidence of the soundness of this theory. Other progressive manufacturers have accomplished like results—notably, with pure ketchup, which has so frequently and so confidently been classed as among the impossibilities—in fact, the chief impossibility.

No Secret Preservative.

"It would seem also that the time has arrived when we ought reasonably to expect a discontinuance of the misrepresentation that has been current during this evolution period. The statement has been freely circulated that we have discovered some powerful, secret preservative. We have, but it is not the kind our detractors would have you believe it to be. It is one that we have known for many years, but never learned its full efficacy until the time came to depend upon it wholly. It is a secret, moreover, that we are quite willing to impart for the benefit of all interested—namely, the best raw material available, the highest degree of cleanliness in people and utensils, and the highest degree of sanitation in plant and surroundings that we are able to attain. The claim that we use a secret chemical agent is too absurd to merit serious attention. As a matter of form, we will place ourselves on record here as denying it unqualifiedly and absolutely, and we submit that we could hardly risk our reputation and standing by coming before this body under false pretenses.

"It is stated that we can only use a very small bottle for ketchup. Our regular trade packages are 8-ounce, 12-ounce and 16-ounce—the last mentioned a full pint in capacity, which is the largest size in regular commercial demand of any of the numerous brands in the market.

"It is claimed that our ketchup does not keep—that it ferments in the stores and in the hands of consumers. There is still enough of our 1907 pack scattered about the stores in your home towns to enable you to fully convince yourselves of the truth or falsity of this assertion.

"Finally, it is claimed that we are not in the ketchup business anyway, that we make very little, and that, in consequence, our experience is of little value. During the period 1906-7 we made and marketed exactly 12,432,000 bottles, or 1,036,000 dozen, and not a drop of it

contained artificial preservative. This may, of course, seem like an insignificant product to some of our friends, but, on the other hand, it may cause them to think twice before repeating the statement referred to. In giving you these figures, we make them public and our friends are welcome to any comfort they can find in them.

"We are not accustomed to quote statistics relating to our business, but during the period referred to we have also made and marketed without artificial preservative many millions of pounds of fruit butters, fruit preserves, wet mince meat and of sweet and sour pickles.

An Untrue Contention.

"One more point that we wish to make before passing is against the contention that great cost is involved in experimental work looking to the elimination of preservatives. The statement was made in the autumn of last year, before the Secretary of Agriculture at Washington, that several manufacturers had expended and lost as much as \$10,000 each in their efforts to put up certain products without benzoate of soda. This does not accord with our experience, and it does not seem altogether reasonable. We can safely say that the cost of experimentation on our entire line and covering a period beginning as far back as ten years ago, has not amounted to \$10,000—including all spoilage loss both on goods in our factory and in the hands of the trade, that have arisen in consequence of the experimentation—and in making this statement it should be taken into consideration that our business is possibly the largest of its kind.

"In this connection it may be noted that the preserving of food products is a comparatively recent industry in America, only having grown to its present proportions in the last few years, during which time it has attracted capital without corresponding experience. This lack of experience was not of great moment so long as errors resulting from loose or improper methods could be concealed by the use of a convenient chemical substance, but with the elimination of this, manufacturers of foodstuffs—like those engaged in other manufacturing pursuits—must study deeper into the foundations upon which their business is constructed. Successful food preparation of any kind must be scientific and exact, and so the preserving art requires education and skill, coupled with close and intelligent supervision in all its stages.

"Moreover, no preserving work should be attempted with improper raw material or in a germ laden atmosphere, amid unsanitary surroundings, with indifferently clean utensils, by careless workpeople."

W. Meen, traveler for "Melagama" Tea, spent a week at the Quebec Tercentenary, and is now enjoying the balance of his holidays in the wilds of New Ontario.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

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MAPLE PRODUCTS IMPROVING.

A bulletin just issued from the laboratory of the Inland Revenue Department at Ottawa furnishes an effectual answer to the cry that pure maple products can no longer be secured on Canadian markets. The bulletin shows not only that the greater part of such goods offered for sale are absolutely pure, but also that the percentage of pure goods is rapidly increasing during late years.

The department has analyzed samples of both maple syrup and maple sugar, 71 of each, which were taken indiscriminately from vendors in different parts of Canada. Out of the 71 samples of maple syrup, 62 were found to be genuine, 6 were adulterated, and 3 were declared compound. Of the samples of sugar, 62 were genuine, 8 were adulterated and 1 was considered doubtful.

A noteworthy increase in the percentage of genuine samples is shown in comparing, say, the last three years. A test of maple syrups in May, 1905, showed a percentage of 59 genuine; May, 1906, showed 52 per cent genuine, and May, 1907, 77 genuine, while the samples tested in May of this year, showed a percentage of 87 genuine.

The samples of maple sugar in May, 1905, showed a percentage of 83 genuine; in May, 1906, 85 per cent.; in May, 1907, 72 per cent., and this year 87 per cent. genuine.

The results of the tests, as indicated in the bulletin, are decidedly complimentary to the producers of maple goods in Canada, and should bring the industry into better regard by the public generally.

WHY NOT BETTER FRUIT JARS?

A letter from an Ontario subscriber, which appears on another page, draws attention to a matter which deserves attention. He points out the unsatisfactory quality of fruit jars which are supplied the Canadian trade, and inquires why manufacturers cannot improve these goods.

This is a matter which comes to the front every year at the preserving season, but inquiry among grocers elicits the fact that the jars this year seem to be even worse than usual. It is not an unusual thing to find two or even more jars in a dozen defective. Usually the trouble lies in the zinc top, which is ill-fitting, or in the glass thread on the top of the jar, which is also frequently defective. Again, sometimes the bottom drops out of a jar when it is lifted from the case. To cap all this the jars are badly packed, coming in such flimsy cases that it is scarcely safe to handle them with ordinary care.

The matter is causing a great deal of trouble to grocers all over the country, and it would seem that it would be in the interests of the manufacturers to improve their product.

NORWEGIAN LINE TO CANADA.

Lately Canada, and Montreal in particular, has received considerable free advertising, owing to the attitude of New York and other American Atlantic seaports regarding the capture by Montreal of the grain-carrying trade. While this discussion is proceeding, European shipping countries are seeking to improve their transportation relations with Canada. There is a well-founded rumor that the Cunard people, also the White Star Line, will be represented soon in Canadian waters. The Manchester Liners are improving their service between Canada and England, in view of enlarged business prospects. The Canadian Commissioner at Christiania, Norway, reports a new line in process of formation between Bergen and New York, which will greatly facilitate transportation matters between Canada and Norway. He says: "The new steamship company will be started with a share capital of 10,000,000 kroner, £550,000, at 200 kroner each. The line will open with two steamers of 8,000 to \$10,000 tons, with a speed of 17 knots, cov-

ering the distance between Bergen and New York in eight days, and will be built for a combined passenger and goods traffic. The scheme, which is attracting general notice in the business world, is partly based upon the enlarged traffic conditions which are likely to result from the completion of the railway trunk line from Christiania to Bergen in 1910. There is reason to believe that Swedish capital also will be interested in the undertaking."

IMPORT TRADE BETTER.

The import trade at the port of Montreal has taken a turn for the better, and after falling behind each month the returns for last year, is showing signs of finishing the balance of the season at a favorable comparison with the same period of 1907. This improvement is especially important, when it is remembered that it does not represent the trade conditions of the city of Montreal alone. It represents practically the whole of the Dominion. What happens to the Dominion happens to the port, because the inward and outward trade through the port is such a large proportion of the whole foreign trading of the country, and the returns can be said to be a good gauge of the prosperity of the land. Therefore when Montreal shows an improvement in exports, the whole country is sharing in the general gain.

At present the increased activity is in all lines, so that the improvement may be considered general. It is anticipated that as the revenue collected in Montreal has not fallen below a million a month, the total collections will amount to \$14,000,000, which is about the same figure as was the total for 1906. As last year was an abnormal one, this tie with 1906 is very satisfactory. It must not be forgotten that the season opened up with disadvantages that 1906, or the following year, did not have to contend with, and in addition there has been restricted buying all the way through. When consumers have been frightened, it is a tedious matter to make them regain their confidence again. The fact, therefore, that despite the general restriction in buying the present year is equal to 1906, is a matter for general congratulation, and an object lesson to those who were unaware, or who have forgotten in their extreme timidity, the real solid strength of Canadian trade.

The improvement now showing in the import trade is reflected in the stimulation in the consuming demand that the home industries are feeling in every

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direction, the industrial activity, is greater, while orders going through the wholesale firms are assuming larger proportions every day. Consumers who have been economizing, are now commencing to spend more freely, and in their turn dealers are booking ahead more liberally. The demand generally is improving, and the increase in the customs collections for Montreal is but one indication of a general return to natural conditions.

STRONG MOLASSES MARKETS.

Strong markets for molasses are ruling everywhere, and conditions appear to warrant an advance, which may be expected by retailers any time now. There is a marked scarcity of Barbadoes molasses in the Canadian market, as compared with last year, while there has been no falling off in the demand. The yield this year was 15,000 puncheons less than in 1907, which placed shippers in a predicament at the commencement of the shipping season, and, as there were no stocks carried over from last year, the scarcity was pronounced as the season drew near a close. At present holdings are quite below normal, and as no more molasses will be forthcoming from the West Indies until the end of next April at the earliest, it is likely that high quotations will rule in the near future. An outstanding feature of the situation at present is that Newfoundland houses are looking for supplies in Canada, and some sales have already been reported. At this time of year this is unusual, Newfoundland as a rule importing all the molasses her people require by direct steamers. In the past sales have been made to the Island colony in the spring, but it is years since there has been any demand on Canada in the fall. With our stocks hardly more than two-thirds of what they were in September last year, it is unlikely that we will be able to do much toward supplying Newfoundland.

THE WESTERN WHEAT CROP.

[Special Despatch to The Canadian Grocer.]

Winnipeg, Sept. 2.—The Free Press published to-day the following estimate of the crop of the present year:

"The estimate of the western wheat crop is 17 bushels per acre on 6,000,000 acres or 102,000,000 bushels. On August 10, nine inspectors started on their rounds to examine the crop and the last one finished his work on August 29. In addition to the many thousands of miles traveled by rail the inspectors

drove 3,445 miles through the actual crop.

"The acreage sown to wheat in the spring of 1908 was undoubtedly over 6,000,000, probably from 30,000 to 40,000 acres in excess, but in making the estimate the Free Press has thought it needful to allow for a large acreage destroyed by gophers and damaged by hail, for the areas, not large in any one section, but a considerable total, where the crop was ploughed down for heat damage, and the other areas where late wheat has been too badly frozen to be worth cutting. The estimate of yield is based on 6,000,000 acres, though it is possible this is too small. As to the average yield the Free Press average, made up from the averages given for each line of railway covered, was exactly 18½ bushels, but as many points had been visited before the frost came it has been necessary to allow for frost damage. Again there will be some shrinkage in yield from the fact that many farmers are cutting too green. It is felt, however, that in allowing 15½ bushels per acre, the Free Press has made provision for any damage that may occur from any cause whatsoever.

"The oat crop is estimated at 35 bushels on 2,600,000 acres, or 91,000,000; barley at 28 bushels to the acre on 855,650, or 39,958,200.

"When all possible damage has been accounted for the Canadian West has to-day practically assured 102,000,000 bushels of wheat.

"Realizing the tremendous importance to the country at large of accurate reports the Free Press inspectors have spared no pains in verifying in every possible way the figures given out. Roughly speaking, over the tremendous railway mileage covered, the crop has been inspected every 25 miles."

WINTER APPLES LIGHT.

E. J. McIntyre, of Niagara on the Lake, one of the best-informed apple dealers in Canada, was in Toronto this week and called on The Grocer. Mr. McIntyre has just completed a tour through the apple belt of Ontario and is full of information in regard to this year's crop.

In the apple-growing counties of central Ontario, he says, the yield of early fruit is good but winter apples are very poor, the crop being not more than one-tenth of the usual yield. In Eastern Ontario also, it is said that similar conditions prevail though the Winter fruit is perhaps in better supply, being estimated at about one-third of the ordinary yield.

The one encouraging feature about the reports is the fact all reports speak

favorably of the good quality of the winter fruit. This, Mr. McIntyre says, will tend to do a good deal toward eliminating this year the trouble in packing and false marking, which was so evident in Canadian apples last season. With such small crops, however, export business this winter will be necessarily small.

The general price offered, Mr. McIntyre says, is from \$1 to \$1.25, which is rather surprising in view of the small crop. Buyers seem to be sticking to this price, not on account of any arrangement but evidently because they are not anxious to repeat the losses of last year. Little activity is evident in the business just at present.

In New York State, on the other hand, Mr. McIntyre says the apple crop is plentiful and Canadian apples will have to meet these in competition in the British markets. This is decidedly different to last year's conditions when the United States buyers were swarming into Canada buying up our apples. Mr. McIntyre reports pears as a plentiful crop and of excellent quality. Grapes, too, are a good crop and will probably be quite cheap.

THE BEAN CROP IN KENT.

Special Correspondence of The Canadian Grocer.

Chatham, Ont., August 31.—The bean situation in the County of Kent is much different from what it was two months ago, or even less. Then, the outlook was for a crop excellent in quality and exceeding in quantity the average crop. To-day the probability is that the crop will be at best only a fair one.

With the protracted hot spell of several weeks ago, the beans forged ahead rapidly. Some of them, indeed, commenced to ripen before ever the beans were fairly formed in the pods. Some of these dry pods, picked at the time, haven't a single bean in them.

The coming of rain promised to stop this course of things. The rains, however, while excellent for other crops, were unfortunately a little too heavy for the bean crop, which is, as a result, reported in many sections to have suffered considerably.

Toward the north, where only a small acreage was sown this year, the beans, on account of the land being higher and the water draining off more easily, are reported to be of good quality. In the south, however, the rain has done much damage.

Buyers are still optimistic as to the crop, claiming that good weather will yet set it right; but growers in many sections declare that beans, particularly in the southern part of the county, will fall considerably short of the usual crop.

What Good Roads Mean to the Retailer

Impassable Highways Divert Business From the Local Stores to the Mail Order Houses — How Merchants May Further Their Own Interests by Supporting Movement for Good Roads.

Whether the retailer in the country town realizes it or not, the question of good roads is one with which his interests are closely allied. It is quite possible that in the past the relationship between the extent of business in a town and condition of the roads leading to that town has not been fully understood, hence the apathy, or, at best, half-hearted sympathy exhibited by business men towards projects having for their object the systematic improvement of the roads.

Few subjects deserve such attention by the country merchant as that associated with providing good highways leading to the town in which he does business.

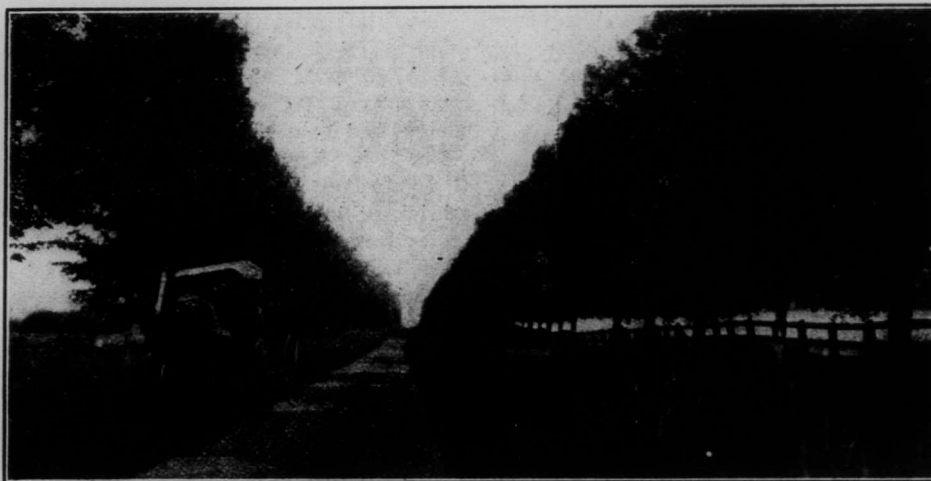
It must be obvious to every such merchant every time the roads are in a condition which prevents farmers' wives and daughters from coming to town, the opportunity of doing business which their presence there would afford is lost, and may it not be quite possible that some of the growth of the business done by city mail order houses with persons resident in the country may be traced more or less directly to the fact that poor roads make journeying to town a hardship to the women of the family, at least.

These are points in this question which

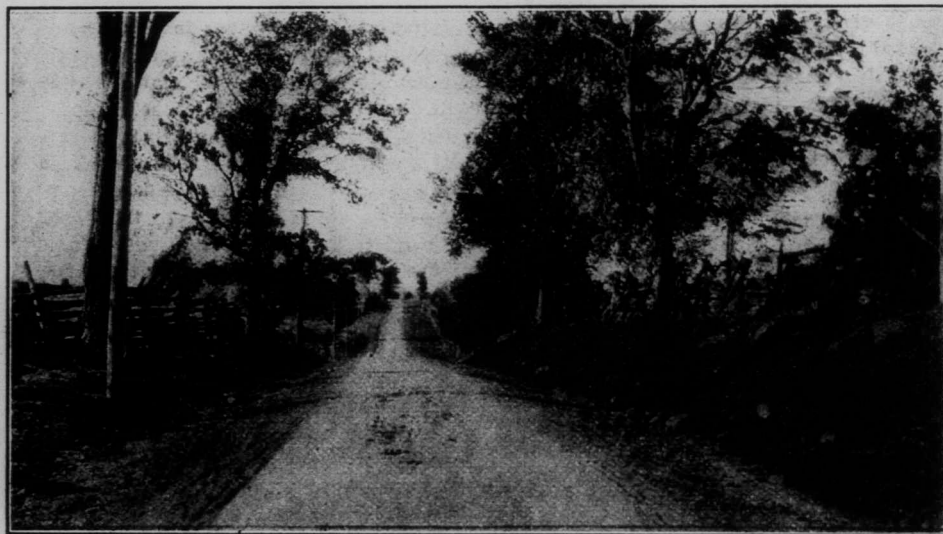
Fortunately for the retailer, though it must be confessed, most frequently without the active support from him which should have been accorded, a great deal has been done along this direction in Canada, and there are indications that in

which, after all, perhaps furnishes the strongest argument in favor of his support of this project.

Good roads mean more prosperous farmers. Every dollar spent in improvement of highways adds many dollars to



In the Summer this Road Will be Pleasant, but the Growth of Grass and Flat Character of the Roadway Will Make it Almost Impassable in Spring and Fall.



An Inexpensive but Serviceable Road in and Proper Provision

Hastings County. It has been Gravelled Made for Drainage.

have a direct bearing upon the business of the country retailer, and they seem to justify the statement that these retailers are under a responsibility to themselves to further to the extent of their ability any movement towards better roads which may be promulgated.

some quarters at least, the importance of this project in its local as well as national aspect, has been appreciated.

The direct benefit accruing to the retailer alone constitutes sufficient reason for his active interest in the good roads question, but there is an indirect benefit,

the wealth of the farming community served by it, in the increased facilities which good roads afford for successful farming.

Good roads are essentially a business proposition. They represent an investment which will bring handsome returns by increased property values, and facilities for transacting farm business at a greater profit. When a loan company is asked to advance money on farm property, the class of roads leading to the farm is one of the prominent considerations in appraising its value. A farm with good highways approaching it will sell more readily than will one which has to be reached over neglected and badly constructed roads. Quoting a recent statement by the president of a leading Canadian bank, "Our counties and townships in the older parts of the Province are, as municipalities go, comparatively rich, and there is no obvious excuse for roads which in the spring and autumn, for many weeks together, are of very little use."

Good roads are of vastly more importance to the development of any country than is commonly attributed to them. A vague impression prevails that railways have superseded them, and that so far as industrial, commercial and social progress is concerned, the condition of the common road is of little consequence. A

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THE CANADIAN GROCER

more indefensible position could not be taken. Railways mean, above all, further development, and that development demands the improvement of country roads as feeders to the railway, and for communication with the adjacent country. Every nation that has achieved supremacy has been a builder of roads. Good roads are not merely an index of, but a means towards national greatness.

In Ontario alone the rural roads are costing more than \$2,000,000 for maintenance, but while this is the actual expenditure, there is, in addition, a tremendous toll of time and energy wasted in traveling over bad roads; energy which would be spent profitably were the country's highways in good condition. This and the many other inconveniences of bad roads, handicap farming to an extent, the sum of which is seldom realized.

Conditions Getting Better.

There is, however, an improvement in progress, and during the last few years a great deal has been done. In Ontario many counties have adopted a system of county roads, and this has invariably been followed by the existence of very much better conditions. The Government, in order to encourage this movement, set apart \$1,000,000 to be used as

ed through his being identified with the movement, and he will benefit even before his efforts and those of his neighbors have resulted in the improvement of the highways.

It has indeed become generally recognized that this matter of roadmaking can no longer be carried on by means of the antiquated system under which the farmers supplied their labor. It is admitted that the work must be done in a scientific manner and under the direction of both the Provincial and the county authorities.

Here is where the retail merchant comes in. He usually occupies a position of prominence and authority; he has special opportunities for impressing right views upon his community. He could, for instance, utilize his display windows for exhibiting the difference between good roads and bad ones. Photographs of the old-fashioned dirt road and of the modern highway can be obtained at small expense, and if displayed in the window, with appropriate printed matter, will attract wide attention. Nor will they in any way interfere with the display of merchandise. On the contrary, the photographs will attract people to the window, and after the spectators have absorbed the ideas presented in the views

"Editor Canadian Grocer,

"The fruit jar season is with us once more and with it the ever-recurring complaint of bad jars, bad zinc rings, and bad cases. 'Is it not time that the Canadian manufacturers of this indispensable article were beginning to show at least a semblance of a desire to give the public a good article for their money?"

"Has the time not arrived when they in return for a protective tariff that enables them to laugh at all outside competition, should give us a jar that we would not be ashamed and afraid to recommend to our customers?"

"That no conscientious merchant can recommend the present output of our Canadian fruit jar factories is a fact I think, that no one connected with the business will deny, and instead of improving as time passes, they seem to get worse season by season.

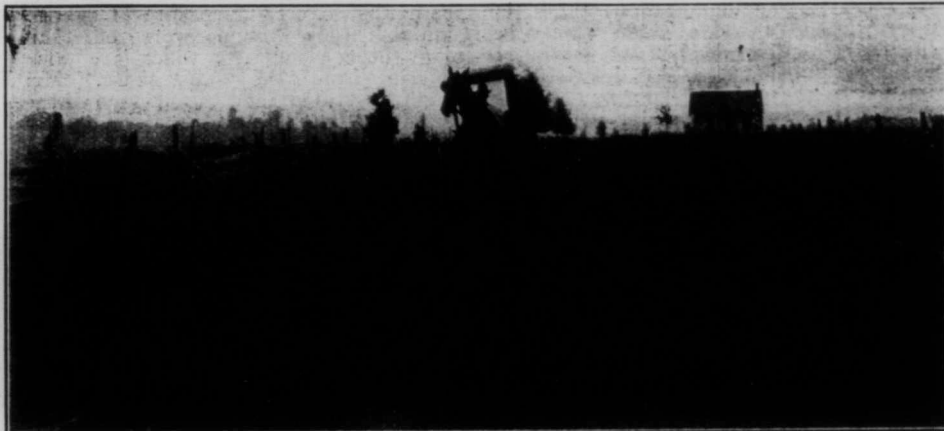
"A few days ago, I sent out one dozen of pint jars, and the next day had to send six zinc rings to take the place of that number that were useless. To-day from one dozen quart jars, three of the zinc rings were returned, showing defects that rendered them quite unfit for use. The fact is that it is almost a daily occurrence to have defective jars returned. Then there is the matter of the cases. A glance at any shipment of fruit jars, as they are taken from the tray, some upside-down, because the bottom has fallen out, others with the sides off, and others in a complete state of collapse, ought to be a spectacle that would make the manufacturers thoroughly ashamed of themselves, if they were not blinded by their desire to get as much as possible out of the people and give as little as possible in return.

"When one sees the output of the American factories with their neat and substantial cases, and well-finished jars, showing both care and workmanship, and compares them with the slipshod work of our own factories one is forced to conclude, no matter what he may think politically, that it is up to the people to demand either the removal of the duty on fruit jars or a speedy improvement of the methods of the Canadian manufacturers. Yours truly,

"WILLIAM ANDERSON.

"President Retail Merchants' Association,

"Chatham."



A Mud Road, the Counterpart of Which May be Seen in Many Parts of Canada To-day. Can One Imagine Any Pleasure in Riding Over This Road?

grants to counties taking advantage of the provisions of the Act passed. By this Act the Government pays one-third of the cost of improvements effected in counties working on the county system.

In places where the farmers themselves, as the class most directly benefited, are not sufficiently appreciative of the advantages represented by good roads to interest themselves in an effort to secure them, merchants will be consulting their own interests by heading a movement with this as its object. It may be that public sentiment has already been partially awakened and that the efforts of merchants to crystallize such sentiment into action will meet with a ready response.

It is possible that an association has been formed, but if there is no such organization the retailer should lead in organizing one. His business will be help-

they will turn their minds to the merchandise.

One such man can accomplish a great deal if he is energetic and enthusiastic and appreciates the far-reaching effects which will accrue to the business of a town leading to which is a system of good roads, easily traveled in all weather conditions.

NEED BETTER FRUIT JARS.

Letter From Prominent Retailer Calls Attention to an Important Matter.

The following letter, which reached us this week, touches a question which will be of a good deal of interest to the trade generally. The matters referred to deserve attention.—Editor.

FOR VISITING GROCERS.

The Red Rose Tea Co., Toronto, offer a special invitation to grocers visiting the Exhibition this and next week to make their office, 3 Wellington St. East, their headquarters during their visit. Visiting grocers will be welcomed and made to feel at home, both at the office and at the company's booth in the Manufacturers' Building at the Exhibition, where Red Rose tea is being served every day during the fair.

Ald. C. H. Crysedale, one of Oshawa's leading grocers, was in Toronto on Thursday, at the beginning of a holiday jaunt, and called on The Grocer. Ald. Crysedale is taking a great deal of interest in the movement to secure a better suburban service for the towns adjacent to Toronto, and has been appointed a member of the committee representing the eastern towns.

WHAT TO DO IN SEPTEMBER

Useful Hints for the Retail Grocer for the Early Fall Month -Some Seasonable Lines and Their Display.

September spells for the business world the beginning of the Fall season, and after a somewhat lethargic Summer the business man should plan to put more ginger into his work to attract a larger share of trade.

The grocer should not be behind hand in planning for a larger share of trade in his business, and the means of doing this is to study his business, his constituency, and how best he may improve his chances. One method of attracting trade, and an essential one, is the keeping of the store and stock up-to-date. Although it is true that there is nothing new under the sun, it is also true that change enlivens trade. The store premises, the shelves, the windows, all can be made to look more attractive than during the hot, clammy weather of the Summer months. A rearrangement of the stock will help some in this regard. To see a well-groomed grocery store on the way down town in the morning involuntarily starts the thought that the grocer knows his business, and what is more to the point, the store will be spoken about at home when the supper hour comes round.

Some Seasonable Lines.

Now, presuming that the grocer has brightened up the store premises earlier in the year, he will, if wise, see that the wantable and seasonable grocery lines are conveniently displayed. "This is September," he says; "and, let me see, this is a preserving month, and there will be vegetables and fruit to be put down for Winter use." A window display of glass jars and sealers, with spices, etc., set about in attractive groupings will then be in order, and such a display will certainly make the housewife stop to admire. Perhaps the corresponding window might be set out with vegetables and fruits fit for canning. There is a great range, especially of the former—gherkins, red and green tomatoes, red and green peppers, white onions and many other small vegetables which can be arranged in some striking designs, for their colors, too, will add to the attractiveness of the window picture. Fruit, being of a more perishable nature, could not so well be taken from the original packages, but they might in their cases and baskets be set in the background to serve a useful as well as ornamental purpose.

New canned goods are now on the market and attractive shelf displays could be made of them. Then the various kinds of breakfast foods are put up in packages which lend themselves to good display. These, too, might be placed to advantage, for though the season is early for warm cereals in the morning the grocer with an eye to the future will see what a good advertisement these goods can be to him. Flour, too, is a good line to bring forward, for the housekeeper may for a change think of providing some homemade baking to take the place of store goods. Many other window and shelf displays might be made with seasonable lines, but the displays should be changed every week. If this is done the window pictures will be looked for by the frequent passer-by,

and should in the end bring new customers to the store.

Paying Departures.

There are some goods which are looked upon as being not distinctively grocery lines, but which add to the appearance of a grocery store and from which a profitable trade may be derived as well. Confectionery is one of these; flowers and plants another, and fresh fish still another. Separate departments devoted to these goods and a rotation of window displays will tell the people the lines you carry, and will help also in the sale of staple lines; for the customer buying candies, say, will see something else that is wanted and if the prices are right and he receives courteous treatment the grocer will have added a new customer to his list. People are often impelled to enter a store by what they see in the window, and having entered, buy something else not seen from the street. Shrewd merchants take advantage of this peculiarity of both men and women and put one thing in a window to sell another.

Some grocers have found the addition of a baking department a profitable movement. The line, for one thing, is a drawing card and a trade winner in itself, as well as leading to increased business in other lines by drawing attention to the goods. Women, especially, are interested, and if not immediate purchasers will soon become so. Such a department offers something to talk about, being a little out of the ordinary line.

For Rainy Days.

The time never was when there was no work to be done in a grocery store, and the grocer should take a pride in keeping his store bright. That means that the back of the counter should be as clean as the front, and the hidden stock as neat as that which is exposed. Rainy days, when customers are not so numerous, should be busy days for the grocer who wants work to do. A certain manager of a Toronto grocery house—and by no means a small grocery store—was found the other evening just before closing, sweeping the floor; taking his turn with the dozen clerks who at that time were packing orders received during the day. That man was not too proud to show consideration for his clerks and to help keep the store clean; and there was in consequence a loyalty noted in the very air of the establishment.

Cleanliness is next to Godliness. There are many grocers who to-day wonder why the other fellow does more trade. The goods are the same in quality and price, but the appearance of the two stores is different. One is inviting, the other all disorder. That tells the story.

Continued Study Necessary.

Grocers have to try a great variety of ways to attract trade, but nothing much can be done unless after careful thinking and planning. Look at your store, your stock, the other grocery

stores in your neighborhood, and see where you can improve the appearance of your premises. And then study your customers, their wants, and what they are likely to need in the future, taking into consideration the seasonable lines. Your own plans and methods will evolve from this thinking, and your business will show in gains the result of your foresight.

USING SPRATT'S DOG CAKES.

Harold H. Hughes, of F. Hughes & Co., Montreal, selling agents Spratt's Patent, Ltd., London, will be in Toronto in the interests of his firm during the week of the coming Bench Show held in connection with the Canadian National Exhibition. The dogs at the show will be fed on Spratt's Patent Meat "Fibrine" Vegetable Dog Cakes. Spratt's dog foods are becoming very popular sellers with the trade and sales are increasing wonderfully. They show the dealer a fair margin of profit.—Advt.

BUSINESS CONDITIONS IN ENGLAND.

Stephen Wingrove, of London, England, proprietor of Spratt's Animal Foods, was at the Windsor, Montreal, for a few days recently, and in an interview with a representative of The Grocer, talked interestingly of conditions in England. He stated that there was a certain measure of depression, but they were no worse off than many other countries, which are also suffering from the same cause. Mr. Wingrove stated that the passage of the Patent Bill will have a wonderfully beneficial effect on the prosperity of the country. Heretofore it has not been necessary for those holding English patents to manufacture in England, but now, in order to hold a patent there, it is necessary to manufacture on English soil. For many years the English people have been using goods of foreign manufacture, which could have been made in England if it had not been for the patents, which gave the sole right to persons who wished to manufacture in some other country, but who used England as their market. In this way the Government has been affording protection to foreigners and keeping their factories running, whilst their own were idle. The passage of this bill looks like the thin edge of the wedge of business reforms of many kinds.

Like nearly all Englishmen who travel through the Empire and have business interests in the various parts, Mr. Wingrove expressed himself in favor of closer commercial union and adequate protection of the Motherland against foreign countries. In this connection he mentioned the plan of the German Zollverein, which unites the various semi-independent states of the German Empire against foreign commercial invasion and results to the mutual benefit of each. Mr. Wingrove, who has been attending a meeting of the board of directors of the American Spratt's Company, of which he is chairman, left some days ago for Quebec, where he will spend a few days before sailing for home.

Achille Tremblay, general merchant, Hebertville, Que., has assigned.

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Grocery News From Coast to Coast

News From Western Canada

Vancouver Grocers Arranging for Pure Food Show in November—Looking After Fruit Interests at Saskatoon.

VANCOUVER.

August 28.—Chilliwack creamery butter is reaching this city in better condition, owing to the installation of increased facilities for handling it at the creamery. Until recently, the butter was shipped soon after making without having been cold storage treated, with the result that it was rather soft when it reached here, the transportation being by boat down the Fraser River. Now, however, it is put in cold storage at the creamery, and when it is received by the distributing agents, it is very firm. This butter is one of the leaders on the market, and the cold storage treatment will give it a better quality for the coast markets.

The first large consignment of the product of the Chilliwack Canning Company is now on the market here. This company includes in its output all the small fruits, and has installed the largest drying and curing plant for prunes that is in the province. As pointed out in a special article in *The Grocer* a few weeks ago, the demand for fresh prunes has been such that there has been no need for the dried article, but in Chilliwack, removed somewhat from the main lines of transportation, there has been a surplus of prunes of the finest quality. These will now be taken care of, and this winter the first cured prunes in any quantity will be sent out.

Small fruit, especially raspberry growers, will be interested in an invention of V. Sibley, of Lillooet, B.C. This is a refrigerator box for use in cases when the quantity is too small for a carload. Not only is the minimum quantity of ice used, but mould is prevented, in short, the failings of previous similar inventions have been overcome. When picked, the boxes can be placed right in the refrigerator, and no further deterioration is possible until the berries are removed. This will save loss especially when the fruit is fully ripe. It will enable the grower also to hold his product if the market happens to be stocked. The box is intended for the handling not only of berries, but of all perishables, such as fish, butter, etc.

Fruit canneries are now busy, and at Peachland, 2,000 cans of peaches are being turned out daily. The plant of the Kelowna Canning Company is active with the tomato crop. This company has also an aerated water department.

There is every indication of the public market being a success, the patronage so far coming fully up to the expectations of the clerk. As it becomes more generally known, both among the farmers and the consuming public, it should become an important institution. The itinerant Chinese vegetable and fish peddlers have been restricted to certain

hours to further the ends of the market, and a test case of the by-law is now before the courts.

McKinnon & Sutherland, the pioneer storekeepers of the Lardeau district, are closing up their business there and will devote their attention to their store at Revelstoke.

William Blair has opened a store at Stony Creek between Quesnel and Fort George, in the Caribou. Many settlers have taken up land in the vicinity, the Indian population is large, and many travelers pass that way, so a brisk trade should be done. He already has stores at Wing Dam, La Fontaine and Slough Creek, all Caribou points.

The Vancouver grocers are beginning to arrange for the annual pure food show, which will be held in the Dominion Hall, from October 12 to 17, one week. The show last year was very successful, and it is expected that this year's event will be something out of the ordinary. W. J. C. Hunter, secretary of the Vancouver Retail Grocers' Association, has the matter in hand, and to him any communications should be addressed.

SASKATOON.

August 28.—Business in retail stores is quite busy at this time of the year. Harvesting operations throughout the district are pretty well over and preparations are now being made for threshing. Good orders for threshers' supplies and provisions are coming in and this, with the usual trade, makes the stores quite brisk.

The housewife, too, is now in quest of her preserving kettle, amongst other requirements. Most of the grocers have a tempting array in the line of ripe and preserving fruits. This week there is a large quantity of California fruit on the market. This includes Bartlett pears, Crawford peaches, Kelsey plums, silver plums, Gross plums and crabapples. Ontario basket apples are also on sale. Peaches are selling at \$1.50 per case. Pears, \$2.50 per large case. Crabapples, \$2.75. Plums, \$2. Washington apples, \$2 per box. Fresh tomatoes, \$1.25 per basket.

In connection with the fruit business here the city council are considering the passing of a by-law to further protect the wholesale jobbers in this line. It was brought to the notice of the council by the Rogers Fruit Co. that fruit was being brought into town in considerable quantities and peddled off by people not paying a business license under the city by-law. When the new by-law comes into force it will give the resident fruit dealers a better chance to hold the trade.

Eastern Province Notes

Halifax Tomato Combine a Failure—Low Sugar in New Brunswick—Quebec Farmers Should Improve Potatoes.

HALIFAX.

August 29.—Local-grown fruit is now coming on the market in large quantities. The early varieties of apples are of fine quality, but the demand so far is very light. Pears are plentiful, but plums are scarce as yet. Green corn is down in price and during the week some of the retailers were disposing of it at three dozen for twenty-five cents. Tomatoes are wholesaling at 30c per basket. Eggs are very firm and are quoted at 23c. Butter is in very good supply and the demand is fair, but prices are high.

The tomato combine in Nova Scotia is not meeting with the success that was at first anticipated, according to some of those who were not included in the deal. The latter say that they are getting all the tomatoes that they can handle, and that prices are just as low as they were at the same season last year. The dealers in the combine always have lots of tomatoes on hand, and it is stated that owing to the fixed prices their sales are not as large nor as quick as heretofore. In fact, it is

claimed that some of those outside of the combine are able to undersell those in the inner circle. It is the small grower promptly marketing his stock who has killed the deal.

William E. Crowe, one of the best-known retail grocers in Halifax, died suddenly at his Summer residence at Rockingham, during the present week, from a severe hemorrhage. He was at his store on Tuesday in apparently good health, but on Wednesday was taken seriously ill and soon passed away. He was a son of the late John F. Crowe, who for years carried on a grocery business in the Provincial Block on Gottingen St., and on his retirement some twenty-five years ago his son (the deceased) carried on the business under the name and style of W. E. Crowe & Co. He built up a fine trade, and was highly esteemed by his business associates. He was a prominent Oddfellow, and a member of the Sons of Temperance. A widow and one son survive. The funeral took place on Friday afternoon and practically all the Gottingen St. merchants were to be seen in the cortege, and in tribute to Mr. Crowe's

THE CANADIAN GROCER

memory the stores on that street, with which his name is so indissolubly connected, were closed.

ST. JOHN.

September 1.—While business has been very good in grocery circles of late, collections are reported as very unsatisfactory.

A number of changes in market quotations have been chronicled during the past week. Sugar has declined 10c a hundred for standard and 40c for Austrian. Quotations now are, \$4.80 for standard and \$4.40 for Austrian. These are the lowest figures at which sugar has been sold since last March, when the price was the same. Since that time standard had advanced 20c and Austrian 50c. The dealers do not look for any further decline at present.

Ontario patents are firm and some millers talk of advancing the price. An advance in Manitobas is anticipated. Middlings are scarce and high.

Cheese is higher, the weather having been against a large make. Quotations now are: 13½ to 13¾ cents a pound.

Quotations were received last week on new stock California raisins, etc. Apricots, peaches, prunes and raisins are all higher.

New Canadian onions are being offered for delivery the second week in September. The trade has been supplied lately with Valencias in crates, the price being about 2 cents. The Canadian stock will be a little cheaper.

Generally speaking, the crops in New Brunswick this year have been very good. An abundance of hay has been gathered in; oats and buckwheat are well advanced, and with the recent rains the root crops have improved wonderfully. Berries of all kinds have been plentiful and at present the canners are busy handling large quantities of blueberries.

Native apples are on the market now and reports indicate that the crop has been a good one.

A marked change is noticeable in St. John retail grocery stores in that lady clerks are rapidly superseding the men. A few years ago lady clerks were unknown in grocery stores here, now the store that has not one or more lady clerks is an exception. In talking with several of the proprietors where ladies are employed, they claimed that lady clerks were in many ways preferable to men. They were equally as quick, and as a rule neater in appearance and in the care of the stock and store fittings. They are more dependable, keep better hours and seem to manifest a greater interest in the business than the average man clerk. Of course they cannot do the heavier class of work necessary around a grocery, but in every other department of work they are considered perfectly satisfactory. There seems no doubt whatever but that the lady clerk has come to stay.

D. H. Ross, Canadian trade commissioner in Australia, was in St. John last week for a few days and met many of the business men interested in export trade and talked over matters with them. W. E. Anderson, Secretary of the local Board of Trade, endeavored to make Mr. Ross' visit pleasant by pointing out places of interest and introducing him to leading merchants.

The "Two Barkers" have made quite extensive changes in their main store on Princess Street. Their warehouse,

adjoining the retail store, has been fitted with a plate glass front for displaying heavy goods, and the interiors and exteriors have been brightened with a fresh coat of white paint.

The name of W. Frank Hatheway, M.P.P., is being mentioned in connection with the Conservative nomination for the Federal House as the representative from the city and county of St. John.

MONTREAL.

September 4.—There is a good chance in the Province of Quebec for the farmers to improve their potato production. A leading grocer, who does a large business here, stated that they were buying New Brunswick and Prince Edward Island potatoes in preference to the Quebec variety, which, he stated, could not be depended upon. The Quebec potatoes are not as good keepers as those brought from the Maritime Provinces, therefore it becomes more of a hazard to stock up with the "home" product.

Malcolm MacDonald, 227 McCord St., who has been in the grocery business for many years on Notre Dame St. West, has taken a new store at the above address. Mr. MacDonald is one of the veterans in the business.

A. D. Fraser, of Fraser, Viger & Co., has returned to town after a holiday spent down the Saguenay and other Gulf points.

A new grocery has been opened at 360 Centre St., by J. F. David. This store is commodious and up-to-date in every way, and the prospects for the establishment of a good business at this stand seem very good. We wish Mr. David success.

Just at this season of the year vegetables and fruits may be used to good advantage in window decoration. Quite a number of windows may be noticed throughout the city where this is being done. Tomatoes, on account of their brilliant color, make very good decoration, and some very attractive designs can be worked out with them. This sort of window display requires considerable ingenuity and originality, because the finished windows are flat, and must, therefore, be well arranged and colored like a picture. One especially deserving of comment was noticed on St. Lawrence Boulevard. It was arranged as follows:—In the centre of the window there was a melon, and radiating, like the points of a star, were arranged ears of corn. Between the points of each ear there were tomatoes. This design was repeated three times across the window, and the whole was carried out on a background of green beans.

A. Davidson, of Fraser, Viger & Co., St. James St., leaves shortly for a trip to the Maritime Provinces. Mr. Davidson's trip will be one of business and pleasure combined.

C. H. Catelli & Co., manufacturers of macaroni, are about to move into more commodious quarters on William St., at the head of King St. When established in their new place, and when the new machinery which Mr. Catelli purchased while abroad is installed, this plant will be the most up-to-date on this continent.

Felix Bigaouette, who formerly kept a grocery store on Lazauchetiere St., E., corner St. Elizabeth, has opened up

an agency in Montreal for Bassara temperance ale and porter. Mr. Bigaouette, who is head of the new Bassara Trading Company, 176 St. Denis St., is one of the old guard of French-Canadian grocers in Montreal, and his friends will be glad to see him succeed in his new venture.

An interesting baseball match was played in Montreal, Saturday afternoon, between teams from the factories of S. H. Ewing & Sons, and Herron, Leblanc, Limited, resulting in a victory for the former nine by a score of 19 to 6.

RICHMOND.

September 1.—The organizer of the Retail Merchants' Association spent two days in town trying to establish a branch here, recently, but did not succeed this time.

The movement to organize a local Board of Trade met with a like fate after several attempts. These failures seem to point to a pronounced lethargy among our merchants with respect to matters of a public nature.

The Agricultural Fair will be held on September 15 and 16. Such celebrations as these are beneficial to our local traders on account of the many visitors which they draw to the town.

H. P. Wales, general merchant, has placed his business on a cash basis and reports the change as highly gratifying in every way. When interviewed regarding this matter he said: "It was the best move I ever made, because the credit customers were replaced by new ones who had the cash to pay for good goods at a little lower prices."

Two carloads of Acadia granulated sugar have been brought into town this summer by a Montreal wholesale grocer. This sugar has been distributed among the grocers at carload prices, and this has led to a very considerable cutting of prices, as, one local jobber seeing the trade slipping from his grasp, began retailing to everyone by the single bag at five cents lower than carload prices.

The first grapes of the season were brought into town by P. J. Girard.

Some grocers are being approached regarding the possibility of establishing a furniture factory here. Mr. Cotton, late manager of the Victoriaville Furniture Factory, is trying to dispose of the stock in the enterprise among the business men of the town. Every additional industry means additional trade for the grocers, therefore, they are all welcome.

It is surprising what small things sometimes turns the tide of trade in various directions. Good sidewalks are an asset to any grocer, as people are always seeking pleasant paths in which to walk. Richmond will soon be admirably supplied with granolithic walks, which will replace the old wooden ones.

Business has been very good since the beginning of August and collections have also been much better. Business here has been equal to last year's, and the falling off has been chiefly in fancy goods and toys, but this has been made up by larger dealing in groceries and foodstuffs.

London

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Interesting Ontario Items

London Grocers May Continue Wednesday Half-holiday—A Guelph Grocer Selling Water—Stratford Retailers Should Get Together.

BARRIE.

September 1.—Thomas Colwell, grocer, of Dunlop and Mulcaster Streets, who about nine months ago bought out Robt. Beath, is advertising a clearing-out sale of his stock and means to retire from the grocery business for good.

The banana trade in Barrie this year has been one of the worst that our merchants have ever had, due chiefly to fact of the Italian merchants who have been bringing direct cars of this fruit from the Southern States, and retailing the fruit at a less figure than our Canadian merchants can themselves buy for. Combined effort on the part of various merchants to buy together a quantity and distribute it among themselves has also proven a failure, the smaller merchants having an idea that the promoters were in for a graft game.

Jno. J. Jamieson, an old Barrie boy, who has succeeded in making a mark on the road, is building a fine double brick dwelling on Collier Street, and intends moving into the same in about three weeks' time. He also reports that as usual he has sold his carload of Quaker brand fruits and vegetables in Barrie.

Never before in the history of our local apple men has the early apples been such an abundant crop, good sample and so cheap. Why, last week a merchant, to help a farmer out who had brought a load of apples into town and had sold all but one barrel from a sum ranging from 70 cents down to 40 cents, gave him 25 cents for the last barrel, which was a very fair sample of the "Duchess" variety. The prices, however, which the buyers are paying are at an average of 60 cents a barrel for No. 1 varieties.

Plums in this district are at their best this week. Thornbury, Clarksburg and Stayner shippers are quoting the smaller varieties at 20c to 25c a basket, while the Bradshaw and other larger plums are selling at 25c to 30c.

LONDON.

September 2.—The destruction by fire on Saturday of the London Pork Packing Company's establishment puts out of business for a time, at least, one of the biggest food-producing concerns in the Province. The large factory was located about a mile beyond the eastern limits of the city, and out of reach of the city's water system, and although firemen were sent out with an engine, they could do little with the meagre supply of water available, and the flames burned themselves out. The loss will be heavy, but is probably covered by an insurance of about \$150,000. The concern was established several years ago by an Anglo-Danish company, which has also a branch establishment at Port Huron.

The premises will be re-built at once, but meantime about eighty hands will be out of employment.

A movement is on foot among east end storekeepers to close their places of business every Wednesday afternoon all the year round.

Local grocers' clerks talk of organizing an association, the object being to promote good fellowship. Nelson Miles has the matter in hand, and the proposal is meeting with every encouragement.

Two men are now in the county jail awaiting trial on the charge of playing the "short change" game at Glencoe, and certain local grocers believe the prisoners are the same men who tried a similar scheme with them. Their plan of operation was this. One of the men would buy some small article, and throw down a \$10 bill in payment. When the change came the other man would protest that it was useless to break the bill, and would himself produce the change for the article purchased. Then the first man would take what he could from the change given him, hand the clerk back the rest and ask for his \$10 bill. This game worked almost every time.

Miss Ethel McNeil, who has been cashier for T. B. Escott & Co., wholesale grocers, for over five years, was most agreeably surprised this week when the employes of the firm came into the office in a body and presented her with a very handsome traveling bag. The address was read by Mr. W. Eardley, and expressed the regret of the employes of the firm at the removal of Miss McNeil from the city. The presentation was made by W. K. Smith.

ST. THOMAS.

September 2.—Business was somewhat slow last Saturday, caused mainly by the largely patronized Wabash and G.T.R. excursion to Detroit. It is estimated that the three Saturday railroad excursions took twelve thousand dollars out of the city, and the grocers are out the best part of the amount, but would not be if they unitedly insisted on doing a cash business.

Butter, especially dairy, was in great demand on Saturday, and sold for 28c. Eggs retail at 20c per dozen, and are quite plentiful. Potatoes are getting easier and the recent rains have helped the later varieties.

The new firm of butchers in imitation of the other chain store companies' methods, are cutting the price of sugar, but the grocers are not up to the present doing likewise, the recent declines do not warrant such action and the demand is certain with such plentiful fruit supplies and the people do not expect the grocer to work for nothing.

The Italian who was fined two dollars for peddling bananas without a license

over a month ago, and who agreed to take out a license, has not yet done so, but still does business. They bought 94 bunches last Saturday and sell more than all the grocers combined, and yet pay no business tax.

The grocers during the hot spell have not attended the Retail Merchants' meetings, but now that the season is about over no doubt they will do better, as there are many matters in which they are vitally interested requiring attention.

Some of the grocers have taken space in the Horse Show programme. It promises, as last year, to be a big success, and the committee are offering prizes for the merchant who has the best dressed Horse Show window.

KINGSTON.

September 2.—Like the mirage in the desert leading on the weary traveler to expectations of having a drink (I don't mean commercial men, of course, they don't have to look any distance for such) so is the grocery business to mechanics, farmers, and such. If a young man from the country has a few dollars and a farm and wants to start a grocery he has only to strike a city, and the wholesale man or his help will hold up pictures of fortunes made in, oh, such a short period, and the poor victim falls into the trap. Business men of honor should advise men who are well off on the farm to remain there.

A few of our grocers are putting wagons on the market selling fruits and vegetables, and consequently in direct opposition to our market gardeners. I expect some day to see a gardener go down with a wagon-load of groceries, candies, peanuts, chocolates, etc., in order to even up.

Many farmers have solved the sugar bag question. They can't get 6 pecks in the sugar sack, so they put 4, and sell at so much a bushel. The best solution to the question which has been asked so often by correspondents, in my way of thinking, is to use a larger bag and fold the top and sew, still having only the 100 lbs. Why not use a cotton sack, which would always find sale? You can't give the jute sacks away.

"Hello, Jones! What ye gittin' for butter?" "Oh, 28." "I've put mine to 29." "Yes, well when I put mine up it will be to 30 and I guess I will do it soon." Grocers nowadays work harder than they used to to make a dollar; profits are cut down and salaries are larger and banks don't want any overdrafts and I predict many ship wrecks if better profits are not secured. The men who are making money are those who don't care a cent what the other fellow is doing, but go ahead and give good value and get good profits. They don't run around from door to door looking for trade, and they don't keep their stores open after the proper hour to close, and thus become pirates in the trade. Early to open and early to shut will make grocers happy and clear of the rut. Yes, get out of the rut; don't keep open after your opposition closes. Good people will look down on you.

"Hello, do you know who's speaking?" "Well, I can't see you, but it sounds like Tom Wilson's baritone voice." "Yes, that's me. I am coming up to

THE CANADIAN GROCER

have tea with you." And Tom generally puts you down for a few chests of value unheard of before.

J. V. Samwell, lately with Galbraith & Co., and formerly with W. G. Craig & Co., is going into the brokerage business, and is open for a few good agencies. He has lots of push and good business qualities, and has a bright future ahead of him.

STRATFORD.

September 1.—The Retail Merchants' Association seems to have fallen asleep for the summer, and the grocers' section, especially, is at a standstill. It is with a certain amount of envy that we read of the festal doings, friendly outings, picnics, etc., being held by the retail grocers of other places, and London particularly, seems to be in the front in this happy condition of affairs. While the generally fair business feeling has much improved among our grocers, and the wholesale price-cutting in staple lines has been practically abandoned, still there is a certain lack of harmony and good fellowship that should really exist among such a body of men. A practical suggestion right here that should be conducive of better times would be to have one good big jolly outing, with games, etc., say to Goderich or some other place, before the summer season closes. A pleasant half-day at the lakeshore would be a guaranteed success in every way, appreciated and enjoyed by all.

Export business in butter and eggs is rather quiet at present. One shipper ac-

counts for this in the higher prices being paid in this district than in other localities. As much as $\frac{1}{2}$ c to 1c less per pound or dozen being paid elsewhere. Local business in these lines is very brisk, however.

H. A. Barker, grocer, has returned, after a two weeks' outing under canvas at Grand Bend.

A Wellington Street grocer had a rather startling display to attract the attention of passers last week. An empty vinegar barrel was partly filled with odd lines that were slow sellers, a wire netting placed over the top, and a card tacked on the outside with "Snakes" printed on it. Needless to say, it had the effect of arousing one's curiosity enough to take a look-in.

GUELPH.

September 2.—"Pure spring water, 5 gallons for 25c" is the latest offering from a grocery store in Guelph. Well! Well! What next! Spring water is so plentiful here that we could all handle it, but the yeast man tells us his doctor ordered him to boil even the spring water, or else to put a little drop of liquor in it. Now, we wonder who that doctor is who is trying to spoil trade for the poor grocers.

At the request of several grocers we have decided after closing off any Thursday afternoon bouquets, to, just as an afterthought, say all the grocery stores in Guelph were closed last Thursday afternoon but two. These gentlemen will now at least have to acknowledge that the half-holiday has been a suc-

cess, but even at that we are prepared to meet them again in good fair argument.

BRANTFORD.

September 2.—The Brantford grocers who attended the Hamilton grocers' "hump," reported an enjoyable outing and a most pleasant time.

G. S. Winter is spending his usual two months' holidays at Bala, Muskoka.

Ernest Wall has returned after spending a pleasant holiday at Galt and Toronto.

Saturday saw another monster display of produce on the Brantford market. The farmers and gardeners started coming in early Friday evening, and Saturday morning the market had a very crowded appearance. Vegetables were very cheap, the prices gave every one a chance to buy without straining their purses, although buyers were none too plentiful. Butter was 27c; eggs, 22c, and in much larger quantities than the previous week.

Brantford, as have all other cities where manufacturing is carried on extensively, has felt the pinch during the stringent period of the last ten or twelve months, with the result to the grocery trade that the people have bought sparingly, and no persons will be more pleased than the grocers to know that a review of the industrial conditions in Brantford shows that conditions are improving. While things may not be entirely satisfactory at present, local manufacturers are agreed that there is every prospect for improvement and that better times will come in the immediate future.

WM. E. ELSWORTH, Pres.

ESTABLISHED 1860

J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.

Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 2, 1908.

This week has been a quiet one in cheese matters, which, after the activity of the previous week, and the high prices which prevailed might almost have been expected. Abnormalities in trade are sure to be followed by reactions of greater or lesser degree, and this condition has followed the top-heavy market of last week. Prices are easier, country markets having gone $\frac{1}{4}$ c lower. The prospects for the fall make are very good, as the weather is favorable just now, with prospects of a late and open fall. Canada's exports to England are decreasing, but what we do export we are getting a better price for, therefore, what we are losing in quantity, we are making up in price, in a measure. Every year Canadians are consuming more cheese, so the home market is taking large amounts which under previous conditions went abroad. There is one thing which is gratifying about the export trade, and that is the marked improvement in quality. This is due to a large extent, to the better methods of curing which are placing the Canadian product on a much higher plane with the English buyers. Now, however, that this recognition has been won in the British markets, it will become doubly necessary for Canada to eliminate any chance of too green cheese finding its way to the English people, otherwise the good impression, and its material value to us, will soon fade away.

There was a time when Canadian cheese would not have been considered a moment in comparison with Cheshire cheese, and yet during the last month the Canadian product has been selling at a price actually in advance of the home cheese. This fact is significant. Superior methods of transportation have contributed their share towards the accomplishment of this condition. Locally the market has become a little easier.

Receipts of cheese for last week were 71,454 boxes, as compared with 81,338 boxes for the same period of last year. The arrivals since May 1 to date are 1,161,793 boxes, against 1,343,531 boxes for the same period of last year.

The local market is quiet, with prices $12\frac{3}{4}$ c to $12\frac{1}{2}$ c for westerns, and $12\frac{1}{2}$ c to $12\frac{3}{4}$ c for easterns. Shipments of cheese during the week were as follows: 33,701 boxes locally, and 13,578 boxes at other points, making a total of 47,279 boxes, against 73,001 boxes for the corresponding period of last year. Total shipments since May 1, 1,004,565 boxes, against 1,179,884 boxes for the same period of 1907.

The butter market is in a good healthy condition, and indications seem to point to its remaining so for some time, as the demand for export business will in all likelihood brighten up, as England has to have her supplies from somewhere, and the Australian sources are falling short in supplies, due to a lack of rain in that country. Siberian, Irish and Dutch butter is arriving in fair sup-

ply only in the London market, and there does not seem to be much prospect of them increasing their output much. All of these factors tend to keep the price up, and therefore dealers are not looking forward to any great decline for some time to come. It is rather strange, to say the least, when we consider prices are higher in England just now in the middle of the productive season than they are in the winter.

There have been some complaints reaching this side of butter being spoiled by lack of proper refrigerator provision. This is regrettable, but is a matter which will in all probability be

mended by the shipping companies as soon as they are aware of the fact that it will be greatly to their advantage to do so.

Shipments for the week were 1,090 packages, against 6,138 packages for the corresponding week of last year. Total shipments since May 1, are 68,981 packages, against 53,827 packages for 1907.

Receipts of butter for the week were 15,681 packages, as compared with 15,685 packages for the corresponding period of last year. The arrivals since May 1, to date, were 280,222 packages, as against 281,274 packages for the same period of last year.

In the country there has been an advance of $\frac{1}{4}$ c to $\frac{1}{2}$ c. Finest creamery in round lots is quoted at $2\frac{1}{2}$ c, and to grocers at 25 c.

THE PROVISION SITUATION

Toronto, September 2, 1908.

"Scarcity of hogs" is again the cry of Canadian packers this week. The British market has advanced a couple of shillings, standing now at 58, and is much more steady than at last reports. This, with continued good business in the Canadian market, is stimulating demand somewhat, and the situation is rather more favorable than it has been for the past two or three weeks. With this, however, the packers have to face the fact of a very light supply of hogs, and factories are not running up to full capacity.

With offerings of \$6.25, f.o.b., and \$6.60 to \$6.65 for hogs at factory, it would seem that the farmers ought to be willing to part with their hogs. Some attribute the light supply to the prevalent harvest operations, which, no doubt, do interfere to some extent with deliveries, but which cannot be accepted as the real reason. This week's situation brings us again face to face with the fact that the Canadian farmer is neglecting the hog-raising end of his business. What supplies are coming in are light in weight and not too acceptable.

In the last issue of the weekly Trade and Commerce reports, a letter from P. B. McNamara, Canadian trade commissioner at Manchester, dated August 15, makes the following statement: "As anticipated, the killings of hogs in Denmark have fallen off very considerably, and in Ireland and the United States the same thing seems to have happened. This has caused the price to go up, and made shippers and curers difficult to treat with except at higher prices. The large influx of visitors to London has stimulated trade there to a very great extent. Irish still leads the way and

figures at the time of writing sizeable 68s-70s, Danish sizeable 64s-66s, and Canadian (which is now meeting with better inquiry) 56s-58s. It is thought this condition of things will prevail throughout August as there are no prospects of lower prices. Canadian packers would be well advised to give attention to this market in view of the improved condition of things, the future being very hopeful, and it is just possible that they may get back some of the money lost in the earlier part of the year when conditions were all against them."

These conditions were noted here even before the writing of the above letter, and packers did their best to take advantage of the favorable opportunity which offered for a few weeks. The conditions, the commissioner cites, however, were not at all permanent, and for the last three or four weeks the British market has been back pretty well to the basis it assumed during the early months of the year. Cables this week, however, note another improvement, and it is hoped that business may again be resumed on better terms.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There has been a fair amount of trade passing in the local markets, and prices have remained the same. A stronger feeling was felt in London and Bristol for Canadian bacon, but this later gave way to a decline, which placed the market on its original basis. The decline in the English mar-

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 WINNIPEG and BRANDON, MAN.
 Wholesale Produce
 Always a Buyer and Seller
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Saskatchewan Merchants!!
 Get highest CASH prices on the
REGINA MARKET
 (and prompt returns) for your
BUTTER, EGGS and POULTRY
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 Trial orders and correspondence solicited

SALT
 Car lots of Fine, Medium or Coarse,
 in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
 128 Adelaide Street E., Toronto

We Want Butter!
 Dairy Tubs, Creamery Solids
 We will buy f.o.b. your station,
 in large or small quantities.
 Write or phone us with best quotations.
Rutherford, Marshall & Co.
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FEATHERS of all kinds and
 of the best quality can be had
 at reasonable prices of
P. POULIN & CO.
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 Ask for quotations.

USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

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

ket started at Liverpool and soon spread to London and Bristol.

Lard, pure tierces.....	0 12
" " 56-lb. tubs.....	0 12 1/2
" " 20-lb. pails, wood.....	0 11
" " cases, 10-lb. tins, 50 lbs. in case.....	0 12 1/2
" " 5-lb. ".....	0 12 1/2
" " 3-lb. ".....	0 12 1/2
Lard, compound, tierces, per lb.....	0 09 0 09 1/2
" " tubs.....	0 08 1/2 0 09 1/2
" " 20-lb. pails, wood.....	0 09 1/2
" " 20-lb. pails, tin.....	0 09 1/2
" " cases, 10-lb. tins, 50 lbs. in case.....	0 09 1/2 0 10
" " 5-lb. ".....	0 08 1/2 0 10
" " 3-lb. ".....	0 10
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork.....	23 50
Canadian short cut clear.....	23 00 23 50
Very heavy clear fat back.....	24 50
Breakfast bacon, per lb.....	0 14 1/2 0 16
Hams.....	0 12 0 14 1/2
Extra plate beef, per bbl.....	17 50

BUTTER—Locally there is a good trade passing. Finest creamery is a shade higher in some parts of the country. There is no export demand just at present, owing to too high prices. Quotations remain the same as the last report.

Fresh Creamery, solids, lb.....	0 25
" " prints, lb.....	0 25 0 25 1/2
Dairy, tubs, lb.....	0 20 0 22

CHEESE—Prices are slightly easier locally, which is the result of the falling off in the export demand. The market is steady with a fair local inquiry.

Cheese, new, large.....	0 12 1/2 0 12 1/2
" " twins.....	0 12 1/2 0 13
" " old.....	0 15 0 15 1/2

EGGS—Receipts continue large and the eggs are improving greatly in quality, due to the cooler weather. The demand has been good during the week. There has been no change in the prices, either locally or in the country.

New laid.....	0 23
No. 1 Eggs.....	0 19 0 20
No. 2 Eggs.....	0 15 0 16

HONEY—The supplies arriving are showing good quality, and are quite plentiful. There has been considerable inquiry from western points for carload lots, but up to the present local orders have absorbed all the stock arriving, consequently there has not been any accumulation of stocks yet. Prices rule the same as at last quotations.

White clover comb honey.....	0 13 0 14
Buckwheat, extracted.....	0 10 0 11
Clover, strained, bulk, 30 lb. tins.....	0 09 0 10

TORONTO.

PROVISIONS—Still active is this line, which is probably the best seller in its class. Breakfast meats are firm and in good demand. Medium hams have advanced one-half cent per pound. Fresh meat lines are unchanged in price and quiet. All other lines remain at last week's quotations.

Long clear bacon, per lb.....	0 11 1/2 0 11 1/2
Smoked breakfast bacon, per lb.....	0 14 1/2 0 15
Roll bacon, per lb.....	0 11 0 11 1/2
Light hams per lb.....	0 14 1/2 0 15

LARD
 Agency wanted for Quebec City and district. To sell the jobbing trade in car lots. Must be a first-class article.
 Address:
AGENT, THE CANADIAN GROCER
 Montreal

Medium hams, per lb.....	0 14 1/2 0 15
Large hams, per lb.....	0 12 0 12 1/2
Shoulder hams, per lb.....	0 09 1/2 0 10
Backs, plain, per lb.....	0 17
" " pea meal.....	0 17 1/2
Heavy mess pork, per bbl.....	18 50 19 00
Short cut, per bbl.....	23 50
Lard, tierces, per lb.....	0 12 1/2
" " tubs.....	0 12 1/2
" " compounds, per lb.....	0 8 1/2 0 09 1/2
Plate beef, per 200-lb. bbl.....	15 50 16 00
Dressed hogs.....	0 09 1/2 0 09 1/2

BUTTER—The buying of butter for Winter use and the packing that is being done on all sides is helping to keep up the price, although farmers' separator is a little easier. The papers are crowded now with reports of the dearth of butter exports, but the prices prevailing here are too high to induce shipping to the Old Country, and besides, the local demand fully equals the supply no matter what price is asked. Unless some untoward circumstance should arise, butter should be cheaper on the home markets this Winter than was the case a year ago.

Creamery prints.....	0 25 0 26
Creamery solids.....	0 24 1/2
Farmers' separator butter.....	0 23 0 24
Dairy prints, choice.....	0 22 0 23
" " ordinary.....	0 18 0 20
" " tubs, choice.....	0 21 0 22
Bakers' butter.....	0 18 0 19

EGGS—In contradiction to the conditions which prevailed a week ago, eggs are now, and have been for some days, free in supply. The shrinkage, however, is great. The demand is keeping up well. Prices are a little easier, eggs now selling at 20c to 21c.

CHEESE—Improvement in quality continues to be shown in Canadian cheese. The methods of curing are better and the transit arrangements are on an improved footing. With it all, however, exports are decreasing. Of course this year the creameries cut a lot into the cheese factories' business and the make is not so large as was anticipated. The local business is reviving, but very slowly. Prices remain the same as last week.

Cheese, large, prime old.....	0 14 1/2 0 15 1/2
" " new.....	0 12 1/2 0 13
" " twins, new.....	0 13 0 13 1/2

POULTRY—Any amount of live fowl is being offered this week. The country people usually send in extra large quantities during the Fair, but this year all the commission houses are handling more than they know what to do with. The demand is good, all the hotels and restaurants buying up large quantities. Still there are many birds going a-begging. As a consequence, prices are down on all lines.

Spring chickens, per lb, live.....	0 11
Hens, per lb., live.....	0 09
Young ducks, per lb.....	0 08
Turkeys, per lb.....	0 13

TRADE NOTES.

The assets of F. Tremblay, general merchant, Les Eboulements, Que., are to be sold.

L. C. Bouchard, general merchant, L'Anse St. Jean, Que., has compromised with his creditors.

J. H. Ashwell, general merchant, Sardis, B.C., has sold his business to J. Holmes.

A. Daveluy & Fils, general merchants, Daveluyville, P.Q., have dissolved and A. Daveluy has been registered to carry on the business.

J. K. McMenemy & Co., general merchants, Strathcona, Alta., have assigned. All claims against the firm should be filed before September 1.

The Cana



Price \$40.

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Save Money!

Use a
**National
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OUR new prices leave no excuse for any merchant being without one.

Price \$40, new.

Guaranteed new National Detail Adders \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, \$60.00 up. We supply Registers from \$15.00 to \$900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

Corner of Wilton Ave.
and Yonge Street

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CLARK'S PORK AND BEANS

One of the best and most constant sellers in Canada and a leading feature in my new advertising campaign.

In Canada when Pork and Beans are called for CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stock of the following is full:

- CLARK'S PORK & BEANS**
- " CORNED BEEF**
- " OX TONGUE**
- " POTTED MEATS**

WM. CLARK

Manufacturer

MONTREAL

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.

Windsor, Ont.

Detroit, Mich.

THE VALUE OF BOVRIL



and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. A post card addressed to

BOVRIL Ltd.

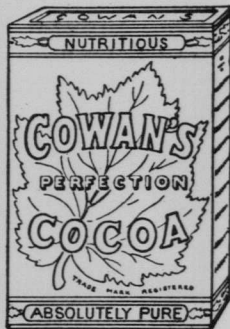
27 St. Peter St.

MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

Delightful in Flavor
COWAN'S
Cocoa and Chocolate

The people of Canada know that Cowan's Cocoa and Chocolate have no peer.



Are you pushing Cowan's? The way to create a permanent buyer of Cocoa is to sell her Cowan's Cocoa. Its absolute purity fosters appetite.

The Cowan Co., Ltd.



By Royal

Letters Patent

Nelson's Opaque, Brilliant,
Isinglass, Leaf,
and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards,
Fruit Puddings, Bottled Jellies, Lemonade
Crystals, and Baking Powder.

Nelson's Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Chocolate Season

The weather is getting cooler, the nights longer, and more refreshing, cheering drinks longed for. To prepare the drink of all drinks, get your customers to use

Mott's
Chocolate

There are two brands to remember, for drinking and eating, and cooking purposes—

"Diamond" and "Elite"

brands. Your Jobbers carry both.

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

SELLING AGENTS:

J. A. Taylor Montreal
R. S. McIndoe Toronto
Arthur M. Loucks Ottawa
Jos. E. Huxley Winnipeg
Arthur Nelson Vancouver
R. G. Bedlington Calgary



Be
Up-to-date!

Sell the up-to-date standard flaked wheat food—

"FORCE"

People know what a good food **FORCE** really is—and we are making effort to have them remember it. Look at our honest, sales-compelling newspaper advertising! Is it any wonder that the demand increases every month? Our trade price is the same everywhere, yielding you a good living profit.



THE H-O MILLS
HAMILTON, - CANADA

THE

Flour Stro

Millers about the flour this is firm, exce as a week a

Dealers reports as t oats and o The bar ma at present, within the mately, dea be much st

Some exp done with paratively s offered for margin that ous.

FLOUR— what strong time to be The undert Everyone developer crop whea wheat ship So far th seem to be the statem crop will true. Cana to export, are holding an awkwa the same.

Winter wheat 1
Straight rollers
Extra.....
Royal Househo
Glenora.....
Manitoba sprin
Pine Roses...
Harvest Queen

ROLLE good dema week, cons two mont from being remain un

Fine oatmeal.
Standard oats
Granulated "
Golddust corn
White cornme
Rolled oats, 90
" 80-
" bb

FEED- dition as the dema are not t ing them

Ontario bran.
Ontario short
Manitoba sh
" bra
Moullie, mill
" stra
Feed flour ...

FLOU exceeding local bus

THE FLOUR AND CEREAL MARKETS

Flour Strong and Likely to Advance—Cereal Business Good, With Probability of Changes Shortly—Export Business on Low Basis.

Millers continue to talk this week about the probability of advances on flour this winter. The market at present is firm, exceedingly so, but not so steady as a week ago.

Dealers in cereals also confirm recent reports as the probability of high-priced oats and oatmeal this fall and winter. The oat market is rather unsteady just at present, and may fluctuate either way within the next few weeks, but ultimately, dealers say, they are certain to be much stronger.

Some export business in flour is being done with British firms mostly in comparatively small lots, though prices being offered for this business allow so small a margin that shippers are not very anxious.

MONTREAL.

FLOUR—The flour market is somewhat stronger this week, but orders continue to be of the hand-to-mouth variety. The undertone of the market is steady. Everyone is looking forward to what developments will take place when new crop wheat reaches the mills. First wheat shipments were made last week. So far the buyers and sellers do not seem to be very near one another. If the statement that the American wheat crop will fall short of expectations is true, Canada may not have much wheat to export, and the European buyers who are holding back may find themselves in an awkward predicament. Prices remain the same.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 00
Glenora.....	5 50
Manitoba spring wheat patents.....	5 00
" strong bakers.....	5 50
Five Roses.....	5 00
Harvest Queen.....	5 50

ROLLED OATS—There has been a good demand for rolled oats during the week, considering the dullness of the last two months, but the market is still far from being in a healthy condition. Prices remain unchanged.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated ".....	3 05
Gold dust oatmeal, 98-lb bags.....	2 25
White cornmeal.....	1 95 2 00
Rolled oats, 90-lb. bags.....	2 80
" 80-lb. bags.....	2 50
" bbls.....	5 60

FEED—Feed remains in the same condition as last week regarding prices, and the demand is a little better. Buyers are not taking large amounts, contenting themselves with small lots.

Ontario bran.....	21 00 22 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 26 00
" bran.....	22 00
Mouillie, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 80 1 70

TORONTO.

FLOUR—The markets this week are exceedingly firm, and, with an excellent local business being done, the tone is

very strong. Prices remain as at last reports, but may vary within the week. Local millers are doing some export business with British firms, but prices offered are so low that there is not a great deal in it. Considerable Ontario wheat is coming in to the millers, and this is of excellent quality.

Manitoba Wheat.	
90 per cent. patents.....	5 30
85 " ".....	5 00
Strong bakers.....	4 80

Winter Wheat.	
Straight roller.....	3 7 3 80
Patents.....	4 6
Blended.....	4 20

CEREALS—Previous reports regarding the probability of high prices on oats and their product this winter are being verified. Prices remain the same this week, but may vary either way shortly. In any event, dealers say, a few weeks will see a much firmer market. Business continues good, with an encouraging outlook.

Rolled wheat in barrels, 100 lbs.....	2 85
oats in bags, per bag 90 lbs.....	2 75
Oatmeal, standard and granulated, in bags 98 lbs.....	3 05

\$1,000,000 OF LOBSTERS

Shipped From Halifax This Season—Large Business With London.

Halifax, September 1.—The Furness liner, St. John City, which sailed early last week, carried away a shipment of twelve thousand cases of lobsters for London. In spite of the inroads made on the lobsters stored at the Deep Water terminus, an equal quantity still remains for shipment and ten thousand cases more will probably arrive before the last shipment of crustaceans is made. No. 4 freight shed is filled with lobsters. About 75,000 cases have been shipped this season, and it is estimated by a lobster shipper that the value of the lobsters shipped from Halifax this season will be approximately one million dollars. The lobsters now reaching the city are chiefly from Prince Edward Island and Cape Breton ports.

TRADE NOTES.

Chas. H. Durant, grocer, Dundas, has assigned.

H. W. Jacques, grocer, Chatham, has assigned.

J. W. Edwards' general store, Cairo, was burned last week.

The West End Fruit Store, Edmonton, Alta., is going out of business.

The Trent Valley Sugar, Provision & Cold Storage Co. has opened for business in the old packing house at Peterboro, Ont.

The Rogers Fruit Co., Saskatoon, Sask., will erect a new and larger warehouse, owing to the increase of their business.

Quality Talks

with more influence, in the long run, than does price. That accounts for the great success of

Mooney's Perfection Cream Sodas



We use only the purest of materials. Our method of baking is perfect, so is our way of packing. The result is that every one of Mooney's Perfection Cream Sodas has a delicious and lasting crispness unknown to other brands.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

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

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

Meurisse Chocolates

would never sell so largely were they not the acme of perfection in modern chocolate manufacture. Dainty confections that pay every dealer a good margin.

re a Trial Lot.

Chocolats Meurisse

J. A. HERREBOUDT, Manager
22 Lemoine Street, - - MONTREAL

Agents:
Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec;
W. C. Scott, 76 Queen St., Ottawa.

White Moss Cocoanut

Sells
Everywhere



Standard
For Years

MADE BY

The Canadian Cocoanut Co., = Montreal

**Carr's Celebrated
BISCUITS**

OUR AGENTS ARE NOW
SHOWING SAMPLES OF
OUR NEW LINES.

CARR & CO.,

Carlisle, England

Agents - WM. H. DUNN
MONTREAL and TORONTO

MAPLE SYRUP

am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.



Freight is no more on full strength MAPLE SYRUP containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL



A Good Investment
**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

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

POT AND PEARL BARLEY FEED

GALEDONIA MILLS

John MacKay Limited - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

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

SUCCESS

A Montreal - Some F

A Montreal a large mea he attribute the effective used. This fo tains, will in more quickly substantiated says: "If a dow and in interests her directly at this article the price, t bargain that come in an After this t a sale."

Discussing that the av not make hi get them pr pense to th ever, the gr making erec simple than pose. Aro there is a e sort of wor the window can be allo tools are si is merely I may be sor will begin t ink is mad tering pa comes grou ask for dr lamp black liable to ru as camel's inch, is bes letters up 1 inch, fo

The stro flat side of be held l Bristol bo shapes and until the e should be wise wher sided. Th so that th more quic sary to tel sible word ing in app heavily la much time serby, the ity and b tages fro It is best piece of forts will A corner may be at ing desk, ed of str be made can be them.

SUCCESS FROM WINDOW CARDS.

**A Montreal Grocer Tells His Experience
—Some Hints for the Card-writer.**

A Montreal grocer who has met with a large measure of success, states that he attributes his progress largely to the effective display cards which he has used. This form of advertising he maintains, will interest the prospective buyer more quickly than any other method. In substantiation of this statement he says: "If a person is passing a window and in it there is something which interests her she will, unless interested directly at the moment, pass by, but if this article has a card on it, stating the price, the chances are, if it is a bargain that the person in question will come in and make further inquiries. After this the probabilities are good for a sale."

Discussing this point it was suggested that the average grocer, perhaps, could not make his own display cards, and to get them printed would add another expense to the list. On this point, however, the grocer stated that the art of making creditable show cards was more simple than most merchants might suppose. Around nearly every grocery there is a clerk who has a gift for this sort of work, and the duty of keeping the windows well supplied with cards can be allotted to him. The necessary tools are simple and few, and the rest is merely practice. The first attempts may be somewhat crude, but soon they will begin to assume proper form. The ink is made by thinning ordinary lettering paint with turpentine, which comes ground in oil. It is necessary to ask for drop black ground in oil, as lamp black makes a grey color, and is liable to rub off. The brushes are known as camel's hair variety. No. 3 size, 1 inch, is best for the smaller figures and letters up to 2 inches high. No. 6 size, 1 inch, for larger figures and letters.

The stroke is always made with the flat side of the brush. The brush should be held loosely for obvious reasons. Bristol board, cut into appropriate shapes and sizes, should be used. First, until the eye becomes trained, the work should be laid out with a pencil, otherwise when completed, it may look lopsided. The pencil lines provide a guide so that the work can be accomplished more quickly. It is absolutely necessary to tell the story in the fewest possible words. This makes the card striking in appearance. A card which is too heavily laden with lettering requires too much time to read, for the casual passerby, therefore, it goes unread. Lucidity and brevity also have their advantages from the viewpoint of neatness. It is best to commence practice on a piece of brown paper, as the first efforts will in all probability, be failures. A corner of the store, or back room, may be arranged for the work. A sloping desk, which can be easily constructed of stray boxes, and the cover can be made to lift up, so that the tools can be placed away when done with them.

It is best to stick to a simple form of lettering. Don't experiment with too many styles, as the simpler the letters are the more surely is the message conveyed to the general public, whereas it may be lost in the vortex of too many flourishes. If the operator becomes very expert he can try his hand at mounting suitable and artistic clipped pictures from magazines and other sources and putting in with the brush a suitable background. Some of the pictures thus made are so well done that from a slight distance it is impossible to tell that the picture is pasted on.

**AN IDEA FOR CANNED GOODS
DISPLAY.**

In a very well arranged grocery in one of the leading suburbs of Montreal may be seen a bright idea in the way of shelving. There are four round posts in this store, and each one of them has shelves encircling it. These shelves project far enough from the post all around to allow a tin of vegetables or fruit to stand on them. As the result, it appears to be a solid column of canned goods, as only the capital on the top of the column appears in view. This grocer states that it is surprising how much stock can be piled around the posts in this way, and the fact that each can rests on a shelf and not on its neighbor underneath, renders them accessible at all times. In cities where ground rental is high all sorts of schemes have to be resorted to to obtain additional space, and this offers a useful way of storing canned goods. All kinds of designs can be worked out, from a serpentine winding effect to a cross section pattern, like a barber's pole.

ORIGIN OF THE WHISK BROOM.

"Do you know," said an old blind broom-maker of St. Louis, "that the whole broom trade of the United States, amounting as it does to many millions of dollars every year, originated from a single broom seed, planted by one of the greatest men that ever lived in America?"

"A few years before the Revolutionary War a lady in England sent to a friend in Philadelphia, a little whisk broom, then regarded as a curiosity. She was showing it to Benjamin Franklin, who noticed near the end of one of the straws a single seed that, by oversight, had been left on the stem. He asked the lady's permission to take it off; then planted it in his garden, and by the end of the season was delighted with both the crop of straw and of seed. For two or three years every seed was carefully saved for planting, and when his crop began to assume respectable proportions he recommended the seed to his friends, told what use was made in England of the straw, and the manufacture of whisk brooms began. A long time was required to bring them into popularity, for hair brushes were then in use to do the work of the whisk broom; but by and by people began to find out that whisk brooms were better. At first they were used only to brush clothing,

while hickory brooms and brooms made of willow and birch twigs were used on the floors; but the cornplait broom soon demonstrated its own superiority to either of the others, and the result was that by the beginning of the nineteenth century the corn broom had distanced its rivals, and in twenty years more willow and hickory brooms had been banished from houses and relegated to the rough work done on barn floors, decks of ships and similar places."

BOUNTIFUL WILD RICE CROP.

There is every promise of a bumper crop of wild rice on Rice Lake, Ont., this year. The straw is so heavy now that it is difficult to push a canoe through it. Harvesting will commence next week. With the present high price for rice, the Indians, who profit by it mostly, should make good wages out of it. The heavy crop of rice should make the wild ducks plentiful in that vicinity another fall. Rice Lake sportsmen are anticipating fine sport during the season, which opened on September 1. The parched rice sold last year for fifteen cents a pound—three times the price of seven or eight years ago.

H. P. Meyers has opened a provision store in Woodstock, Ont.

W. J. Wilson, representing S. H. Ewing & Sons, Montreal, has returned from a very successful trip to the Maritime Provinces.

Mr. Groceryman

- ☞ You are in a favorable position to take advantage of the offer of the Orange Meat people.
- ☞ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.
- ☞ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

FRUITS, VEGETABLES AND FISH

Pickling and Preserving Lines Arriving Rather Freely—Native Fruit Displacing Imported Lines—Garden Lemons an Oddity.

The pickling season for fruit and vegetables is almost here. In fact some housekeepers are already laying in stocks. Pears and plums are the best lines among fruits, and gherkins and white onions among the vegetables. As yet very few green tomatoes and red cabbage is offered, and red tomatoes are not so plentiful as a short time ago. Red peppers are arriving on the markets in increasing quantities, and celery is again coming to the front.

Apples are being sold now in barrel lots, and immense quantities of peaches of all grades are being offered in the Ontario markets. The early varieties are plentiful enough, but the later lines in the Niagara District will only be about normal. Essex County, however, and Western Ontario generally report a good crop of all grades. Plums and pears will be fair in all grades, but not the bumper crop which the Spring and early Summer months promised.

MONTREAL.

GREEN FRUITS—Native fruits have declined in some lines, among which are blueberries, which are now being quoted at \$1.25 for the 20-quart boxes. Apples are lower, being obtainable at \$1.75 to \$2.25 per bbl., Montreal. Melons are down to \$3 to \$5 per basket, of 13 to 14 melons. Blackberries are nearly done. In the market foreign fruits remain the same as at last quotation, with the exception of Verdelli lemons, which are now on the market at \$2.75 to \$4. The demand, generally, has been very good during the week.

California oranges, la e Valencia.....	4 00	5 00
Peaches, boxes	1 53	2 01
Plums, 11 basket crates.....	1 40	2 00
Pears, boxes	2 50	3 25
Verdell lemons.....	3 75	4 10
Bananas, per bunch.....	1 50	1 75
Cocoanuts, per box.....	3 50	
Watermelons, each.....	0 30	0 40
Pineapples.....	3 50	4 00
Blueberries, 18-20 qt. box.....	1 25	
New Apples, per bbl.....	1 75	2 25
Montreal melons, per basket of 13-14 melons.....	3 00	5 00
Blackberries, per quart.....	0 08	0 12
Can Peaches, basket.....	0 50	0 75
Plums, basket.....	0 50	0 75
Pears, basket.....	0 40	0 60

VEGETABLES—There has been a very general depreciation in values all around, with the exception of cabbage, which is somewhat firmer now, being quoted at 50c dozen, instead of 25c to 40c, as at last quotation. Egyptian onions are practically off the market, very few now being obtainable. Vegetables are very much in demand, and it looks as though the past dullness, owing to too high prices, will be amply compensated for now, as supplies are arriving with a rush.

Parsley, per doz. bunches.....	0 10	
Sage, per doz.....	0 50	
Savory, per doz.....	0 25	
Celery, doz.....	0 40	
Water cress, large bunches, per doz.....	0 25	
Spinach, box.....	0 40	
Green peppers, doz.....	0 15	
Montreal cucumbers, doz.....	0 15	
Beets, doz bunch.....	0 10	
Carrots, doz bunch.....	0 15	
Montreal tomatoes, gin box.....	0 25	0 40
Spanish onions, small crates.....	1 25	1 50
" " large crates.....	2 15	
Lettuce, per doz.....	0 10	0 40
Radishes, doz.....	0 10	0 15
Horse radish, per lb.....	0 10	
Beans, green, bag.....	0 75	
Egg plant, doz.....	1 00	

Cabbage, doz.....	0 50	
Montreal new potatoes, bbl.....	2 50	
Onions, large bunch.....	0 15	
Fresh corn, per doz.....	0 07	0 20
Pumpkins, doz.....	0 5	

FISH—Haddock are scarce this week, and the price has advanced a little. Fresh cod are in good supply and those arriving are of superior quality. Dore, pike and lake trout are still scarce. Whitefish are now coming in more freely. There has been an improvement in the supply of brook trout, but the price continues high. There has been a little more enquiry for smoked haddies and kippers, and as the weather becomes cooler the demand will become greater. Labrador herrings are now quoted, and those which have arrived are of good quality. Green cod is also commencing to come in. There is a better demand for prepared fish, including skinless cod, in 100-lb. cases, dry cod in bundles, and boneless cod in blocks. Oysters continue slow in demand, but the market will improve with the advance of cooler weather. The trade passing during the week was good.

Fresh and Frozen Fish.

B.C. salmon.....	0 16	
Brook trout, lb.....	0 25	
Haddock, per lb.....	0 15	
Fresh halibut.....	0 10	
Mackerel.....	0 10	
Dore.....	0 12	
Steak cod.....	0 06	0 07
Market cod, lb.....	0 06	
Pike, lb.....	0 05	0 06
Whitefish lb.....	0 10	
Lake trout.....	0 10	
Sea trout lb.....	0 12	
Flounders, lb.....	0 10	
Bluefish, lb.....	0 17	
American live lobsters.....	0 24	
Bullheads (dressed).....	0 10	
Smoked and Prepared—		
Kipperred Herring, 50 in box.....	1 25	
Yarmouth Bloaters, per box.....	1 10	
Shredded cod, box of 2 dozen cartons.....	1 8	
Skinless cod, 100 lb. cases.....	5 70	
Boneless cod, 50 lb. boxes.....	0 05	
Boneless fish, 20-lb. boxes, blocks.....	0 06	
Boneless fish, 25-lb., boxes, per lb.....	0 04	
Smoked herring, box.....	0 18	
Dry cod, 112 lb. bundles.....	6 75	
Oysters and Lobsters—		
American live lobsters, lb.....	0 24	
Standards, bulk, per imp. gal.....	1 50	
Standards, quart tins, sealed.....	0 40	
Paper pails, 10", pint size.....	1 10	
" " 100, quart size.....	1 80	
Pickled fish—		
No. 1 Mackerel, 20-lb. kits.....	1 75	
No. 1 mackerel half b's.....	3 00	
Green cod, large, per 20.....	7 00	
Green cod, ".....	8 00	
Labrador herring, bbls.....	5 75	

TORONTO.

GREEN FRUITS—A great range in both the price and the quality of fruit is noted on the market this week. Native lines have almost entirely supplanted the imported fruits. With the exception of oranges, lemons, bananas and watermelons, which may be regarded as staple lines, Canadian fruit has the call. California grapes in cases are still arriving and are finding normal sales, but the native grape lines are beginning to arrive more freely and may be expected to cut deeply into the business. Green grapes from Niagara are shown in small baskets and they look good. Pears of all qualities are coming in rapidly and almost every dealer has his own price. Plums, too, are at various quotations, and peaches may be obtained at various prices, from 25c to \$1.25. Some splendid blackber-

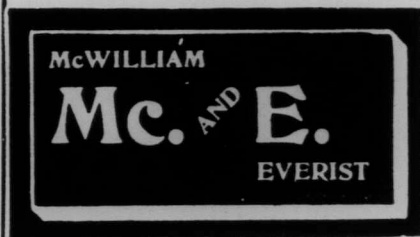
TO THE TRADE :

EXHIBITION VISITORS

will do well to call and place their order for Canadian Fruits with us before returning home.

Peaches, Pears and Plums for Preserving

Also Full Lines of All Imported Fruits



25-27 Church St., TORONTO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

**They are Satisfied
You'll be, Too!**

The Beardwood Agency

313 New York Life Building - MONTREAL

ries are arriving which come the earlier varieties of the market they are preferred sizes. There are of melons as firm up and of buyers who market this declined a little.

- Peaches, Canadian
- " " California
- Plums, Canadian,
- " " California
- Pears, Canadian,
- " " California
- Grapes, Canadian,
- " " California
- Apples, Canadian,
- " " red, Astra
- " " fall, dbl.
- Musk Melons, Can
- Cantaloups, Cana
- Blueberries
- Oranges, late Yale
- Lemons, California
- Limes, per case
- Bananas Jamaica
- " Jamaica
- " Jamaica
- Watermelons
- Blackberries

VEGETABLE vegetable line The early slightly, but ing somewhat down and so all pickling in barrels. quality that tomatoes loian sweet p sample lots line is the

St. Ni
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ries are arriving from the north country which compare very favorably with the earlier varieties. The great feature of the market, however, is melons, and they are present in all varieties and sizes. There was a drop in the price of melons early in the week, but they firmed up again with the great number of buyers who have been attending the market this week. All prices have declined a little since last quotation.

Peaches, Canadian, early, basket	0 21	0 50
" " " " " " " "	0 30	0 65
" " " " " " " "	0 53	1 25
" " " " " " " "	1 50	1 60
Plums, Canadian, small egg	0 40	0 60
" " " " " " " "	0 35	0 50
Pears, Canadian, Bartlett	0 40	0 50
" " " " " " " "	0 25	0 35
Grapes, Canadian, blue, basket	0 25	0 60
" " " " " " " "	0 25	0 30
" " " " " " " "	2 50	2 75
Apples, Canadian, harvest, basket	0 12	0 25
" " " " " " " "	1 50	2 00
Musk Melon, Canadian, basket	0 43	0 60
Cantaloupe, California, crate	0 35	0 50
Cantaloupe, Canadian, Rockyfords	0 35	0 50
Blueberries	0 91	1 00
Oranges, late Valencia, California, box	4 25	5 10
Lemons, California	4 51	5 50
Limes, per case	1 75	2 25
Bananas, Jamaica, firsts	1 31	1 59
" " " " " " " "	1 85	2 25
Watermelons	0 21	0 35
Bla-korries	0 07	0 19

VEGETABLES—Almost all kinds of vegetable lines are now being offered. The early varieties are firming up slightly, but the later lines are declining somewhat in price. Potatoes are down and so are gherkins and generally all pickling lines. Cabbage is now sold in barrels. Cucumbers are of better quality than for some weeks past, while tomatoes look a little sounder. Canadian sweet potatoes are being shown in sample lots, and an interesting new line is the garden lemon, two baskets

Exhibition Visitors

CORDIALLY INVITED TO CALL
ON US WHEN IN THE CITY.

WAREHOUSE—Cor. Front and Church Streets.

FRUIT MARKET—Foot of Yonge Street.

AUCTION ROOMS—Foot of Scott Street.

Wholesale Fruit and Produce, Fish and Oysters

WHITE & CO., Limited

TORONTO

BRANCH AT HAMILTON.

HEAR! HEAR!!

W.B.

offers NEW MESSINA LEMONS

The Famous Pack of

Profit Makers **Tracuzzi Bros.**

Order them

Wholesale
Fruit Broker

W. B. STRINGER

Toronto
Canada

St. Nicholas,

Home Guard,

Kicking,

Puck,

Map'e

Leaf

Best Lemons on Earth

Packed by

**Franc
Tracuzzi**

Messina
and Catania

Sole
Wholesale Agent,

J. J. McCabe

32 Church Street, Toronto

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California

P LUMS
PEARS
EACHES

Prices
Reasonable

HUGH WALKER & SON
GUELPH, ONT.

A car of fancy New Verdelli Lemons, Fancy Late Valencia Oranges, Musk Melons, Watermelons, and a full assortment of all home grown fruits, fresh every day.

THE DAWSON COMMISSION CO., TORONTO

of which attracted much attention. Nobody seemed to know much about them. They are a lemon-shaped and colored vegetable from the north shore district, in the vicinity of Oakville. The skin is smooth and the inside looks as if related to the melon family. Evidently the taste for these garden lemons must be cultivated, for they did not strike the appetite of any person curious enough to taste them.

Cucumbers, Canadian, per basket	0 20
Gherkins, basket	0 35 0 50
Tomatoes, Canadian, per basket	0 20 0 30
Bees, Canadian, basket	0 25 0 35
Egg plant basket	0 20 0 25
Beans, wax, per basket	0 40
Potatoes, Ontario, per bushel	0 80 0 90
" New Brunswick, per bush	1 00
" sweet barrel	4 50
Onions, Be. mudas, per 50 lb. crate	2 50
" white pickling, basket	0 75 1 00
" Canadian, dried, basket	0 35
Carrots, new, per basket	0 30 0 35
Green Peppers, basket	0 25 0 35
Red peppers, basket	0 40
Cabbage, Canadian, bbl.	1 25
Green corn, doz	0 97 0 18
Vegetable marrow basket	0 25
Squash, basket doz	0 30
White turnip, bush	0 50
Caiflower doz	1 25
Celery native doz	0 35 0 49
Celery imported, doz	0 60

FISH—Practically unchanged are all fish lines this week. Supplies are fair and demand is better than during the past two months. Some of the fish dealers are handling blueberries from the Georgian Bay District, but if they were not so soggy, and if a little more care was taken in their picking, packing and shipping a better price might be obtained.

Perch, large, per lb.	0 0
Blue pickerel, per lb.	0 05 0 07
White fish, Georgian Bay, per lb.	0 11
Herring, medium, per lb.	0 06 0 07
Whitfish, Lake Erie	0 11
Cod, fresh	0 08 0 09
Trout, fresh, per lb.	0 11
Halibut, fresh caught	0 09 0 10
Shredded cod per doz	0 20
Bluefish, small white, per lb.	0 07
Haddock, fresh	0 07
Sturgeon, per lb.	0 12 0 13
Salmon	0 15 0 18
Pike	0 05 0 05 1/2
Pick rel, yellow	0 02 0 09
Herring, smoked, bundle	1 01
Mack rel, ew h	0 27 0 30
Smelts, per pound	0 20
Flack	0 15
Oysters, Long Island, gal.	1 75

LARGE AND EARLY ORANGE CROP

Spanish Onions Dearer Than Last Year
—Garden Lemons, a New Vegetable.

This year's orange crop, if present indications count for anything, will be an exceptionally large one. It will be gathered, too, a full month ahead of a year ago. Florida oranges may be expected to arrive on the Canadian markets on or shortly after the first of October. The quality of the fruit, too, is expected to be first class.

Lemons will be a fair crop, and but slightly above normal. They will be later than usual, though not very much later, and Canadians may expect to ask for them shortly after November 10.

The Spanish onion season in Canada begins towards the end of July or early in August and continues until March, when Egyptians come to the front to fill in the gap. Spanish onions are two shillings dearer than at this time last year, that is on fours, the size most in demand in this country. This is said to be due to the smallness of the crop; the other sizes being more plentiful and but little advanced in price. At present, owing to the markets being stocked with Canadian onions, there is little de-

mand for the Spanish, so this advance is not much noticed. But later on there will be an outcry, and if the demand does not come up to normal there will surely be a decline, small crop or not.

A new vegetable made its appearance this week on the Toronto market and has aroused a large amount of curiosity. It is called the garden lemon. It resembles a lemon in color and appearance, with this difference, that it is larger, and the skin is smooth. It is related to the melon family in that the inside resembles a small-size cantaloupe, but the taste is somewhat akin to the egg plant. The taste is not agreeable on first acquaintance and must be cultivated. The lemon grows on a small tree or shrub and comes from the Oakville District. Here is a chance for the grower to indulge in experimental work if he feels so inclined.

A NEW FRUIT COMPANY.

The Imperial Fruit Company, Montreal, has been incorporated with a capital of \$49,000, to carry on business as planters, growers and dealers in fruits, vegetables and produce, and to import and carry on its own vessels produce between Canada, the Bahamas and the West Indies. The directors are D. W. Campbell, F. Fowler, I. Hibbert, Jno. Wallace and R. C. Barry, all of Montreal.

HOW TO HANDLE BANANAS EASILY.

All grocers, and in fact everyone who has been compelled to handle bananas, knows what an awkward proposition they are to hang up. This is so because they have to be hung up while all the supporting is done from the top instead of underneath, and from a step ladder it amounts to virtually holding them out at arms length to hang them. This difficulty has been overcome by a Montreal grocer, who has a store which contains many labor-saving devices, due to his ingenuity. This device in particular consists of a small ratchet pulley block and paul, suspended from a hook screwed into the ceiling. With this ratchet the pulley is permitted to turn only in one direction. This fact allows the grocer to elevate the bunch to any height he wishes by pulling on the other end of the rope and as quickly as the strain is released on the rope with which they are elevated, the ratchet prevents the bananas from falling back.

A FEW STORE RULES.

Don't forget to commend the clerk when he does something well.

Never misrepresent your goods. Don't claim that they will do something that they will not. Besides, you may cause your clerk to practice such a rule to the extremes.

Don't let your store get a name as a "hang out." Disregard the idlers, don't converse with them; stumble over them two or three times and they will soon realize that they are in the way.

Take the clerk into your confidence. He hears more criticism of the store than you do.

Don't forget that your show window

is your best salesman or your worst foe, as you make it. It is the only means passersby have of judging your store.

Learn the names of all your customers. Calling a person by name goes a long way toward breaking down that barrier of reserve which otherwise is so hard to get around.

Study every customer and cultivate his acquaintance. It will help you increase your sales.

Last, but not least, wear a smile; don't let a customer see a scowl or an expressionless face when he enters the place.

THE STORE WINDOW AT NIGHT.

The Guelph Correspondent Discusses a Seldom Considered Feature of Advertising.

"It's a howling success," said a prominent grocer to me to-night, and on inquiring what, he said: "Just what you see." He meant the idea of leaving his windows lit up at night. Well, to prove the fact, we stepped inside and sat and smoked a cigar, also counted the number of people who stopped and criticized that window and its contents; also heard some of those criticisms which were really good to hear. Some stopped, looked and went on without remark; a few women picked out articles to buy next morning, and others said I must tell So-and-so. I began to see where the howling success came in. Then along came some of the boys we know in the grocery business, and then that window went under a most rigid inspection, but no serious fault was found. The merchant counted 20 out of 45 people we saw that night the next morning as customers or purchasers, and then he really did not see half. Now, it really does not cost much, and the people in a city like Guelph are out sight-seeing in the evenings and have no place to go, except to the 5c shows, and what better idea than to have them entertained by your window display at so little expense to you. I being a little inquisitive, asked him, knowing him to be a large newspaper advertiser, which he considered best. He said: "Now, look here, young man," (I am glad he said I was young), "if you had a team of horses and both were doing all you required of them, which would you sell?" I told him neither, if I needed them. "Well, that is just my position exactly. My advertising pays both ways, and I always keep in the limelight some how. I consider we do the best grocery business in Guelph. We also consider our advertising helps us to do it, and if we had to give up one or the other we would be inclined to use our lighted windows at nights." From what I saw and heard I agreed with him and still think as he does. Both ways do certainly pay.

The grocery stock of Harry Elliott, Hamilton, is advertised for sale.

Mrs. A. Cassidy, Pembroke, has sold the grocery business she has conducted for the past twenty years to Wm. Engley.

Class

Advertisement first insertion
Contractors \$1,000 and over
Cash remittance advertisement
Advertisement acknowledged
Where replies must be

100 words
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25

THE GRC
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10 Front St

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Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED TRAVELLER, best references, open for high grade line, on commission, for Maritime Provinces. Apply Box 210, **THE CANADIAN GROCER**. (38)

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MISCELLANEOUS.

WILL EXCHANGE, a good working Cash Register, cost \$90, for a scale, Computing or c scale weigher, any make. Write E. Tomlin, general merchant, Sombra, Ont. (37)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

SITUATION WANTED.

YOUNG MAN, aged 21, wishes to secure position with some western firm as salesman in grocery or general store, or position as assistant book-keeper. Have had seven years experience in the general store business and understand it thoroughly. Also have had considerable experience as head book-keeper with a manufacturing concern in Nova Scotia. Can furnish best of references regarding character and ability. Apply R., Box 177, **CANADIAN GROCER**.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.



REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR Co., Ltd., TORONTO, CAN.

FOR SALE.

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

FOR SALE—Cash grocery business in the live town of New Liskeard, one of the best stands in town. Stock clean, about \$2000. Splendid chance for young man. Good reasons for selling. Apply A.P.B., **THE CANADIAN GROCER**, Toronto.

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the **Allison Coupon System** and the time to install it is NOW, before another day has been lost.



Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.
INDIANAPOLIS, IND.

IT PAYS

to sell good coffee. People get the habit of going to the store that sells the best coffee. Chase & Sanborn's High-Grade Coffees are the best that money can buy.

CHASE & SANBORN

Importers

MONTREAL

Australian Storekeepers

handle

**“OXOL”
FOR CATTLE**

in immense quantities.

Canadian Storekeepers

will shortly do the same.



“OXOL” FOR CATTLE

*No. 1, “Oxol” Pulverised Doses ; No. 2, “Oxol” Drench for Calves ; No. 3, “Oxol” Horse Balls ;
No. 4, “Oxol” Salve ; No. 5, “Oxol” Easy Milking Pomadlum ; No. 6, “Oxol” Swine Powders.*

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand



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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.

☐ If you aren't handling it, hadn't you better begin now?



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

See our Exhibit Main Aisle Manufacturer's Building.

HAND POWER ELEVATOR

LOAD,
1,500 lbs.
CAR, 6 x 5 FT.

\$ **100**⁰⁰

F. O. B.
HAMILTON
ONTARIO



We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

MONTREAL | WINNIPEG | VANCOUVER | OTTAWA
St. James St. | McRea Block | Alexander St. | O'Connor St.
Otis-Fensom Elevator Company, Limited
HEAD OFFICE - TORONTO, ONTARIO

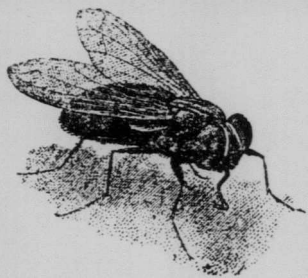


THE THREE LEADERS



Connors Bros., Limited

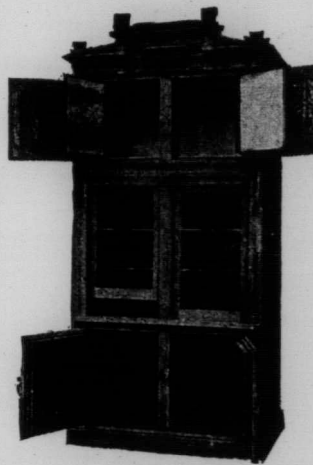
Black's Harbor, N.B.



IF! Retail Grocers

will use WILSON'S FLY PADS over Sunday exactly as directed, they can keep their stores free from pestilential house flies, alive or dead.

Up-to-date Grocers are doing so.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives, Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

Keep Track of the Goods

you sell and the money your customers owe you, by using our simple

"DUPLEX" COUNTER CHECK BOOK

It's a money-saver, a time-saver, a trouble-saver and a customer-keeper.

Write for full information

The Carter-Crume Company Limited,
Toronto, Ontario



We Distribute Cars

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

Correspondence Invited.

R. B. Wiseman & Co.,
123 Bannatyne Avenue East
WINNIPEG, MAN.

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

Information o

The

In the Spring turning from with him a some of which latter, like n was very fond planted these the fruit well ments with t serve them i would retain During the W pepper sauce nounced excel duced him to next year, at the celebrated made its app made a sauce the next thin Mr. McIlhenn basco," beca came original basco, Mexico sauce factory tory," and n attention giv in all its det

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The world's present time Agriculturist, pounds. Thi quantity exp countries. It was 556,000 127,000,000 p per cent. C this decade China, which producer of t while India their exports ed even mor other count that country against 27,70 British color 792,100 pou pounds. Ap countries. In pan are the porters.

These were by a Swedi strom, a M; gaged in the tory of the town of Jor Safety ma matches whi boxes. The very clever gredients ar mixture beir match, whil sides of the The inflamm the match i of the chlor tassium, re phide; or, s parts of an parts of gu

FACTS ABOUT GROCERIES

Information of Interest to Clerks and Grocers About the Goods They Are Handing Over the Counter.

The History of Tabasco.

In the Spring of 1866 a traveler, returning from Southern Mexico, brought with him a number of pepper seeds, some of which he presented to E. McIlhenny, of Iberia Parish, La. The latter, like many other Southerners, was very fond of hot condiments, and planted these pepper seeds, and, finding the fruit well flavored, made experiments with the peppers, trying to preserve them in such a form that they would retain their strength and flavor. During the Winter of 1866 he made a pepper sauce which his friends pronounced excellent, and its success induced him to plant more peppers the next year, and in the winter of 1867 the celebrated "Tabasco Sauce" first made its appearance in public. Having made a sauce that met his expectations, the next thing was to give it a name. Mr. McIlhenny finally decided upon "Tabasco," because the seed of the pepper came originally from the State of Tabasco, Mexico. The Tabasco pepper-sauce factory is known as the "laboratory," and no kitchen could have more attention given to it as to cleanliness in all its details.

The World's Tea Production.

The world's production of tea, at the present time, according to the Tropical Agriculturist, is about 682,000,000 pounds. This figure is based upon the quantity exported from tea-producing countries. In 1897 the total production was 556,000,000 pounds, a gain of 127,000,000 pounds in ten years; or 22 per cent. Changes have taken place in this decade in the source of exports. China, which was once the leading tea producer of the world, has lost ground, while India and Ceylon have increased their exports. Java has, likewise, gained even more rapidly than any of the other countries mentioned. In 1896 that country exported 9,568,732 pounds, against 27,760,000 pounds in 1906. The British colony of Natal, 1896, exported 792,100 pounds, and in 1906, 1,650,000 pounds. Apart from these two minor countries, India, Ceylon, China and Japan are the leading producers and exporters.

Safety Matches.

These were first invented about 1855 by a Swedish gentleman named Lundstrom, a Master of Arts, but also engaged in the world-renowned match factory of the Jonkoping Co., at the town of Jonkoping, in Sweden.

Safety matches may be defined as matches which will only strike on the boxes. The idea is a very simple but a very clever one. The inflammable ingredients are merely kept separate, one mixture being placed on the end of the match, while the other is spread on the sides of the boxes and called friction. The inflammable material into which the match is dipped ordinarily consists of the chlorate and bichromate of potassium, red lead and antimony sulphide; or, say, 40 parts of minium, 30 parts of antimony trisulphide and 6.7 parts of gum arabic. The friction or

striking surface is generally prepared by mixing, say, 9 parts of amorphous phosphorus, 7 of iron pyrites, pulverized and sifted, 3 of pulverized glass, and one part of glue or gum, with the requisite quantity of water. It is therefore only on a surface smeared with the latter mixture that the former will ignite.

What is a Fresh Egg?

The question, What constitutes a "fresh egg?" was settled at the concluding session of the first congress of the French Milk Industry and Dairy Produce Societies, recently held in Paris.

After a lively discussion, joined in by 200 members of the congress, the following definition was agreed on:

"A fresh egg is an egg which, on being tested, is found not to have suffered in any way from evaporation, and which shows no trace of decomposition."

Valencia Almonds.

A sweet variety, somewhat similar to Jordan almonds, but shorter and broader, being from 1/2 inch to 3/4 inch long, with dark, dusty skins.

TRADE NOTES.

J. Bete & Cie., confectioners, Quebec, have been registered.

Percival & McKnight, grocers, Killarney, Man., have dissolved.

J. J. Craeknell, Toronto, has sold his grocery business to C. F. Gorrie.

Robt. Rae, general merchant, Radisson, Sask., is succeeded by Rae Bros. & Smith.

The assets of the Lanigan Mercantile Co., general merchants, Lanigan, Sask., have been sold to H. L. Hood & Co.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars:

Champlain St. Louis (5c. retailer)
Havana Second El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE IDEAL STORE FIXTURE



"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

GROCCERS and BUTCHERS
At YOUR service

With the following special lines, discounts for cash or easy terms net.

- THE TOLEDO AUTOMATIC SCALES
- THE EUREKA REFRIGERATORS
- THE CLIMAX CHEESE CUTTER
- THE STERLING MEAT SLICER
- THE CLIMAX AUTOMATIC SLICER
- THE WESTERN CASH REGISTER

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.
Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.

We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and
Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

**BAKING POWDER
AND SPICE CANS**

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.
HAMILTON



The
**Elgin National
Coffee Mills**

40 Sizes and Styles

They are the
**Fastest Grinders
Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.



General Stores

All general storekeepers handling hardware should
subscribe for the one paper in Canada, published in
the interests of the Hardware and Metal, Stove and
Tinware trades.

Hardware and Metal

will give you each week full information regarding
market changes. It will give you ideas for displaying
your goods which enable you to increase the hardware
end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

Quotation
The foll
responsible
Grocer, at our

Diamond—
1-lb. tins, 2 doz. in c
1-lb. tins, 3 " "
1-lb. tins, 4 " "
Cases.
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
4-doz.



40 VAL B
Sizes.
No. 1—Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When pa
cent. discount w
CLEVELAND'S
Sizes
Cleveland 1—Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.
barrels—When pa
cent. discount

T. KIN
Crown Brand—
1 lb. tins, 2 doz. in c
1 lb. " 2 " " "
1 lb. " 4 " " "

THE ROBE
White Swan Baking
1-lb. tins, 3-doz. in
1-lb. "
1-lb. "

Ke-n's 'ford per
In 10-box lots o
Gillett's Mammoth

Nelson's—
Fancy
Shamrock
Thistle
Daisy
Special 25
Bamboo A
" B
" C
" D
" E

Wheat O's, 3-lb p
" 7-lb, on
EBY, B
Meat of Wheat, pe
Wheat OS, 16 lb.
" Pickaninney" Bu

Pa
Pa



White Swan Wheat
White Swan Flaked
White Swan Flaked
UNIONIST
THE COWA
Cocoa—
Perfection 1-lb. "

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

September 5, 1908.

Baking Powder
W. R. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case \$2 00
1-lb. tins, 3 " " " 1 25
1-lb. tins, 4 " " " 0 75

IMPERIAL KING POWDER
Cases. Sizes. Per doz.

4-doz.	10c.	\$0 85
5-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	2-lb.	10 50
1-doz.	5-lb.	19 75

MAGIC BAKING POWDER

Cases. Sizes. Per doz.

6 doz.	5c.	\$0 40
4 "	8-oz.	0 60
4 "	5 "	0 75
4 "	12 "	0 90
3 "	12 "	1 45
2 "	16 "	1 65
2 "	16 "	1 70
1 "	2-lb.	4 10
1 "	5 "	7 50
1 "	5-oz.	Per case
1 "	12 "	\$4 55

ROYAL BAKING POWDER

Cases. Sizes. Per Doz.

Sup. 1-Dim.		\$ 0 95
1-lb.		40
8-oz.		1 95
1-lb.		2 55
12-oz.		3 85
1-lb.		4 90
1-lb.		13 50
5-lb.		23 35

CLEVELAND'S BAKING POWDER

Sizes. Per Doz.

Cleveland—Dim.		\$ 0 93
1-lb.		1 33
8-oz.		1 90
1-lb.		2 45
12-oz.		3 70
1-lb.		4 65
1-lb.		13 20
5-lb.		21 65

CROWN BRAND
2 KINNAR & CO.

1-lb. tins, 2 doz. in case \$1 20
1-lb. " " " " " 0 80
1-lb. " " " " " 0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—
1-lb. tins, 3-doz. in case, per doz. 2 00
1-lb. " " " " " 1 2
1-lb. " " " " " 0 8

Blue.
Keen's "ford, per lb. \$0 17
10-lb. box lots or case 0 16
Gillett's Mammot, 1 gross box. 2 00

Brooms

Nelson's—
Fancy \$3 65
Shamrock 3 45
Thistle 3 25
Daisy 3 00
Special 25 2 25
Bamboo A. 3 95
" B. 3 65
" C. 3 40
" D. 3 10
" E. 2 95

Cereals

Wheat O.S., 2-lb. pkgs., per pkg. 0 08
" 7-lb. cotton bags, per bag.

EBY, BLAIN CO. LTD.
Meat of Wheat, per case 4 20
Wheat O.S., 16 lb. bags 0 19
"Pickaninney" Buck Wheat Flour doz. 1 00
" Pancake Flour, " 1 00
" Pastry Flour, " 1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, \$3 50.
The King's Food, 2-doz. in case, per case, \$3.
White Swan Barley Crisps, per doz. \$1.
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.
White Swan Self-rising Pancake Flour, per doz., \$1.20.

White Swan Wheat Kernels, per doz., \$1.40.
White Swan Flaked Rice, per doz., \$1.
White Swan Flaked Peas, per doz., \$1.
Chocolate and Cocoa.
THE COWAN CO., LIMITED.
Cocoa—
Perfection 1-lb. tins per doz. \$4 90

Perfection 1-lb. tins per doz. \$4 90

Perfection, 1-lb., per doz. 2 40
" 1-lb. " " " 1 30
" 10c. size " " " 0 90
" 5-lb. tins per lb. 0 37
Condensed cocoa, cream and sugar, doz 2 95
Soluble, bulk, per lb. 0 18
London Pearl per lb. 0 15
Special quotations for Cocoa in bbls., kegs, etc. Per lb.
Unsweetened Chocolate—
Plain Rock, 1-lb. cakes, 12-lb. boxes. 0 40
1-lb. 0 40



Royal Navy, 1/2 lb., 12-lb. boxes per lb. 0 33
Diamond, 7/8 lb., 12-lb. boxes, per lb. 0 24
" 1/2 lb. " " " " " 0 25
" 3/8 lb. " " " " " 0 28

Letings for case—
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-doz. in case.
Chocolate—
Maple buds, 5-lb. boxes, lb. 0 31
Vanilla wafers, " 0 35
" nonpareils, 5-lb. box 0 35
" 2s, 5-lb. boxes, lb. 0 28
" 2s, nonpareils " 0 28
Ginger, 5-lb. boxes, lb. 1 35
Milk sticks, box. 0 30
Milk cakes, 5c. size, box. 1 35

EPF'S.
Agents, C. E. Colson & Son, Montreal.
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 36
Smaller quantities 0 37

BEESDORF'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.
10c. tins, 4 doz. to case, per doz., \$ 90
" " " " " " " 4 20
" " " " " " " 4 75
" " " " " " " 9 00

JOHN F. MOTT & CO.'S
R. S. Molndos, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE

Elite, 1/2 lb. (for cooking), doz 0 90
Prepared cocoa, 1/2 lb. 0 32
Prepared 1/2 lb. 0 30

Mott's breakfast cocoa, 1/2 lb. 0 42
" " " " " " " 0 42
" No. 1 chocolate, 1/2 lb. 0 36
" Navy " " " " " 0 32
" Vanilla sticks, per gross. 1 00
Diamond chocolate, 1/2 lb. 0 25
Plain choice chocolate liquors 0 34
Sweet Chocolate Coatings 0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes \$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins 0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 5 lb. boxes. 0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes. 0 35
Auto Sweet chocolate, 1-5 lb. cakes, 3 and 5 lb. boxes 0 35
Vanilla Sweet chocolate, 1-5 lb. cakes 0 34
6-lb. tins. 0 47
Soluble cocoa (hot or cold soda) 1-lb. tins. 0 38
Cracked cocoa, 1-lb. pkgs., 5-lb. bags 0 34
Caracas tablets, 100 bundles, tied 5a, per box. 3 00
The above quotations are f.o.b. Montreal

Cocoanut.
CANADIAN COCOANUT CO., MONTREAL.
Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.
1 lb. packages. 0 26
" " " " " " " 0 27
" " " " " " " 0 28
1 and 1/2 lb. packages assorted 0 27
1/2 and 1 lb. packages assorted in 5 lb. boxes 0 28
1-lb. " " " " " " " 0 29
1-lb. " " " " " " " 0 30
Bulk—
In 15 15 lb. pails and 10, 25 and 60 lb. Pails. Tins. Bbls.
White Moss, fine strip. 0 19 0 31 0 17

Best Shredded. 0 18
Special Shred. 0 17
Ribbon. 0 19
Macaroon. 0 17
Desiccated, cream. 0 16
White Moss in 5 and 10 lb. square tins, 21c.
THE ROBERT GREIG CO., LTD.
White Swan Coconut—
Featherstrip, pails. 0 16
Shredded. 0 15
In packages 2-oz., 4 oz., 8-oz., lb. 0 28

CONDENSED MILK CO.
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.

"Eagle" brand (4 oz.) \$6 00 \$1 51
"Gold Seal" brand (4 doz) 5 00 1 25
"Challenge" brand (4 doz) 4 10 1 15
Evaporated Cream—
"Peerless" brand evap. cream. 4 70 1 21
"hotel size." 4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) \$4 85
Reindeer brand per case (4 doz.) 5 75



Coffee.
EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp proof bags and tins.

Club House 0 32
Nectar 0 30
Empress 0 28
Duchess 0 26
Ambrosia 0 25
Plantation 0 22
Fancy Bourbon 0 20
Bourbon 0 18
Crushed Java and Mocha, whole 0 17
" " " " " " " 0 17
Golden Rio 0 14

Package Coffees
Gold Medal, 1 and 2 lb. tins, whole or ground. 0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground 0 30
German Dandelion, 1/2 and 1 lb. tins, ground 0 22
English Breakfast, 1 lb. tins, ground 0 18
THOS. J. LIPTON retail wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole. 0 40 0 30

JAMES TURNER & CO.
Mocha 0 32
Damasco 0 28
Cairo 0 20
Sirdar 0 17
Old Dutch Rio 0 12
PATTERSON'S "CAMP" COFFEE ESSENCE Agents, Rose & Ladramme, Montreal an Toronto.
5 oz. bottles, 4 doz, per doz. 1 75
10 " " " " " " " 3 00
Rep. quarts, 1 " " " " " " " 5 50
Imp. " " " " " " " 9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, 1/2-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.50.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.
Presentation (with 3 tumblers), \$10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins. \$0 33
"Gilt Edge" in 2 lb. tins. 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese—Imperial

Large size jars, per doz. \$3 25
Medium size jars, " " " 4 50
Small size jars, " " " 2 40

Individual size jars, per doz. 1 00

Imperial holder—
Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

Roquefort—
Large size, doz. 1 40
Small size, " 2 40

Confections
THE COWAN CO., LTD.
Cream Bars, 5/8, assorted flavors, box 1 80
Milk Chocolate Sticks, 36 in box, " 1 35
" " " " " " " 2 55
Chocolate Wafers No. 1, 1-lb. boxes, lb. 0 33
" No. 2, " " " " " 0 25
Maple Buds 5-lb. boxes, lb. 0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb. 0 40
These prices are F.o.b. Toronto.



CHILDREN'S BOOKS—Allison's
For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemin & Fils. Montreal \$1, \$3, \$5, \$10, \$15 and \$20.
All same price one size or assorted.
UN-NUMBERED
Under 100 books. each 04
100 books and over. each 13
500 books to 1000 books. each 13
For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

Per doz.

4-oz. cans \$ 0 90
8-oz. " " 1 35
10-oz. " " 1 85
Quart " " 3 75
Gallon " " 10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto
Extract of Beef.
LAPORTE, MARTIN & OIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.
Bottles 1-oz., case of 2 doz. \$3 20
" " " " " " " 3 00
" " " " " " " 4 50
" " " " " " " 4 75
" " " " " " " 9 00

JELL-O ICE CREAM POWDER
FOR MAKING ICE CREAM
Pays 50¢ Profit

Assorted Case, Contains 2 doz. \$2.50
Chocolate (Straight) Contains 2 doz. \$2.50
Vanilla (Straight) Contains 2 doz. \$2.50
Strawberry (Straight) Contains 2 doz. \$2.50
Lemon (Straight) Contains 2 doz. \$2.50
Unflavored (Straight) Contains 2 doz. \$2.50

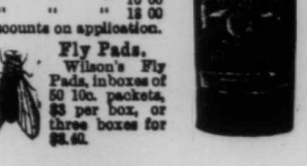
Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.
Robinson's patent barley 1-lb. tins. \$1 25
" " " " " " " 1 25
" " " " " " " 1 25
" " " " " " " 1 25

Flavoring Extracts.
SHIRIFF'S
1 oz. (all flavors), doz. 1 00
2 " " " " " " " 1 75
2 1/2 " " " " " " " 2 00
4 " " " " " " " 3 00
5 " " " " " " " 3 75
8 " " " " " " " 5 50
16 " " " " " " " 10 00
32 " " " " " " " 18 00

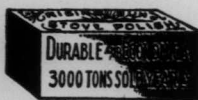
Discounts on application.

Fly Pads.
Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.60.



RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BUILDING A DEMAND

A TALK TO PRODUCERS



IT is a well-established fact that if you can get the *best class* of people to use your goods, the *mass* of the people will speedily follow suit. Consequently it is a very wise policy for manufacturers to *help retail dealers* by advertising their products to the best class of consumers. The most reliable advertising medium by which a manufacturer may talk to the *leading people* of every community in Canada is THE BUSY MAN'S MAGAZINE. Its circulation

is primarily a *quality* circulation. Every reader is in the "*good buyer*" class. There is positively no other publication which so *thoroughly* covers the Canadian field from one ocean to the other. If you are a manufacturer it will pay you to investigate.

RATES VERY MODERATE. RATE CARD AND SAMPLE COPY PROMPTLY MAILED ON REQUEST

THE BUSY MAN'S MAGAZINE
 10 FRONT STREET EAST - TORONTO

Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.



Agents: R O

J. S. BAKER'S WH Agents, Res

1-lb. glass jar, 1 do
 Prices on ap

Compound B
 12-oz. glass jar
 2-lb. tins, 1 do
 5 and 7-lb. tin
 crate....
 7 and 14-lb. w
 20-lb. wood pa
 Compound B
 12-oz. glass jar
 2-lb. tins, 1 do
 7 and 14-lb. w

20-lb. wood pa
 Pure Jams—1
 gem) 1 do

IMPR

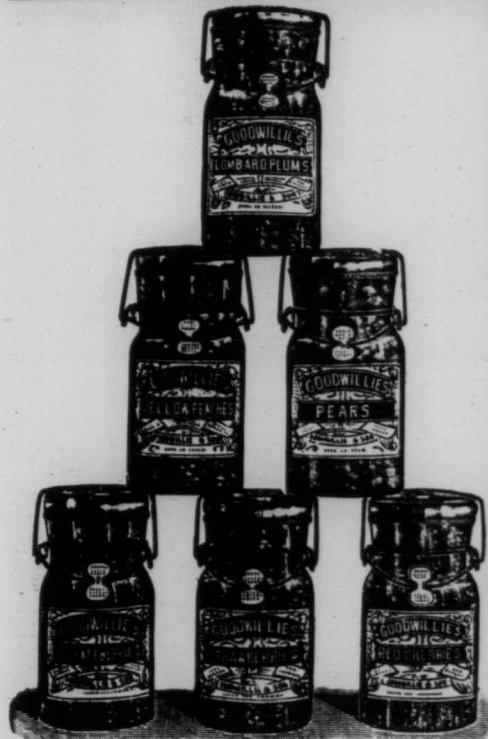


CARTON
 ASSORTED
 MacLar-n
 GRN



Assorted Ca
 Assorted Ca
 Lemon
 Orange
 Raspberry
 Strawberry
 Chocolate
 Cherry
 Peach
 1 1/2 lb.

Canada's Best



Flavor

Put up in glass, a few hours after being picked, and nothing but the finest

Fully Ripened Fruits

being used, they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal-Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

E. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
3-lb. tins, 3 doz. in case, per lb. 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb. 07
7 and 14-lb. wood pails, per lb. 07
30-lb. wood pails, per lb. 06½
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
3-lb. tins, 3 doz. in case, per lb. 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb. 07
30-lb. wood pails, per lb. 06½
Pure Jams—1-lb. glass jars (12-oz. gem) 3 doz. in case, per doz. \$1 80

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLar-n Imperial Cheese Co. Limited
GENESEE PURE FOOD CO



Assorted Case, Contains 4 doz. \$8.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Light 8 lbs. per case; straight rate 2nd class

THE ROBERT GREIG CO.

White Swan, 15 flavors.
1 doz. in handsome counter carton, per doz., 90c.



List price 'Shirriff's' (all flavors) per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....\$0 10
1-bbls. 0 10½
Tubs, 80 lbs. 0 10½
30-lb. Pails, 2 10
20-lb. tins... 2 00
Cases 3-lb. 0 11
" 5-lb. 0 10½
" 10-lb. 0 10½



Licorices.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks)....per box 1 25
" Ringed " 5-lb. boxes....per lb. 0 40
" A-me " pellets, 5-lb. cans....per can 1 00
" (fancy boxes 50) per lb. 1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can 3 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" 30 5-lb. cans.... 1 50
" Parity " licorice 10 sticks.... 1 45
" 100 sticks.... 0 75
Dulce large cent sticks, 100 in box....

Lye (Concentrated).

SILBERT'S PERFUMED. Per case.
1 case of 4 doz. \$3 80
3 cases of 4 doz. \$3 50
5 cases or more

Marmalade.

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case, per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 60
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case, per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. " " 2 80
4-lb. tins, " 4 65
7-lb. " " 7 35
"Sbreaded"—
1-lb. glass, doz. 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25



THOMAS J. LIPTON
Prices on application.
Mince Meat.

Wethay's condensed, per gross net ...\$12 00
per case of doz. net 1 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$4 7
" hotel..... 4 90
Silver Cow Milk..... 5 00
Purity Milk..... 4 00
Good Luck..... 4 30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins.....per doz. \$1 40
" 1-lb. tins..... 2 50
" 1-lb. tins..... 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... 0 35
F. D. 1-lb. tins.....per doz. 0 85
" 1-lb. tins..... 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" 1-pa. 24's..... 35

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 50 packages per box, \$3 00.
Case of 4-lb. (containing 150 packages per box, \$3 00).
Case of 1-lb. and 4-lb. (containing 50 1-lb. and 50 4-lb. pails, per box, \$3 00).

Case of 50. pkgs. containing 50 pkgs. 1, 2, 3 box, \$3

MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages.....\$ 2 75
No. 2, " 150 1-lb. " 2 75
No. 3, " 50 1-lb. " 2 75
No. 4, " 50 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases..... 1 15



A SLIGHT

DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

SAL SODA

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and

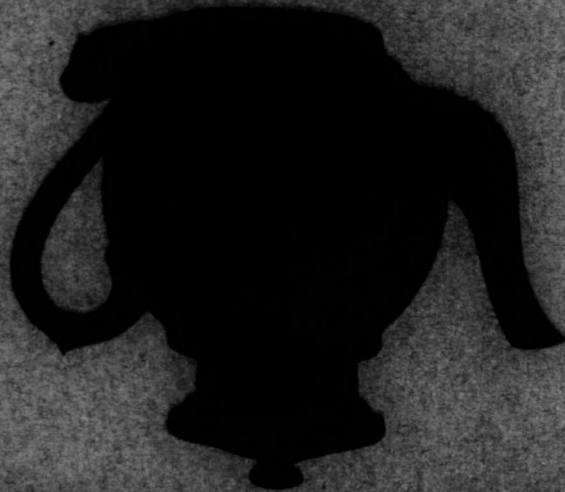
therefore DOES FURNISH of any

Washing Soda sold.

WINN & HOLLAND, LIMITED

MONTREAL

SOLE AGENTS



"GLOBE" with Percolator.

This pot speaks for itself. When tea

is drawn like the Percolator out and tea

remains free from tannin.

We make seven sizes of this, also

The Champion Tea Pot. Send for price

list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON,

ONTARIO

Natural Malt Vinegar

White, Cottell & Co.'s delicious vinegar may not have the prettiest label, or bottle. It is not perhaps the lowest priced, nor widest advertised. But—here's the point—it is a pure (mark the word "pure") malt vinegar, perfectly brewed, of delicious flavor, rich, full strength and combines in itself all the attributes of a perfect vinegar.

AGENTS: Messrs. Harris & Robertson, Vancouver and Victoria; R. G. C. & J. Jones, Winnipeg; G. Sawyer & Co., Toronto; Mr. Kenneth

H. Brown, Montreal

White, Cottell & Co.,

Camdenwell S.F.

LONDON, ENG.

SALT

ALL KINDS

ATTRACTIVE
DELIVERED PRICES
GLADLY SUBMITTED

VERRET, STEWART & CO.
LIMITED
MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy
Syrup, also Standards.

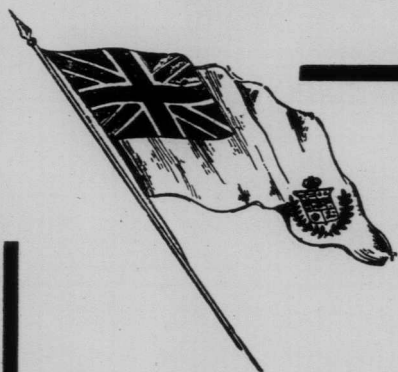
We are able to supply you this year
with the best goods that have ever
been packed.

We have just installed a most up-to-
date system for peaches *solely*,
which embodies the most approved
Californian ideas. *Our quality will
surprise you.*

What about Your Order ?

Place it now. We will ship after a
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J. H. WETHEY, LIMITED
ST. CATHARINES
PACKERS OF LAUREL CANNED GOODS



Empire Brand

4 Free Phones
USE THEM FREELY

I beg to inform you that the wholesale
grocery business I have been conducting
for the last few years under the name of

LUCAS, STEELE & BRISTOL

will, on and after the first of September,
1908, be conducted under the firm name of

GEO. E. BRISTOL & CO.

who solicit from the trade a continuance
of their esteemed favors.

GEO. E. BRISTOL

Hamilton, Ont.

MONTREAL, 23

VOL. XXII.



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