

**PAGES
MISSING**

CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
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VOL. XXIII.

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NO. 38.



Studying the interests of your customers is
what holds their trade

Robinson's Patent Barley

is a food of necessity in every family—
It is a food for children and every
mother will thank you for selling it—

Besides—It pays you a handsome profit—

Write for particulars.

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

Always the same—and always the Best

Benson's "Prepared" Corn

for cooking purposes

Edwardsburg "Silver Gloss" Starch

for the laundry

The care that is exercised in the selection of the
finest corn, and the methods employed in the
manufacture of our goods make it absolutely
sure that Purity and Perfection must
follow— Remember the brands when buying.

EDWARDSBURG STARCH CO.

ESTABLISHED 1858

LIMITED

53 Front St. E., TORONTO, Ont.

Works: CARDINAL, Ont.

St. James Street, MONTREAL, P. Q.

UPTON'S PURE JAMS

Upton's New Season Pure Jams Now Ready

Absolutely pure and delicious in flavor and preserved in gold-lined, hermetically-sealed 5-lb. pails and 16-oz. glass jars.



Upton's Pure Orange Marmalade

Well and favorably known by the grocer and his customers throughout Canada, where it has been made and sold for over fifteen years.

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anything
because
are quit

CO

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CO

delicacy
France,

THISTLE *Canned Haddies, Kippered Herring, Tunny Fish.*

No other brand is "just as good"
as the Thistle because no other

Haddies are quite so scrupulously cleaned (always a Haddock and never anything else)—no other Kippered Herring can be quite so toothsome because the Herring come from St. Mary's Bay—no other Tunny Fish are quite so carefully selected. Buy the "Thistle" and you buy the best.

COX'S *Gelatine*

Let that household word "Cox" guide you right when stocking with Gelatine---the perfect product whose purity has never been questioned. With it you are safe,---powdered or shredded, but either way equally as free from deception. No "premiums" inside the box---because no premium offer is necessary to induce sales.

CODOU'S *Macaroni*

Look for the name "Codou's" on the package and rest assured of highest quality in Macaroni, Vermicelli or Pastes. Cleanliness is a hobby of the makers. And delicacy is a feature of the product of this grand old house in Marseilles, France, established half a century ago.

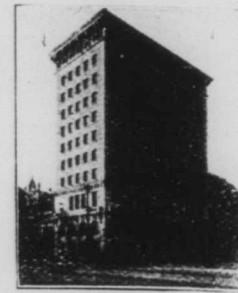
Arthur P. Tippet & Co., Agents

MONTREAL AND TORONTO.



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

Oh! You Manufacturers

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

G. WALLACE WEESE

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

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 45 millions of businessmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to
10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers

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

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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

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

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

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

Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.
Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.
Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO., WESTERN DISTRIBUTORS

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

SASKATOON,
Western Canada

W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers.

Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

W. H. Millman & Sons

Grocery Brokers

TORONTO

Ask us for quotations on green apples, in car lots.

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

G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE
BROKER, and MANUFACTURERS'
AGENT

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

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT

One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO. Toronto
23 Scott Street

TO

Brokers and Manufacturers' Agents

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

Write for particulars to

THE CANADIAN GROCER
Montreal Toronto Winnipeg

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

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

Domestic and Foreign Agencies Solicited.

H. B. BORBRIDGE

Manufacturers' Agent and Broker
OTTAWA

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

Try a business card in
The Canadian Grocer.

Talking About Spices

Do you know that we import all our Spices direct from the country of growth? We clean and grind our Spices in our own mill—one of the finest, up-to-date, spice mills in the country. This enables us to give you Spices of Unexcelled Quality and at prices Exceptionally Low.

Our lines of PACKAGE SPICES are new, packed in very attractive packages and are money makers.

Why not get in on the good things and send us your Spice orders ?

EBY-BLAIN, LIMITED
 Wholesale Importing and
 Manufacturing Grocers. TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade costs you	30c.	per lb. in lead packages.
50c.	"	"	"
50c.	"	"	35c.
50c.	"	"	35c.
60c.	"	"	36c.
75c.	"	"	42c.
1.00	"	"	50c.
1.00	"	"	70c.
			72c.

in 5lb and 3lb fancy tins.
 1lb and 1/2lb "
 in lead packages

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed ; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited
 266 St. Paul St., MONTREAL

STRAIGHT POINTERS

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

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

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

THE ESSEX CANNING AND PRESERVING CO., Limited

ESSEX - ONTARIO

A strong combination-

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

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

The Farmers' Canning Company

Bloomfield, - Ontario

The West Wants High Class Goods This Fall

The biggest crop in the history of the country is being sold now at record prices.

And you know that Westerners are good spenders.

You have a right to expect good sales in the West this Fall if you are properly represented here.

We are handling the lines of other manufacturers and shippers with the utmost satisfaction to them—and we can do the same for you. Our facilities are unexcelled.

RICHARDS & BROWN

WHOLESALE COMMISSION MERCHANTS

314 Ross Avenue : : : Winnipeg, Man.

WE HAVE OUR OWN LARGE TRACK WAREHOUSE IN THE HEART OF THE WHOLESALE DISTRICT

QUALITY BUILDS TRADE

It is the basis of all merit, worth and reputation. That is why the

RIVERDALE BRAND

of canned fruit and vegetables pleases so many people. They are a line on which the grocer can specialize and concentrate his attention and energy with good results.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

“Old Homestead”
BRAND
CANNED FRUIT AND VEGETABLES

No trouble or expense is spared by us to maintain the high standard of excellence we have reached.

You can, therefore, candidly recommend **Old Homestead Brand** to your customers.

We absolutely guarantee the contents of every can to be pure and of the best quality. Nothing but fresh fruit and vegetables are employed in the canning and no preservatives whatsoever are added.

Order from your jobber and don't be put off with some other kind **just as good**.

The Old Homestead Canning Co.

PICTON - - ONTARIO

To get away from competition there are two roads--to sell goods so cheaply as to be below competition and to sell goods so good as to be above competition.

Meyer's Currants

are in a class by themselves, AWAY ABOVE.

Large quantities, many thousands of cases of MEYER'S CURRANTS are now on the way to Canada by the direct steamer which sailed from Patras, Sept. 9th. Perhaps there are in Canada some few Wholesale dealers, who aiming to be below competition, cannot supply you with Meyer's Currants. If you have any difficulty in obtaining them please communicate with our Agents in your district who will gladly give you the names of those who are importing.

W. Meyer & Co., Limited, Patras

AGENTS IN CANADA :

C. L. Marshall & Co., Toronto
Jas. Somerville, Hamilton
J. Harley Brown, London

Watson & Truesdale, Winnipeg, M.
C. E. McMichael, St. John, N.B.
A. B. Mitchell, Halifax, N.S.

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers
HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread

BRAND

Molasses

Simply Out-Classes—That's All

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

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

OK

THE
COLD
MEAT

SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

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

Are you handling the original
magic hand cleaner?

For the effective chasing
of all

SNAP

dirt, grease
tar, or paint from
the hands "SNAP" is
unrivalled. Sells at sight. Order from
your jobber

SNAP
Co.
Ltd.



MONTREAL
CANADA

THE CANADIAN GROCER

MCCORMICKS

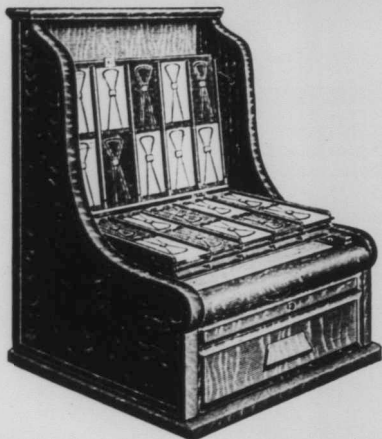
The mere *thought* of these wonderfully palatable biscuits—*McCormick's Jersey Cream Sodas*—creates an everlasting appetite for this ever-satisfying delicacy.

Delicately crisp, delightfully appetizing—and, above all, decidedly nourishing, is far from expressive of the uncommon merits of *McCormick's Jersey Cream Sodas*.

Tell your customers what a satisfying, strengthening "between-meal nip" *McCormick's Jersey Cream Sodas* make. You'll win trade if you do.

**JERSEY CREAM
SODA**

BISCUITS



This is a picture of

THE McCASKEY GRAVITY REGISTER

Over 50,000 merchants are keeping their accounts by the McCaskey Total Forwarding, One Writing System.

ARE YOU? IF NOT, WHY NOT?

Let us tell how it will save you money.
Information is free for the asking.

The McCaskey Register Co.
Cor. Hughson and Rebecca Streets - Hamilton, Canada

Old Friends Are Best

An old friend that has stood
the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand

Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

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

CANADIAN AGENTS:

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

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

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

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

English Rolled Ox-tongues, Pates

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

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

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

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

“ASEPTO” SOAP POWDER

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

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

“Asepto” Sweetens Everything

and is everywhere having a wonderful sale.

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

Order to-day from your jobber.

MANUFACTURED BY

The Asepto Mfg. Co.

ST. JOHN, - - - - N.B.

Valencia Raisins

*A. MAHIQUES PARIS
DENIA*

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

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

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

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

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE

WINNIPEG



She doesn't take kindly to substitutes for

Windsor Salt

nor to the grocer who fills her salt order with anything else but this bag, with this familiar trade mark on it. Most of the housekeepers in Canada agree with her, too.

The Canadian Salt Co.
Limited

Windsor - - - Ontario

Carveth & Company

Manufacturers' Agents
and Importers

Sole Agents for Canada for

The Swiss Frey Chocolate Company, Limited

**MILK AND NUT CHOCOLATE
SPECIALTIES**

ALSO

**Sultan Brand
Genuine**

== Turkish Delight ==

690 LINDSAY BUILDING, MONTREAL

It is a genuine satisfaction

to sell an article with a guarantee behind it. Are you stocking

CONCORD NORWEGIAN SARDINES?

The brand with a guarantee on each tin. The extra care taken in the packing of these Sardines preserves their natural delicate flavor in a remarkable manner. 24 to 30 fish are in each box, and there is an extra cover for use after the tin has once been opened.

This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

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

THE VINEGAR PROBLEM



is easily solved
if you just stock

WHITE COTTELL & CO.'S Pure Malt Vinegar

It is a perfect vinegar, of delicious flavor, guaranteed strength, and rich delicate aroma. Keeps well in bottle or wood and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS:

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
Messrs. G. Stanway & Co., Toronto,
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.

Camberwell, S.E., LONDON, ENG.

Guggenhime & Co.

CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"

BRANDS

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

Selling these Brands means
satisfaction all round.

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

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

Valencia Raisins

These brands will certainly give
your customers satisfaction. When
placing your order this year remember
QUALITY and buy

M.D. & Co. "Beaver" Brand

Special Fancy Quality



"W. Abel" Brand

Standard Quality

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:

ROSE & LAFLAMME, Limited, Montreal and Toronto

RECIPE:—

HOW TO MAKE

**E. D. S. BRAND
JAMS AND JELLIES**



Take the proper quantity of luscious, fresh fruit and finest granulated sugar, blend them scientifically as is done in the E. D. Smith factory, and you have a preserve that defies competition. Add **no** preservative whatsoever.

This is the article, Mr. Retailer, you can handle with credit to yourself, profit to your pocket and satisfaction to your customer. Write **to-day** for price list.

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

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

The Best Canned Goods

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

The Queen Quality Leads

WHY?

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

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

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

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

**PURITY, PERFECTION
and SATISFACTION**

Manufactured by

The **BELLEVILLE CANNING COMPANY**
BELLEVILLE ONTARIO

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

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

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

To be had of the following wholesale grocers:

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

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager

NAPANEE, ONTARIO

To the Trade:

THAT

**CEYLON
TEA**

HAS THE CALL,—

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

IS

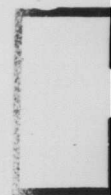
Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest



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tin
Pa

Wa



The

HP SAUCE

England's Most Popular Sauce

is now being extensively advertised in Canada. Most of the leading Grocers are selling it freely and obtaining the full benefit of the money we are spending. Wouldn't it be worth your while to stock it?

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

R. B. Seaton & Co., Halifax, N.S.
LONDON, ENG.



BROOMS

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

Oval Apple Baskets

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

Walter Woods & Co.

Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, TORONTO



HOLLAND RUSKS

This is the style of package
you offer your customers. It
is a sure seller all the time.

HOLLAND RUSK CO.
HOLLAND, MICH. Sole Makers in America

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



Nothing like it for infants and invalids. Like what? Why!

Canada First Evaporated Cream

It is the purest, most easily digested, and nourishing evaporated cream made. It is perfectly sterilized, is unsweetened, and manufactured with the utmost care and cleanliness. Are you handling this Brand? It is worth recommending.

Order from your wholesaler.

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

THE CANADIAN GROCER

FRUIT JARS

We have a limited quantity unsold
of Schram's Automatic Sealers.

THE DAVIDSON & HAY LIMITED
Wholesale Grocers - - Toronto



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

"Soclean"

The Dustless Sweeping Compound

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

BUY FROM YOUR WHOLESALE

or

The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. Montreal


The Name is the
Guarantee

Redpath

Granulated Sugar

Manufactured by

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



**McLEAN'S
WHITE MOSS BRAND
COCOANUT**

would not be on the market to-day unless
it had given continual satisfaction all the
years we have been making it.

THIS IS A SIGNIFICANT FACT

The Canadian Coconut Company
Montreal

PICKLING SPICES

This is the season during which it is profitable for you to push pickling spices and we strongly recommend you to feature

PRINCE of WALES Brand

The brand that always gives your customers, as well as yourself, entire satisfaction.
MINT, SAVORY, THYME, SAGE, MARJORAM, all herbs, in 1/4 lb. open-face cartons.

SEND IN A TRIAL ORDER.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

HAMPION'S IS THE BEST **VINEGAR**



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

AGENTS

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

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.

Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

The product of the T. A. Lytle Co. works is a daily prize winner - in the judgment and taste of most critical people. First stands

STERLING Brand PICKLES

Grocers who cater for the best class of customers will see that their stock this Fall is complete in all "Sterling" lines

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



NEW SEASON'S

Strawberry, Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

JAPAN TEAS

We can book a few more orders for low-grade teas if same are placed with us at once.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



When You Sell Borden's Brands—

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

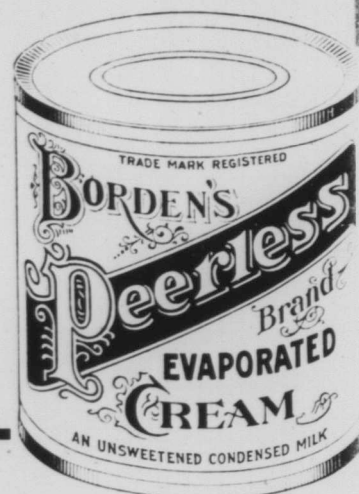
HAS BEEN BEST FOR OVER 50 YEARS

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

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



Never had a can of milk returned to us yet

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

Write for prices

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

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

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer

91 Youville Square, Montreal



IN THE MAKING OF

IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

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

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

Imperial Brand is a Cream you can be SURE about.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

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

Tartan
BRAND

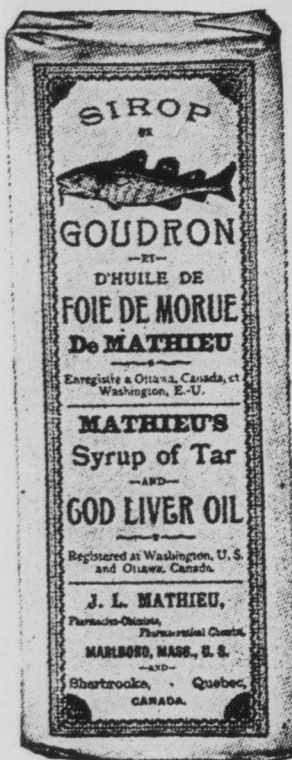
Phone 596—For hurry orders.

Spices Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

Vinegar Imperial is the Brand you want. Don't take chances on poor vinegar.

Wagstaffe Pure Jams, Preserves and Marmalade, also Mince-meat, Plum Puddings, etc. Get your Fall order placed.

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



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

Sold by wholesale trade everywhere Distributors for Western Canada:

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

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

ST. LAWRENCE GRANULATED and GOLDEN YELLOWS

made only from the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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



It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

Order from your Jobber

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

Classified Advertising

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

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

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

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

PERIODICALS.

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

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, painter and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

WANTED.

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

AGENTS WANTED.

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

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

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with established connection with the grocery trade, is open to handle one or two first-class agencies. Box 349, Vancouver, B.C. (39)

COUNTER CHECK BOOKS.

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

FOR SALE.

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

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

SITUATION VACANT.

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

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

SITUATIONS WANTED.

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

MISCELLANEOUS.

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

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

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

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

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

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

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

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

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

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

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

ACCOUNTS COLLECTED.

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

ADDING MACHINE.

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

BUSINESS OPPORTUNITY.

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

BUSINESSES FOR SALE.

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

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

FOR SALE—Cash grocery business in good location, katechewan town on C.P.R. main line. Good district; excellent crop; \$2,500 stock; \$1,500 cash handle. Building solid brick, for sale or rent on terms. Clear profit last year \$2,200. Address Box 316, **CANADIAN GROCER**, Winnipeg. (41p)

FOR RENT.

FIRST-CLASS STORE TO RENT, fitted up for groceries, facing of Beckwith St., Smith Falls, Ont.; good locality, lease if desired. Apply to The Washburn Millinery Emporium, Smith Falls, Ont., from whom all particulars may be secured. (40)

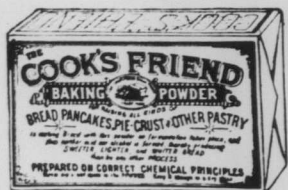
EXPORT TRADE DEPARTMENT.

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

DAVID SCOTT & CO.

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

A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS
currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned
currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA
currants.

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

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

CANADIAN REPRESENTATIVES:

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

GREEK CURRANT CO.
260 West Broadway, - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE

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.



It dries them up **Common Sense**
KILLS (Roaches and Bed-Bugs
Rats and Mice)

Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for
the reason that it gives general satisfaction and each
customer tells others about same. Write for prices.

P. & F.

VINCENTELLI
& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialties

CITRON, LEMON, ORANGE
Drained, Cut and Candied
Prices and Samples on Application

PURITY and CLEANLINESS

are essential parts in the manufacture of the

"White Dove" Products

The eating quality is there also, just try them.



Our
Air Tight

Attractive
Package

COCOANUT



Packed
in

5 and 10
lb. tins

ALMOND PASTE

Made by

W. P. DOWNEY, Montreal

Snowdon & Borland

MANUFACTURERS' AGENTS

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

Write to

34 GUARDIAN BUILDING
MONTREAL

Teas! Teas! Teas!

GUNPOWDER TEAS

CROP 1909

702 Boxes in Store

			SELL				SELL
21	Caddies	Pin Head V.C.A.	.35 lb.	42	Caddies	Pea Leaf C.P.M.	.21 lb.
21	"	" L.C.	.30 lb.	25	"	" V^GD^L	.20 lb.
25	"	" F.C.L.	.28 lb.	62	"	" P.T.F., No. 1	.20 lb.
25	"	" C.H.	.25 lb.	41	"	" P.T.F., No. 2	.19 lb.
36	"	Pea Leaf <u>K.K.</u>	.24 lb.	48	"	Gunpowder <u>A.L.</u>	.18 lb.
		<u>O.M.</u>				<u>R.</u>	
62	"	" <u>S.C.</u>	.23 lb.	100	"	" N.I.E.	.16 lb.
		<u>Z.</u>				<u>H.J.</u>	
34	"	" R.L., No. 1	.23 lb.	100	"	" S.E. No. 1	.13 lb.
60	"	" <u>S</u>	.22 lb.				
		<u>P</u>					

5 Caddies or more, one delivery, 1c. per lb. less. TERMS: 30 days 3%, F.O.B. Montreal.

No better value can be offered by any tea house. We are ready to prove this.

Give Us a Trial

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers

2, 4, 6 and 8 De BRESOLES STREET - - - MONTREAL

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Adamson, J.
Allan, Robt.
Allison Comps
American Tol
Aspto Mfg. C
Aylmer Cond

Balfour, Smg
Bell, Thos., &
Belleville Car
Benedict, F.
Blue Ribbon
Borbridge, H.
Borden Cond
Bostock, J. J.
Bosser, S. F.
Brack & Co.
Bristol, Geo.

Canada Sugar
Canadian Bis
Canadian Car
Canadian Coc
Canadian Co
Canadian Salt
Capstan Mann
Cargill, H.
Caveth & Co.
Ceylon Tea A
Champion & S
Chaput Fils &
Chase & Samb
Christie, Brow
Craw & Little
Clark, W.
Crawson & Co
Common Sens
Computing Sc
Connors Bros.
Constant, H.
Cooper Coope
Cowan Co.
Cox, J. & G.

Halley, The F
Davidson & H
Davis Milling
Dawson Conn
Dignard, Ltd.
Domenech, Mi

BUSINESS BUILDING

Every successful grocer knows the business building value of good tea.

"SALADA"

has the qualities that get business. The simple fact that we have for eighteen years consistently maintained the high standard of quality for which "SALADA" is famous, and that our sales have increased 323-fold during that period, is positive evidence that we have served the public well.

"SALADA" IS A BUSINESS BUILDER.

A TEA THAT DOES CREDIT TO YOUR RECOMMENDATION.

INDEX TO ADVERTISERS

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The "Craig Idea" of Salesmanship Proves a Winner

How an Inspiration Put Into Practice Evolves New Principle for Selling Goods — The Misplaced Check Gives the Opportunity Which Makes the Sale—Made Out to the Wrong Company.

By Lynn Sumner in System.

When Woodruff stepped out of the western managership at Chicago to take general charge of sales in New York, four men fell naturally into a class by themselves as candidates for the vacancy.

Had you asked Woodruff specifically why they did, he would have told you that Reeves had landed the big Wells-Burnham order for a hundred and forty machines at Milwaukee; that Langley had stood at the head in western sales for three months in succession; that in Toledo they said Hollowell could sell a Kingston typewriter to the gilded name on an office door; and that Craig—well Craig was the originator of the "Craig idea."

And now we will go back to the beginning.

Once down in Evansville, while perusing the day's news between his last call and train time, Craig had chanced to let his eye fall upon a single sentence in a verbose editorial on a pending alien exclusion act. "The best way to meet competition with cheap labor," it ran, "is to shut the door on it before it gets in."

Now, personally, Craig knew very little and cared less about the faults or virtues of alien exclusion, but he did have a very real idea about competition. It was the most serious thing he had to contend with every day he sold Kingston typewriters. It had lost him an order for two machines that very morning.

His attention arrested, Craig went back and read that sentence again, and unthinkingly, because the memory of the morning's lost sale was still the upper-

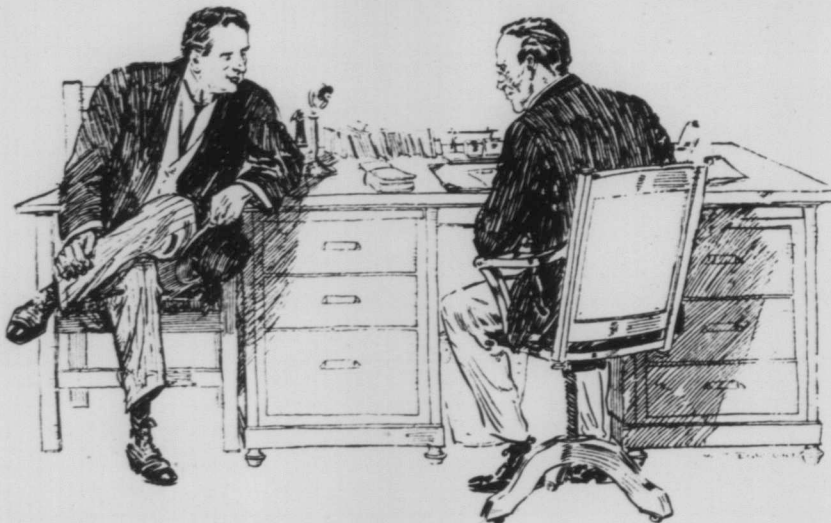
later he had almost perfected it—it only needed application. And it was something like this:

Just for a moment Craig stepped back and in that moment the whole situation



"Once each week he made the rounds of the building."

flushed before him. The Collins Company had moved in while he was in Chicago; the Wentworth man, on the trail in his absence, had jumped into the breach and sold them, delivered the ma-



"Craig described the little comedy that had been played in the outer office."

most thing in his mind, he read it: "The best way to meet competition with the Wentworth machine is to—"

And right there the "Craig idea" was born. On the train going up to Fort Wayne he began to develop it, three days

chine, and that man sitting there this minute was waiting for the check.

But the check was not delivered! That was the point, and until it was—! A step and Craig blocked the window, searching his mind for the right move,

the right word. And before he could formulate a syllable, the girl, in the most deliberate way in the world, handed him the check.

Sluggish words cannot follow the flashings of the mind, especially Craig's mind in that moment when a foolish little absent-minded act brought just a hope out of an utterly hopeless situation. But Craig was not the man to yield to stage fright, even when he was thrust like a startled understudy into the most dramatic part he had ever played. Carefully folding the check, he placed it in his pocket and then, turning back, "By the way," he said, "may I see Mr. Collins for a moment?"

"Yes, you'll find him there in the back office," the girl answered.

Craig stepped in briskly to find Collins dictating, the stenographer seated at his left, the shining new Wentworth on the stand beyond. And Craig noted with inward exultation that even at serious work this man carried just a twinkle of good nature in his eye.

"Mr. Collins?" he queries, extending his hand.

"Yes," said the other, grasping it cordially, "and what can I do for you?"

For answer Craig held out the misdelivered slip. "I want to see you," he said, "about this check."

"Why, is there anything wrong with it?"

"Yes, there is something very much wrong with it. In fact, it is made out to the wrong company."

"I don't understand," Collins stammered.

"The point is this,"—a smile lurked in Craig's lips as he watched for the word-effect—"this check is made out to the Wentworth Company and I represent the Kingston."

Then, replying to Collins' puzzled look of inquiry, Craig described the little comedy that had been played in the outer office. And when Collins saw it all, he did not stop at a smile, he burst out laughing, first at the undeniable humor of the situation, then in enthusiastic appreciation of Craig's quick turning of events.

"Now, I don't want to make unfair use, Mr. Collins," Craig resumed, "of this simple accident that placed your check in my hands. But aside from the humor of the incident there is a very serious side to this transaction. You are paying \$100 for a typewriter. When you do that you want, of course, the very best typewriter that money will buy, a machine the durability and capacity of which have been proved in everyday service.

"You don't buy a \$100 office appliance every day and when you do you want proof of its efficiency, not alone through a salesman's words, but through demonstration of what that machine has done in other offices. In short you want that machine that the experience of others has made their choice, has shown them to be best. Do you know Mr. Collins that every machine purchased in this building since it opened has been a Kingston?"

"But that may be a testimonial not to your machine, but to your salesmanship," Collins objected.

"In the case of the first machine, yes.

But every Kingston stands or falls on its merits. Eighty per cent. of the sales in this building have been re-orders. One machine given a trial, sells others. I take to myself only the credit for being on hand to get the order."

"Which after all," Collins smiled, "is not the least important principle of salesmanship."

"Now, Mr. Collins," Craig went on, "I am not going to take another minute of your time. But I do want to ask you simply for an opportunity. I want you to hold this check on your desk until five o'clock this afternoon and let me put a Kingston machine in here on trial. If you are satisfied after I have demonstrated its qualities that it is the best machine you can buy, I want you to keep that check and give me one instead for the Kingston Typewriter Company. Will you grant that favor?"

"If for no other reason," Collins agreed, "than to give a clever man a chance to plead his case."

That afternoon when Craig had demonstrated the qualities of the Kingston and the stenographer had voiced her own approval of its ease of operation, Collins drew a check from the top drawer of his desk.

"I made this out just after you left this morning," he said and a smile pre- faced the added remark, "I hope you will find it payable to the right company."

Down in the lobby Craig took care to change that "127" to "128" before he dropped his postal in the mailbox.

And now you know what the "idea" was that put Craig, instead of Reeves or Langley or Hollowell, behind the frosted glass in the Chicago office.

UNDERNEATH VINEGAR BARREL.

A peculiar accident occurred to Fred Sayers, clerk for Oman & Mallion, grocers, Stratford, last Friday, which caused him several injuries. The wholesale grocery's dray had left a barrel of vinegar at the rear entrance to the store, and Mr. Sayers was moving it nearer to the boards by which the barrels are lowered to the cellar. The barrel, however, tipped too suddenly and started down the boards. Mr. Sayers stepped towards the steps leading to the cellar, but unfortunately did not go far enough and touching one of the boards he slipped down this to the floor beneath. The barrel followed and pinned him to the wall. The driver of the wholesale grocery dray ran down and removed him from his dangerous position. It was found upon medical examination that he had two ribs broken in addition to a hemorrhage of the kidneys.

THE GROCER CHANGED THE BOTTLES.

There is a good story going the rounds in Port Hope, Ont., about the traveling representative of a tea company with headquarters in Toronto. On a business trip there a couple of weeks ago, he carried a parcel with him and the shape of this parcel resembled a bottle very much.

Many merchants eyed it and finally a

curious one asked what it was. The traveler replied that it was a gem of honey, a very favorite dish at his home. He had several calls to make in the neighborhood of this particular store and so decided to leave his honey there until his return. It was nearly train time when he got back and he grabbed up the bottle, and hustled away.

He reached home a few days later and several of his relatives were there visiting. He whispered to his wife that he had a great treat, a gem of fresh honey, and they must have it for supper. He knew his guests would enjoy it. The good wife went to the pantry to prepare the honey for the table, but on opening it she found that it contained a quart, full measure, of the sparkling waters of Lake Ontario.

The change in the bottles was made while the traveler was busy, but on his return to Port Hope, the sweet liquid was restored to him. Honey is a fighting word with "Mc" now.

THE BEGINNER "CALLED DOWN."

"A new man in business" said an old experienced grocer the other day, "nearly always cuts the price or does things that have a bad effect on the trade as a whole. He suffers as much as the others, but doesn't know why until experience teaches him a severe lesson in the art of doing business on business principles.

"A salesman who believes that he can sell goods at a wrong price without his action being discovered by competitors was never more mistaken. Not one buyer in a thousand will keep the secret. He is so proud of his achievement that he will tell the first competitor that comes along all about how he "worked" the other salesman down in price.

"It is better to lose some business than to lose the profit on all business. I have never known a salesman who had the courage to refuse unprofitable business who failed to get an abundance of business of the right kind in the long run."

Canadian Industrial Prosperity is Manifest

President Hobson of the C. M. A. Sounds Optimistic Note at Annual Session—Effect of Splendid Crop Prospects on the Various Sections of Trade—Food Products Section Discuss New Pure Food Act.

Hamilton, Ont., Sept. 16.—Industrial interests in all parts of Canada were represented at the annual meeting of the Canadian Manufacturers' Association, which opened here on Tuesday morning. President R. Hobson, Hamilton, delivered his retiring address on Tuesday afternoon in which he reviewed the industrial situation and dwelt upon some of the problems calling for consideration on the part of manufacturers.

He expressed his satisfaction with the trend of trade conditions, and with the breaking up of the clouds of depression.

"No Surrender" was the keynote of his opinions so far as the United States tariff revision was concerned. Canadian manufacturers should strengthen their own position, and the Government of Canada should put into effect the provisions of the Surtax Act of 1903. The United States had for its object in the tariff revision, the forcing of Canada to grant similar concessions as had been given to France, and various parts of the Empire. He strongly maintained, however, that Canada should hold to her guns.

Trade conditions everywhere in Canada were showing a great revival. The assurance of a bountiful harvest is restoring the confidence of the banker, the manufacturer, the wholesaler and the retailer. Money in consequence is easier and general conditions more free. The president's address was full of optimism on the prospects for the future, and he was widely complimented for his broad-minded opinions on the various industrial questions of the day.

Pure Food Law Discussed.

The Manufacturing Grocers' section met on Tuesday in Room C of the Conservatory of Music, where the convention was held. There were present: J. Litster, Litster Pure Food Co., Toronto; F. F. Dalley, Jr., of the F. F. Dalley Co., Ltd., Hamilton; Geo. Scott, of the White Swan Co., Toronto; Jos. Wagstaff, Wagstaff's Limited, Hamilton; Wm. Gorman, Gorman, Eckert & Co., London, Ont.; A. Gunn, Gunn's Ltd, Toronto.

There was a discussion on the proposed new pure food act being introduced by chief analyst of the Dominion Government, A. McGill, and which has been modelled after the New York State law. The members were not sufficiently acquainted with the act to go into it deeply, and Mr. McGill will be written to furnish copies.

On motion of A. Gunn, the name "Grocers' Section" was changed to "Food Products Section."

The election of officers for the Food Products' Section resulted as follows:—Chairman, J. Litster; Vice Chairman, S. W. Ewing, Montreal; F. J. Ward (Jno. Nott & Co.), Halifax; W. N. Hood, Blue Ribbon Co., Winnipeg; Geo. E. Barbour, St. John; A. Gunn, Toronto; F. F. Dalley, Sr., Hamilton; Wm. Gorman, London; R. Kelly (Kelly-Douglas Co.), Vancouver.

The Biscuit and Confectionery Section met on Tuesday afternoon, at 1.30 in Room D, and in next week's issue a report of this meeting as well as others will appear.

Newspaper Advertising Suggestions for Grocers

Ads. Reproduced Showing How Best to Talk to the Consuming Public—Ideas on How the Receipt of Broken Chinaware Might be Advertised to Advantage—Use of Borders Illustrated.

The main feature in newspaper advertising that the retail merchant who prepares his own ads. should take into consideration is "selling power." Through the newspaper the retailer talks directly to the people to whom he wants to sell his goods and he must present his case to them in the best possible manner.

Up-to-date retail advertising embraces principally selling talks which show to consumers reasons why purchasing can be done to the best advantage.

The Bradley & Son advertisement shown on this page is one about which little fault can be found. A feature, so far as the type arrangement is concerned, is the uniform type used for "Use the Phone" and "Bradley & Son." This uniformity is pleasing to the eye and attracts attention. The telephone talk is also a good one and the fact that prices are given makes the ad. of direct value to the intending purchaser.

While the ad. of F. A. Haddy has many interesting features, probably a few suggestions might be given for

Today's News at Bradley's

USE THE PHONE

If you have a telephone call up this store when requiring groceries. We can assure you of prompt and courteous service from the moment Central connects you with 350 until the groceries arrive at your door.

Can we serve you tomorrow?

Japan Tea, regular 30c, our price this month per lb.	25c
Windsor Table Salt	3 bags 10c
Perfection Corn Starch	per pkg 7c
Icing Sugar	3 lbs. 20c
Christie's Toasted Marshmallows a new line with us. Try it.	per lb. 17c
Perrin's Macaroon Snaps, very popular	per lb. 17c
Cooked Ham	per lb. 25c

We Deliver to all Parts of the City.

BRADLEY & SON

Phone 350 Cor. King & Third Sts

Sample of Ad. Written by Bradley & Son, Owners of Stores in St. Catharines, Niagara Falls and Chatham.

slightly improving it. For instance, the apple and fleur-de-lis border appears to detract somewhat from the central idea—that of the talk to the consuming

public about tea and dinner sets. Straight rules might have been better. A little more information concerning how that particular brand of tea was bought in order to show its value at



Haddy's Ideal Tea.

You get a delicate flavored gratifying cup of tea when you drink Ideal Tea.

The 25c Tea gives general satisfaction. You can get it in black, green, or mixed.

The 40c Tea is unequaled at the price in fact it is equal to many 50c Teas. Black, Green or Mixed.

Fruits Are Our Special

Oranges, Bananas, Lemons, Pineapples, and all Fruits in their season.

A Snap in Dinner Sets

We were unfortunate enough to have a few Dinner Sets arrive with an unusual percentage of breakage and cannot replace the broken pieces. To those who can use them we will sell them cheap.

Groceries Crockery Fruits

F. A. HADDY,

China Hall Grocery

Copy of an Advertisement Recently Used in the Bowmanville Statesman.

the prices named would possibly have produced better selling properties. Naming the prices of tea is an interesting feature in this ad. and the talks on the tea, so far as they go, are good.

Mr. Haddy had a splendid opportunity to make many good sales in dinner sets by inserting an ad. in the newspaper dealing especially with the receipt of the dinner sets and the fact that some pieces had been broken.

The accompanying suggestion we believe might have been used with effect. What is necessary is a talk tracing the exact facts of the case, laying stress on the feature that some of the pieces were broken in delivery and that the remainder of the sets were to be offered at a big reduction. The suggestion, as will be noticed, contains special mention of two dinner sets which have been written entirely from imagination, simply as an illustration showing what we consider would produce a good selling ad.

BUSINESS LETTERS.

Do not say: "We will proceed to collect this account by due process of law."

Say, rather: "We do not believe you desire to compel us to collect this by process of law."

Do not say: "This charge is unjust and we will never pay it."

Say, rather: "We have too good an opinion of you to suppose you want us to pay a charge as unjust as this is."

Do not say: "We need this money

and you must get it here by the 10th."

Say, rather: "If you knew how much we needed this money you certainly would get it here by the 10th."

Do not say: "After we have done you so many favors we are surprised that you, etc."

Say, rather: "The favors we may have extended you have been a pleasure to us and we hope to be in a position to extend many more in the future, etc."

Ft. Worth Commercial

NO DISSOLUTION OCCURRED.

In the issue of Sept. 3rd of The Grocer a news item appeared to the effect that the Simpson Co., wholesale grocers Guelph, Ont., had dissolved, with J. H. Simpson continuing. This has been found to be erroneous, although derived from a usually reliable source. There has been no dissolution, and The Grocer desires to make this correction.

Increasing Efficiency of the Grocery Clerk

Things an Employer Takes Into Consideration Before a Clerk's Salary is Raised—How to Become Necessary to the Business of Proprietor—Initiative Must be Used.

By B. H. Thomas.

Every clerk is desirous of increasing his salary. In order to bring about this happy condition of affairs he must ask himself what he should do to obtain it. His query is invariably answered by the thought that he must increase his efficiency to his employer.

There is practically no limitation to the ways and means which a clerk will use the opportunity to utilize, in order to add to his present efficiency. No set rules can be laid down. He must meet the conditions as they arise and not delay until to-morrow. Do not say at 6 o'clock, "If I had done that better or

viding he is honest to himself and to his fellow-men.

Many times are noticed proprietors turn to the clerks when travelers are in the stores and say: "How are we fixed for tea, etc.? Do you think we can sell more than what we have in a month? or what did we pay for the last?"

Necessary Accessories.

Those clerks kept tab on sales in the store. They know about how much of any particular goods leave the store, and they are in a position to be useful and practically necessary to the carrying on

ployer than an Egyptian mummy, cannot expect many financial considerations from the store proprietor. He is doing what any other person with the same motive power could do, but he does not enhance his efficiency to his employer.

You often find clerks keen on window dressing. They take pride in showing the goods of the store to the best advantage, and where everybody can see them. The window is changed every few days or every week on their own initiative and not because of any order from the proprietor.

The effect of this upon the employer is evident. He has a clerk who is willing and anxious to aid as well as he can in booming his business. By his diligence and creative powers, he is bringing new custom to the store, and retaining the old. He sees that he is in earnest with his work and eventually comes to the conclusion that his clerk is indispensable. The result is he either voluntarily increases his salary or does not hesitate to do so when requested.

On the other hand there are clerks who would rather loaf about the store than see whether the window needs straightening up or not. Such a kind may expect an increase in his salary just because he has put in so much time there and "hands in his resignation" when it is not forthcoming. No person would blame any proprietor for letting him go, because there are scores who can easily take his place at the same wages. He has not increased his efficiency and therefore his services cannot be any more valuable than when he first sold a pound of sugar over the counter.

The actions of clerks towards customers is another consideration followed closely by their employers. When a customer is being served, courtesy and kindness on the part of the salesman must prevail. This is a characteristic that can always be cultivated, and it always creates a good impression upon the employer. He observes that his clerk respects his business so much that he is doing what he can to extend it. Such a clerk is in for a raise at the proper time. He should, of course, understand that this courtesy is due to all purchasers at all times. No exceptions should be made when the proprietor is not around, for if discourtesy is shown to anyone, he is practically sure of finding it out some time or another. Of course, there are times when clerks have reason to resent things, and on every occasion of this kind they should promptly explain to their employers the nature of the case, the course they took and the justification for it.

These are but a few things for clerks to consider if they want to do their duty to their employers. As stated above, opportunities occur often, and these should be met at the proper time if you want to enhance your efficiency and make your services so valuable that they become a part of the business.

A Snap in Dinner Sets

A little while ago we ordered a number of very fine dinner sets. When they arrived, however, we discovered an unusual amount of breakages. But there's nothing wrong with the dishes that weren't broken—they are beautiful in pattern and design and we are able to offer you some sets with only a few pieces missing at these attractive prices:

Dinner Set, Fine Porcelain, Pink and Blue Floral Decorations, 70 pieces. In the regular way with 75 pieces these sets are sold at \$12.50. For the incomplete set we are asking only : \$5.30.

Dinner Set, same as above, with 68 pieces. Special price : : : : \$4.50.

This is a splendid opportunity to secure a real bargain. Come in and see the goods.

F. A. Haddy

Groceries Crockery Fruits

China Hall Grocery

Suggestion for an Ad. to Sell Broken Chinaware at a Reduction.
—See Opposite Page.

"In a different way my usefulness here would have become more of a necessity than it is now."

"It's too late to think so when quitting time arrives. Learn to develop your capabilities when the proper occasion comes, and your proficiency will assuredly be recognized by your employer—pro-

of the buying in that store—simply because they were observant and kept their eyes open and their heads at work.

The clerk who moves around like a mechanically driven toy, who simply does what he is guided to do when set in motion, and who takes no more interest in his work and the business of his em-

The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED
JOHN BAYNE MACLEAN PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng OFFICES

CANADA—	
MONTREAL	Rooms 701-702, Eastern Town-ship Bank Building Telephone Main 1255 J. J. Gallagher
TORONTO	10 Front Street East Telephone Main 7324 W. H. Seyler, Manager
WINNIPEG	511 Union Bank Building Telephone 3726 F. R. Munro
VANCOUVER	R. Bruce Bennett 1737 Haro Street W. E. Hopper
ST. JOHN, N.B.	
UNITED STATES—	
CHICAGO, ILL.	833-935 Monadnock Block J. P. Sharpe
NEW YORK	R. B. Huestis Room 1109-1111 Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N.Y. Telephone, 1111 Cortland.
GREAT BRITAIN—	
LONDON	88 Fleet Street, E. C. Telephone Central 12960 J. Meredith McKim
SWITZERLAND—	
ZURICH	Louis Wolf Orell Fussli & Co.
Subscription, Canada and United States \$2.00 Great Britain, 8s. 6d. Elsewhere, 12s.	

PUBLISHED EVERY FRIDAY

THE MARKET FEATURES.

The past week again brought forth several changes in prices in grocery goods in Canada. Business conditions are splendid, manufacturers being optimistic as to future trade. Canneries in various parts of the country are in operation and soon an estimate of the pack of different goods will be to hand. Some two weeks ago frost was reported from western Ontario, but the tomato crop escaped and little damage done.

Prices of canned goods have practically all an upward tendency and the market is quite unsettled.

The hog situation is still unsolved. The scarcity is the feature in this market and prices of hog products advanced again this week. Cured meats on the Toronto market are all up from a half to a cent a pound and lard prices have also advanced. In St. John, N.B., the prices of hog products were never higher. Eggs are still firm all over the country with advances announced in some cases.

The Winnipeg market shows a decline in syrups, due to the expectations of the new corn crop and also a decline in rolled oats of 30 cents per sack.

The tea market is still firm according to cable advices from the Orient. Sugars are also firm at the advanced prices recently announced.

CANADA'S EXPORT FRUIT TRADE.

The last weekly report of W. A. McKinnon, Canadian Trade Commissioner located at Birmingham, Eng.,

contains a suggestion that should be followed up by Canadian fruit exporters. The commissioner points out that the Canadian Manufacturers' Association did yeoman service for Canada when it sent a deputation to Great Britain, to study the possibilities of extending our trade in that direction. The representatives were heartily received and the visit resulted in their anticipations being realized to a considerable extent.

That Canadian fruit growers and exporters have room to enlarge their trade with Great Britain may be easily observed from the government trade returns in connection with our fruit exports during the past four years. In 1904 Canada exported 578,720 pounds of dried apples to Great Britain valued at \$25,539; she also sent 1,513,744 barrels of green apples valued at \$4,379,826, and other fruit amounting to \$331,448, making a total export trade of \$4,736,813.

In 1905 this trade fell off to a total of only \$2,705,012; in 1906 it was \$3,757,995, and for 9 months in 1907 it amounted to \$2,815,604.

Last year our export fruit trade made a considerable advance over the preceding three, but was not as good as 1904. For instance only 157,130 pounds of dried apples were sent to the Mother Country, valued at \$11,687 and 1,490,311 barrels of green apples valued at \$4,422,772. In addition to this, fruit amounting to \$265,047 was shipped, making a total of \$4,699,506. This was about \$36,000 less than in 1904.

These figures bear out the contention that Canadian fruit is not being so extensively sent to Great Britain as it might be. The reason is that Canadian shippers are not thoroughly acquainted with the existing conditions in the Old World.

There is, no doubt, ample room for improvement and if a deputation of fruit exporters were sent to Great Britain, it could open the way to trade enlargement without difficulty.

To show that other countries are doing this, Mr. McKinnon states in his report that a party of Belgian fruit growers recently visited England with a view to learning the possibilities of sending their products there. About the same time a French party went on a similar mission.

These facts are very significant. And unless Canadian exporters do something to counteract this force, we shall be losing more of our trade. Canada is naturally an apple producing country. Our climate is such that we are able to produce durable fruit and there is no reason why our trade with the

Mother Country should not be strengthened year by year.

Should a deputation visit these markets, it would bring back definite information which would well repay it. In addition to this, many valuable business connections could be established on the basis of personal acquaintance and confidence created on both sides of the ocean which would prove advantageous to all concerned.

"Show me a house where all the employes are educated to think kindly of the customers, so that in speaking of them even they use courteous phrases, and I can safely predict for that house a rapid and continuous success so long as that policy prevails."

CASH REGISTER IN THE STORE.

A United States exchange recently pointed out that one of the problems confronting the retail merchant is how to care for the cash that comes over his counter in exchange for goods and also how to prevent goods going out of his store without being properly charged.

On the face of it, this may not seem a difficult question to solve. It has, however, caused the failure of many a merchant, who realized too late the importance of providing a safe method of taking care of the money he is spending his life to get. The day of the open cash drawer and trusting to memory to charge goods sold on credit has passed and the successful merchant must adopt more modern and safe methods. In these days of keen competition profits are small, making it doubly important that all possible leaks should be stopped.

Of the many labor and money saving devices that have been brought out in the past quarter century, perhaps none is of more value and importance to the retail storekeeper than the cash register. The truth of this statement is proven by the remarkable growth of this industry and the almost universal adoption of the safeguard to his business by the up-to-date merchant of today.

From the simple contrivance of twenty-five years ago, which in a crude way told the merchant at the end of the day how much money he should have in his cash drawer, the cash register has developed into the elaborate mechanism that to-day is found in the latest models, with their multiple drawers; adding counters are, in some instances, electrically operated.

With one merchant who knows business; credit on a transaction. In any mistakes cannot be and enlarge better satisfied and glad payment.

IMPROVING

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Several Ontario d least two the lack ment. It

With one of these mechanical cashiers a merchant no longer has to guess, but he knows each day every detail of his business; not only his cash sales, but his credit sales and all moneys received on account, as well as his paid out transactions.

In any business the prevention of mistakes and the stopping of losses cannot but result in increased trade and enlarged profits. Clerks, too, are better satisfied and customers pleased and glad to patronize such an establishment.

IMPROVE YOUR FIRE RISK.

Recent investigations by The MacLean Trade Newspapers go to show that in the matter of insurance there is not that careful consideration given by merchants and manufacturers to their rating which the best principles of economy would forcefully suggest.

In view of the instances which are being multiplied every day, in which reductions have been made in individual ratings as the result of some inexpensive precautionary measure, it seems proper to say that the merchant or manufacturer who postpones competent examination of his premises with a view to improve want of his risk, is certainly negligent of his own interests.

Where the local agents are competent men the merchant will have no difficulty in obtaining that information with reference to the constituents of his rating—where he is penalized and where he is credited—to enable him to improve those conditions on which his insurance is based.

It is intended to deal with this matter in detail, and there will be presented much information obtained from authoritative sources, which merchants and manufacturers will find of value in considering the steps suggested.

PROTECT LIVES OF TRAVELERS.

Now that the committee of the Commercial Travelers' Association, acting with the Provincial License Department, has announced its award in the contest for the best device to aid escape from a burning building, it is the manifest duty of the Provincial Government to fully satisfy itself that the escape device selected is thoroughly practical and then adopt regulations compelling all hotels and lodging houses to equip their buildings with the device.

Several hotel fires have occurred in Ontario during the past year and in at least two lives have been lost owing to the lack of proper life saving equipment. It should not, therefore, be ne-

cessary for the government to wait for another holocaust.

The Commercial Travelers' Association have performed a commendable public duty in bringing the agitation for fire escapes on public houses to a head. Their offer of a \$100 prize for the best life saving device shown on Travelers' Day at the Toronto Exhibition, brought out a number of competitors, one particularly meritorious device demonstrated by a New York State man being awarded the prize.

Every public building should be equipped with a life-saving apparatus, but more particularly is this necessary in hotels and rooming houses where strangers lie down to rest in unfamiliar surroundings. Human life ought to be protected by the best device, regardless of the expense attached to the installation of proper equipment.

KEEP YOUR STOCK CLEAN.

The syndicate stores which have made such a success in handling "nothing over 10 cents" make it a rigid rule in each of their stores that every article must be wiped off or dusted every morning. The closer you can come to this end in your store the more goods you will sell. Sales in departments run in an untidy fashion can be doubled

The W. A. Gay, who we announced a short time ago was unauthorized to take subscriptions for the MacLean Trade Papers and Magazines is not the Robert Gay, who for twenty years has been in the employ of the MacLean Publishing Co., and, who is likely to remain there for at least another twenty.

by the simple expedient of a good cleaning up.

Insist on your bargain department being run as your wife runs your house. Have no mercy on dust or dirt. The labor will not be as great as it may seem in advance. Do not be content with half-way measures. See that everything is done with thoroughness. Cleanliness and tidiness are inexpensive and always pay a handsome profit.

Run your bargain department right and it will help you to work off the odds and ends that gather in any merchandise business. Such goods should be sifted in with the attractive quick sellers on the bargain counter and be marked at prices that make them really good values. You can hardly expect to get regular prices for stickers. Better sell them at any price and put the money into other things.

PRICE CUTTING DISADVANTAGES

One of the props upon which the success of the big department stores is founded is the assortment of goods. It has repeatedly been shown that the retail merchants throughout the country can meet the competition of mail order houses so far as prices are concerned. In assortment, however, many fall behind.

An item in the Vancouver correspondence this week points out how the cutting on the price of a particular brand of catsup resulted eventually in one grocer declining to handle it at all. One grocer cut the price and the customers of the other soon found it out. They claimed that they could get it elsewhere more cheaply and as the merchant who had kept up his price couldn't sell the catsup with a profit and at the same time meet the competition of the other, he declined to handle that brand of catsup at all.

This has an injurious effect on all concerned. The assortment of the retailer who would not lower the price is cut down; the one who slashed prices was running his business, so far as that catsup was concerned, at a loss; the wholesaler lost business and the manufacturer as well. If this were done repeatedly by many merchants the effect upon the manufacturer is easily seen. This means less money in circulation and consequently less business for the retail merchant. The principle of cutting prices therefore can scarcely be commended from a retailer's standpoint.

HOW TO TREAT "KICKS."

When a customer brings back an article he thinks defective or unsatisfactory, remember, keep your temper. Look the case over in a fair manner. It may be a just claim. Put yourself in his place. Before you say a word as to the merits of the case, decide in your own mind what you are going to do and have the nerve to stick to it.

For, if you say to a customer that you cannot allow for a claim and then argue the matter and finally give in, the customer has the same opinion of you that he would have had, had you refused to allow him anything in the first place, and the chances are he will think less of you.

It is probably best to be on the liberal side when a claim is made but is undoubtedly proper to do what you are going to do with as much despatch as possible and without a word of grumbling. Grumbling is what drives the customer away—constant grumbling on your part.

If you are going to replace the poor piece of crockery or the spoiled basket of fruit, do it with the grace of a prince. Be pleasant about it and the customer will think more of you and will give you his business in the future.

Interesting Trade Items Gathered in Ontario

Rents High in Brantford—New Produce Store for Kingston—Retail Grocer Displays Crockery at Guelph Exhibition—Many Bracebridge Grocers Selling Fruit Jars—Poor Season for Belleville Canneries—Berlin Merchants Watch Slow Pays.

TORONTO.

September 15.—W. T. Fullerton, 934 Dundas St., is one of those grocers who knows how to take real pleasure out of his business and at the same time please his customers, and make a good profit to himself. His aims are not too high and he is happy because he accomplishes more than he expects. His business has grown so rapidly that he found it necessary to enlarge his store.

Wm. Forster, of 104 Queen St. East, where he has been in business for a good many years, has built a new store on Roncesvalles Ave. which he has fitted up and equipped according to ideas which came to him through a long experience in the grocery trade. His counters and silent salesmen are all constructed to be proof against dust or dirt. The silent salesman, especially has features which are new and very convenient. He carries on both stores, but intends to make Roncesvalles St. his home and business place.

C. Mayes moved from Avenue Road to a new store on the corner of Roncesvalles and Jeffrey streets. His doors are not open yet for business, but when they do swing, a surprise will greet the many customers he expects to serve. He was very careful even to admit his best friend who always carries The Canadian Grocer in his pocket, for fear that he would give away what is waiting for the customers to see.

A. Snyder, Roncesvalles Ave., is occupying his new store which will be one of the leading stores on this new business street. Not only is the store new, but everything in it. The fixtures are complete and the goods all fresh from the wholesale houses. The appearance is attractive and with his experience and knowledge he is sure to capture a large share of the trade in that growing part of the city. Like all good grocers he values The Canadian Grocer as a great help in keeping up to the latest methods.

CHATHAM.

The question of early closing is again being agitated in Leamington. According to general report, the difficulty is with a number of the grocers. In the adjoining Town of Essex all business places are closed early three nights per week. All groceries are closed the other nights at 8 p.m., excepting Saturday, when the stores stay open till 10 o'clock.

The pickle industry in Essex seems to be yielding good returns to growers. As high as \$125 has already been taken off three-quarters of an acre while one grower reports that a two acre patch is yielding \$40 a day. Pickling is very expensive, however, owing to the scar-

city of help. With more scientific methods, higher profits are anticipated.

Thomas W. Edwards, formerly traveler for Geo. E. Bristol Co. of Hamilton, has resigned to accept the position of Toronto manager for the Dominion Sugar Co. of Wallaceburg.

Tilbury grocers and butchers are out of ice, and arrangements are being made to import wholesale. The ice has kept poorly this season, owing to inferior quality.

Geo. Taylor, grocer, of Wallaceburg, is having a fine residence erected on James St., opposite his store.

W. R. Dawson, Inwood, has just concluded a popularity contest in aid of his business. The adjoining territory was divided into three districts, and coupons issued for cash sales, each counting for so many votes. The prize to each winner was a free trip to the Toronto Exhibition. Over \$1,000 in cash was paid in on the concluding Saturday of the contest.

Products of the Leamington peach orchards and market gardens figure largely in Chatham grocery windows these days, as well as in surrounding towns. The first shipments of Crawford peaches have arrived, the 11-quart basket retailing at 75c, while smaller baskets run from 25c up. Some groceries, notably the King Edward, have been receiving daily shipments of melons since the opening of the season. The Leamington people go after the trade in business-like fashion, all the leading growers sending out attractive post card circulars with printed price lists, at regular intervals. The development of the Leamington country of late along this line has been marvellous.

The egg situation continues difficult. The retail price has climbed from 20c a dozen to 22c. Some grocers think eggs are coming more freely as a result of the higher price and that there will be no egg famine this winter; others consider that the outlook is rather dismal. There was quite a mortality among hens this spring, which would naturally affect the output.

Collections seem to be a great deal easier lately, merchants experiencing much less difficulty than for a long time past in securing settlements from customers. Evidently, there is money in the country. An indication of this is the fact that grain deliveries have been small, and that there has been no drop in grain prices during the past two weeks. This indicates that farmers have no pressing need of money and intend to hold their stuff for higher prices.

Clifford Mahler, of Spafford & Mahler, grocers, who recently purchased the grocery on Queen Street South, formerly conducted by D. Pelett, was taken ill last week, suffering several hemorrhages

of the lungs. His condition is quite serious.

Miss Laura Dean, of G. A. Young's grocery, has been spending her holiday in Hamilton and Toronto. Miss Dean has the unique record of never having missed a single day in her six years work at Young's grocery.

Miss Menota Burr, of the John M. Corvie & Son staff, has been holidaying at Port Stanley, St. Thomas and London.

A. N. Doupe has resigned his position with the Craig Co., Limited, of Ridgeway, and leaves shortly for Brandon.

While delivering groceries recently to his father, Wm. Piggott, the South St. Wallaceburg, grocer, Willie Piggott accidentally fell from the wagon, a wheel passing over his shoulder, breaking collar-bone. He is progressing favorably, however. This is his third serious mishap, he having recently undergone an appendicitis operation, and also accidentally shot himself with a revolver.

A. W. Van Every, who for 20 years past has conducted a grocery and general store at South Woodlee, recently disposed of his business to W. J. Allison and has moved to Essex.

A machine which has recently been used by many people in Leamington guessing to be proven to be an onion-topper, which will top 1,000 bushels of onions per day, is another example of the scientific work in which the Essex farmers conduct their business, and is the only machine of the kind in Canada.

GALT.

September 15.—Business of all kinds good in Galt just at present. Industrial conditions were never better during the past five years. There are no idle factories are working overtime, people are paying their bills promptly, and are again beginning to indulge in those little extravagances which disappeared at the time of the financial depression. A canvass of the various merchants brought out the information that business conditions in Galt were never brighter.

Almost all the Galt grocers have visited the Exhibition. "We find that our trip is worth more than the expense," said one grocer. "There are many pointers to be obtained at the Exhibition, especially in the line of making displays, and I consider a two day visit to the various buildings an education in itself."

Galt merchants may petition the town council to have the system of oiling the streets given a trial in this town. They suffer considerably from the dust, and the watering carts seem inadequate to cope with the nuisance.

BRANTFORD.

Sept. 15.—James H. Edmanson, confectioner and baker, who has been in business in this city for several years, has sold to Williams & Co., who will continue the business at the present stand on Colborne Street.

Early next year, possibly in February, the Jackson Forde grocery will be

THE CANADIAN GROCER

moved from its present quarters on Market Street, to a new stand, now occupied by Mitchell, the bicycle man. The Forde grocery is one of the land-marks of the city, as it has been in its present location for many years. The new stand will be fitted up in the latest style.

One of the problems which the grocers, as well as other business men of the city, are up against at the present time, is high rents. Lately there have been a couple of cases where grocers have been the victims of what would appear to be exorbitant demands in the way of rental. Those dealers who are fortunate enough to own their own places are all right, but for others the situation is growing serious. Brantford has shown somewhat rapidly in the last few years, with the result that the business portion of the town is wholly occupied. There is scarcely a vacant store in the business parts. This condition of affairs has a tendency to send the rents skyrocketed. It is expected, however, that the congestion will be relieved by the erection of some new stores this fall and winter.

Most of the grocers are now back from their holidays and have again settled down to hard business.

While out driving recently, Fred Corey, the East Ward grocer, met with an accident. His horse ran into an obstruction on Park Avenue, where a house is being erected, and was slashed and injured. He is holding the city liable for damages, on account of the obstruction of the street without a danger signal.

The first Crawford peaches of the season last week sold at 90c per basket.

Out of 32 samples of milk collected by Medical Health Officer Pearson from local dealers recently, 9 were found to be below the required standard of specific gravity and butter fat. The standard of weight is 10.29, and the percentage of butter fat should be at least 3.50. In one case skimmed milk was found, and the officer administered a severe rebuke. Some of the dealers will have to do better. The city keeps a strict tab on the milk sold and makes regular tests.

BERLIN.

September 15.—Business is good in Berlin, and sales for corresponding months are ahead of last year, although perhaps not quite up to the sales of 1907. Berlin is recovering fast from the depression felt in nearly all places; being a manufacturing town, it was hit a little harder than other places, which certainly made a difference to merchants' sales. However, everybody is busy again and wearing a smile.

The one thing that is a little annoying at present is the difficulty in getting some of the people to square up for what the merchants were good enough to advance them in the so-called hard times. Nearly all Berlin grocers do a credit business. Of course, they are careful to whom they give credit, but be as careful as they may, they will

get nipped sometimes in crediting people. The Retail Merchants' Association has a credit list, which is growing gradually. A cash business certainly seems to be the ideal one, but the general experience is that a good many good accounts would be lost if everybody was put on a strictly cash basis. One firm who renders accounts monthly, in cases where debtors are slow, go and see them personally, and keep following up weekly until such accounts are paid.

Blueberries must have been very scarce in Guelph this season, according to the correspondent there. Not so in Berlin. One firm reports having sold nearly three hundred baskets. In fact, they were a drug on the Berlin market for a few days. One commission merchant, M. J. Gorman, received as high as one hundred and twenty-five baskets in a day.

Berlin merchants assemble every morning, buying fruit at Mr. Gorman's fruit market, called "The Native's Home." The best of spirit prevails, even if a fellow does not get what he would like, being, perhaps, overbid by a competitor.

Some of the stores receive fruit on commission, which is probably the most satisfactory way of handling fruit, providing your shipper does not overload you. Beck & Schell receive consignments daily, which they sell in this way.

Berlin's intentions are to secure some large industries and to get heads of families to move here with their families. All the merchants in town should certainly give a helping hand and try to solve the problem.

BELLEVILLE.

Sept. 15.—The John Sloan Co., wholesale grocers, are now settled in their handsome premises, formerly occupied by the Corby Distillery offices and warehouse, situated in the heart of the business district.

The steamer Belleville, on Wednesday last, took on 1,500 cases of canned goods from the Old Homestead factory at Picton.

Wanted, some sun! This is the cry from several of Prince Edward's large canning plants. Unless September is beamed upon profusely by Old Sol, the results will be disastrous as far as the output of canned goods is concerned, the canners will tell you. A typical example of the unusual lateness of the crop comes from a farm at West Lake, where tomatoes ripen and grow, if nowhere else in Prince Edward. The farmer has picked scarcely sixty bushels of tomatoes compared with 600 this date a year ago. One canner said: "We must pack at the very least 30,000 cases of tomatoes, but I don't see how we are going to do so. We have not 2,000, yet, whereas we had half our 1908 pack by this date." The agriculturist and canner view the situation affecting corn almost more seriously than the yield of tomatoes, so cold and backward has been the weather. The crop outlook for canning factory products of Prince Edward will have a

great impression on the general outlook. This country is represented as having nearly a third of the canning factories of the province, and numbers among the most important.

GODERICH.

September 15.—A change took place last week in the ownership of the Maple Leaf Grocery, J. W. Vanatter taking over Mr. Snyder's interest in the firm of Morrish & Snyder. Mr. Snyder has been in poor health for some time past, and to this is largely due his retirement for the time being, from active business. Mr. Vanatter, who is a former newspaper man, being till recently part proprietor of the Goderich Signal, has just returned from a trip to the Pacific Coast. The new firm name will be Morrish & Vanatter. The firm is making liberal use of advertising space.

W. L. Lindsay of the People's Grocery, Hamilton St., recently disposed of his business to P. J. Ryan, formerly of Walton. Mr. Lindsay has left to take a trip to the west, where he may locate. To the lines formerly handled the new proprietor is adding flour and feed, bacon, bologna and other meat products.

Practically all the old wheat seems to be out of the west, and few grain cargoes are moving. The first cargo of new wheat is expected to reach Goderich about to-morrow. Prospects for a record fall trade at Goderich elevators are bright.

Neil Cameron, of Cameron & Moore, grocers and dry goods merchants, was in Toronto last week taking in the Exhibition.

Cameron & Moore's grocery department is advertising largely for butter and eggs. For the latter 23c. trade, or 21½c. cash, is offered. With the opening of the fall season, the store's closing hours are now 6 p.m. on week days and 10 p.m. Saturdays.

E. C. Biehl, formerly of this town, has purchased the grocery business of L. F. Killoran, at Stratford.

LONDON.

September 15.—This being Western Fair week, grocery travelers are off the road and are meeting their customers in the warehouses instead of in the country stores.

The feature of the past ten days in the grocery trade was the advance of ten cents in refined sugars, due to the high price of raws, which continue very firm. Teas of all descriptions are advancing and there is no prospect of lower prices. Other staples are firm. California prunes have advanced ¼c. to ½c. per lb., and are likely to go higher on account of the shortage of large French prunes and the heavy demand both in England and Canada.

Ewen Rogers, clerk with Scandrett Bros., has taken a similar position in John Diprare's east end store.

The grocery store of J. A. Glen, West London, was entered by robbers one night last week, and the till rifled of its contents. Mr. Glen's residence over the store was ransacked and some valuables were carried off.

The local bakers finding that the cutting down of the five-cent loaf to a mere bun of a pound weight has had the effect of driving some wives to baking

their own bread, have decided to return to a more reasonable size and now the standard weight of the bakers' loaf is twenty ounces.

Housekeepers complain of the light weight of bags of potatoes sold on the market. It is claimed a bushel and a half bag of the tubers should weigh 90 lbs., but it is rare that it ever reaches that weight. Another grievance is that of the grocers who complain that the rolls of butter brought in from the country are from a quarter of an ounce to two ounces short of a pound, and as a result the grocers suffer the loss.

The grocery firm of Rowntree & Forger has been dissolved, Mr. Rowntree retiring. His interest in the business has been purchased by Mr. Taylor, who for some time has been a clerk in the store, and hereafter the firm name will be Forger & Taylor.

The merchants, including grocers, of the south-eastern section of the city have taken a step in the right direction in deciding to close their stores at 7 p.m. Wednesdays, and the hope is expressed that it will lead to early closing six nights of the week before very long.

PERTH.

September 13.—N. E. Dodds combined business and pleasure and visited the Niagara fruit district for a few days last week.

Sugar was on the scarce list last Tuesday and Wednesday. Dealers, however, helped each other out as far as possible, thus causing customers less inconvenience than would otherwise have been the case. The arrival of a carload on Thursday relieved the situation.

Present retail price of sugar here is: Extra granulated, \$5.25 per bag, or 18 lbs. for \$1. Practically no 2nd quality is sold here.

Almonte suffered its second big loss from fire within three years, last Thursday morning. This time the loss totaled \$75,000. The chief loser is Wesley West. His large general store stock, valued at \$22,000, was destroyed. Insurance is about \$15,000. Mr. West was in Toronto when the fire occurred. This store carried as well-selected a stock of groceries as could be found in town and enjoyed a profitable trade.

C. E. Plain & Co., wholesale fruit merchants, Ottawa, have closed the Brockville branch of their business. Last orders were filled at Brockville, Sept. 11. J. G. Washburn has severed his connection with the firm.

Though H. F. Relyea occupies but a small store on Wilson Street, he enjoys quite a business connection, through having a wagon on the road in the country.

H. L. Jackson has closed his Christy Lake store for the season.

Lanark village dealers enjoyed "a big day" last Friday, it being the occasion of the annual fair. Quantities of bananas, oranges and basket fruit were disposed of.

Eggs still stand at 20c; butter at 22c. Potatoes are again easier, and 35c a bushel is probably the ruling price.

Retail book dealers must certainly be "up against it" with this famous Eaton

school book contract. Very plainly on a page in Eaton's latest catalogue issued to the general public you find:

Primer Ontario Readers—4c each, 5 for 16c.

The 5 for 16c gives exactly the same discount as the retailer who buys \$50 worth.

OTTAWA.

Sept. 15.—Joseph Cousineau, bailiff of Gatineau Point, has purchased the big general store at Gatineau Point owned by Wm. Smith. The store is the biggest in Gatineau Point, and does a large trade. The price paid was above the \$10,000 mark.

KINGSTON.

Sept. 15.—A butter dealer sent in a circular to the trade offering creamery butter at a reduction by taking a quantity. One grocer had bought before and had been given satisfaction. But this time he sent sour butter. How can these methods be checked? Only by shipping it back at once. It's a mean business for creameries to practice, but they do it and bad butter is an invitation for customers to stay away from one's store—it's an insult.

Mr. Patterson, of Calgary, has opened a produce commission house on Clarence St. This makes two here, J. T. Parkhill having enjoyed the privileges alone for many years. Mr. Patterson expects to open up a trade for eggs and butter with the Northwest.

James McCulla, proprietor of the Belfast Grocery, spent his holidays at the famous Sand Banks. He brought a sample of the white sand home and it is just possible there will be a drop in the price of sugar.

Issac Allen general merchant at Mississippi has purchased a large piece of land in Kingston and intends building a large saw mill and several dwellings.

BRACEBRIDGE.

Sept. 15.—Quite a number of our merchants spent last week in Toronto mingling business with pleasure. Among them are: P. Hutchison, E. J. Kirk, Andrew Gillespie and Melville Ross.

Wm. Hanna, of Hanna & Co., Port Carling, was a visitor to town last week. Mr. Hanna reports a busy season at the port this summer.

Saturday with warm sunshine brought many visitors to town, and many farmers, making the merchants happy with the steady rush of trade. Nearly all the fruit was sold off before closing time. The Canadian Crawford peach, the finest of all, seems to hold the banner for the day by selling at one dollar per basket. Bartlett pears sold at 50 cents, and good plums at 40 cents per basket.

Fruit jars in this town seem to be a ready seller with the grocer. Some years ago this important part of every household was sold only by hardwaremen. Now it is different, and all gro-

cers claim their sales are increasing year by year.

With the opening of the pickling season comes the putting up of small special orders, which should be done very carefully, not only for the protection of the owner of the stock, but also for the protection of the customer. When she orders one ounce of say, mace, she wants that amount—no more, or no less—which means a careful weighing. This again the merchant at this season worries over the loss of so many vinegar jars and jugs through the carelessness of delivery boys. One way to prevent such losses is the charging of the price up to the delivery man, in checking orders, thereby making him more careful with the empties returnable.

GUELPH.

Sept. 15.—Robert Simpson, of R. & J. H. Simpson, wholesale grocers, predicts a brisk fall and winter season in the grocery trade.

A number of Guelph groceries keep open on Friday nights. They claim that Saturday night would not be sufficient for them to wind up their lively week-end business. These, of course, are the stores situated outside of the central section of the city—not the downtown groceries, who have to hustle practically all day Saturday.

President Robert Simpson, of the Guelph Board of Trade, and senior partner in the firm of the Simpson Co., wholesale grocers, left this week for an extended trip to the west. Mr. Simpson is accompanied by Mrs. Simpson, and will likely be away for two or three months. They will take in the exhibition at Seattle, and will visit points of interest in the Canadian west, as well on the way through to Vancouver. Having been stuck to business pretty closely for several years past, finding time as well to take an active interest in the welfare of this city, both as an alderman and Board of Trade member, Mr. Simpson feels that he needs the change, which, he believes, he will get in taking this trip west.

The Guelph Central Exhibition opened on Tuesday with several merchants exhibiting in the main building. One of the most outstanding displays in the west building is that of J. A. McCrea & Sons. It is so situated that the display is a three-sided one. It is arranged in a pyramid and consists entirely of hand-painted and other beautiful and costly pieces of chinaware. It is a display which ladies of Guelph and vicinity look forward to every year with much pleasure, and this year it is as beautiful as ever.

Butter and eggs seem to keep up their price well in Guelph. Last Saturday morning found eggs selling on the market at 23c and 24c a dozen, and butter at 24c and 25c a pound.

These busy days of late summer and early fall, when their customers are crying for preserving and pickling supplies, it is almost impossible for grocers to refrain from displaying their goods

on the sidewalk. For the display of their store windows are in a row. There are others who are in a circle. What a little side trade

Notes

September Provision March re The one year Clai of M One m retail gro Grocerment law. Two supposed manifest to have keep open ease in n siderable This could a comple fail men. has not y remedy a the law p together. no increa come a d is concer take the The accurate se store of a grocers. has a be specials only for By this v of promp with the the store, and gain well for store at i ments in is ex H. Lap panv. Mo the Month of ratepa ing to pr Mr. Lap this city, magistrat

on the sidewalks. Guelph, with the widest main street in Canada, has wide sidewalks, which are particularly good for the displaying of goods in front of their stores. But even in Guelph, it might be well for the grocers to have a care in this respect, for, though the sidewalks are wide here and give ample room there are still some very fastidious city fathers who even now are talking in civic circles of bringing in a by-law prohibiting merchants displaying their wares on the streets in front of their stores.

What seems to be a very profitable little side-line and a booster for Saturday trade, is apparently successfully

worked by J. A. McCrea & Son. The scheme is that of selling fresh rolls on Saturdays. McCrea's get in, every Saturday morning, fresh from the bakery an immense basketful of rolls. Warmed up and buttered, these rolls are fine for Sunday morning's breakfast. They sell at one cent each.

The front of Hadden's store, on Quebec Street, is considerably improved in appearance by the application of a coat of paint.

Archie Benaliek, of the staff of Anderson's grocery, has returned from his holidays, spent at Shelburne and other places.

Plums are being largely brought in from Nova Scotia and Ontario, and are selling at from 65 to 70 cents per basket.

ST. JOHN.

Sept. 14.—Local wholesalers report that the price of pork and pork products is now higher than ever before. On Monday last an advance of 50 cents a barrel was reported for American clear back, the quotation now is \$28.75. Domestic mess is quoted at \$26.50 to \$27. Lard is firm at 16 cents per pound, by the pail. The high prices are attributed to the scarcity of hogs at the present time. It is thought prices will be a little easier, shortly.

The flour market is unsettled and sales lately have been light. The bakers are looking for easier prices with the coming of new wheat. Manitobas are now quoted at \$6.75 to \$6.85, and Ontarios range from \$5.65 and \$5.70 for medium patent to \$5.75 and \$5.80 for full patents.

S. W. DeWitt, of DeWitt Bros., wholesale feed and produce dealers, of Fairville, has been in Carleton county looking after the shipment of 3,000 barrels of potatoes for the Cuban market. The tubers are being shipped to this city, and will be put on board the steamer here. The price being asked for potatoes now in Carleton county is 75 cents a barrel.

Apples are coming in now from up river counties, and from Nova Scotia. The natives are selling at \$1.50 to \$2.50 per barrel, and the Nova Scotians at \$2 to \$3.

The buckwheat crop is reported to be heavy this year, and grinding has already commenced.

Stanley D. Carr, who has been conducting a grocery and confectionery store on Waterloo Street, was arrested last week on a charge of obtaining money under false pretences. Carr, who is hardly more than a boy, being only nineteen years old, started in business a few months ago, and seemed to be doing well. Recently he borrowed sums of money, aggregating about \$1,000, and left the city, going to Boston. Last week he returned to St. John, and was promptly arrested. It is understood that his assets amount to about \$150 with liabilities about \$1,200. The case is now before the court.

The annual exhibition at Fredericton opened on Tuesday, Sept. 14, and will continue until the 23rd inst. The list of entries is the largest ever received.

The Sussex exhibition held last week was not as largely attended as in other years. The agricultural and dairy exhibits were of a high order.

The factory of the Wilmot Spa Springs Company, at Middleton (N. S.) was burned, Sept. 7. The property was totally destroyed.

The grocery business at Amherst, N. S., carried on successfully for years by McLeod Bros., has been transferred to Wallis B. Calhoun.

Notes from the Maritime Provinces and Quebec

Early Closing By-law Not Strictly Enforced in Montreal —
Unique Selling Display in Montreal Grocery — Flour Market
Unsettled in St. John—Pork and Pork Products Advance.

MONTREAL.

September 14—The Laing Packing & Provision Co. opened two fine new branch retail stores here last Saturday. The one is on St. Lawrence Boulevard near Clarendon, the other on the corner of Mount Royal and St. Andre.

One matter which is exercising the retail grocers of the city is the non-enforcement of the seven o'clock closing law. Two nights a week all grocers are supposed to close at that hour. It is manifestly unfair to those who do close to have one man in the neighborhood keep open, and as this seems to be the case in most sections of the city, considerable hard feeling has developed. This could, of course, all be avoided by a complete organization among the retail men, but as such an organization has not yet made its appearance the only remedy appears to be to either enforce the law properly or do away with it altogether. Otherwise violations are bound to increase until eventually it will become a dead letter as far as actual value is concerned. Men will not see others take their customers by unfair means.

The value of neatness and quick, accurate service is well exemplified in the store of one of our St. Catharine Street grocers. He has installed two phones, has a boy always on hand to deliver "specials" nearby, and a wagon kept only for rush orders at longer distances. In this way his customers are assured of prompt attention and this, combined with the general air of cleanliness about the store, tends to hold his old customers and gain him new ones. It would be well for every grocer to look over his store at intervals and see what improvements in this line are needed. None of us are ever beyond improvement.

H. Laporte, of Laporte, Martin & Company, Montreal is acting as president of the Montreal Citizens' Association, a body of ratepayers in Montreal who are seeking to promote better civic government. Mr. Laporte was at one time mayor of this city, and was one of the best chief magistrates the city ever had. He is

always to the fore in movements of this kind, and it is no surprise to those who know him and his fine character to see him placed at the head of such a movement by a representative body composed chiefly of the business and professional men of the city.

One of the prettiest examples of stock display is shown by a general grocery concern here. Practically every article is placed in such a way as to be both easily accessible, and at the same time shown to the best advantage. Various stands for fruits and vegetables occupy the centre of the store, some giving a pyramidal effect, others a more massive. Most of the fruits are arranged on slanting tables and the whole effect is cleanly and yet not crowded. "People see the articles and want to buy them," is the expression used by the proprietor.

Walter Paul, owner of the large St. Catherine St. store, has just returned from a buying trip to Toronto.

The retail trade is increasing daily owing to the return of many of the customers from summer resorts. Trade has been particularly dull this summer but, with the cooler weather, it promises to shortly be as good as ever and, in fact, prospects are it will be considerably better than last year. One grocer reports the return of fifty old customers in the past week.

MONCTON, N. B.

Sept. 14.—H. A. Clarke has opened a nice and attractive grocery on Union St., which he has stocked with a fine line of groceries. Mr. Clarke is a young man of good business ability, and considerable experience. We trust his new venture will be successful.

Merchants here report business fair generally, and prices for produce are brisk.

Butter is selling at from 22 to 25 cents, and is rather scarce. Eggs are in good demand and bring 22 cents. Apples sell at \$2.50 per barrel and potatoes are selling freely at from 45 to 50 cents per bushel.

THE WINDOW SELLS THE GOODS.

Your show windows are real, live salesmen, working for you at all times—and only salary you pay them is "attention." Keep these windows always attractive.

Your windows are advertising, and advertising is just one method of selling. Show windows, to prove most effective, to sell most goods, must display goods needed and wanted, right now. Seasonable goods. Not hurriedly placed in the windows, but carefully studying to get the effect which will do the most to bring people into your store to buy.

Large, neat, price tickets in connection with window displays are very important. Price tickets make the people ask themselves whether or not they can afford the article in question, and if so a sale is the result.

Keep your window display fresh—people get tired of seeing the same things in your windows, and unless they are changed regularly their value as salesmen is lost. Do not crowd the windows. Better too little than too much.—Tea and Coffee Trade Journal.

HOW A CUSTOMER WAS LOST.

Here is an example of service that a merchant should be careful not to follow as it was told by a critic who happened to call into a retail store:

"Men may endure more incivility than women, but they are more impatient of neglect. One morning I dropped into our suburban grocery. The old proprietor was alone behind the counter. A woman was checking over her monthly statement with him in a friendly manner, but leis-

urely interspersed with the gossip of the neighborhood.

"A hale, prosperous-looking man was pacing back and forth before one of the counters. How long he had been there I don't know, but he was evidently growing impatient, and the storekeeper paid no attention to him. Finally he stalked out, without a protest from the man behind the counter.

"Why didn't the storekeeper excuse himself a moment from the woman and wait on the man, or give the latter a friendly assurance that he would serve him in a moment? It would have held the man, made a sale, perhaps cemented a customer."

THE BISCUIT SITUATION.

The Biscuit Manufacturers of Canada held a meeting at the annual convention of the Canadian Manufacturers' Association in Hamilton, on Tuesday, September 14. Representatives were present from all parts of the different provinces, with Jas. McLachlan, Owen Sound chairman.

After the report of the last meeting held in Montreal was read and adopted, Mr. McLachlan gave an interesting address on the general conditions of business and the prosperity of the country, due primarily to the magnificent harvest the country has had. Mr. McLachlan was very optimistic and looked for improved conditions of trade.

A discussion followed on the question of imported biscuits, which were finding their way into the Canadian market, owing to the cheap labor and cheaper

raw materials possible to obtain by the foreign manufacturer. Prices under present cost of manufacture in Canada do not show any too much profit, and while flour has been reduced somewhat, the extremely high price of lard has more than counterbalanced the reduction in flour. Owing to the small production of lard in Canada, the bulk of the lard used by biscuit manufacturers has to be imported under a duty of two cents per pound. Biscuit manufacturers were not yet able to use the new season's flour and prices consequently could not be expected to be affected.

HAMILTON NEXT ON THE LIST.

The Hamilton Retail Grocers' Association is the next to take up the collection of accounts. At their last meeting members discussed ways and means to effect a good system. It is probable that some person acquainted with collection systems elsewhere will be asked to give an address in Hamilton soon.

TRADE NOTES.

John A. Gunn, of Gunn, Langlois & Co., Montreal, is in New York at present on a business trip.

John O. Carpenter, grocer, Hamilton, visited the Exhibition last week and was among the callers at the Toronto office of The Canadian Grocer.

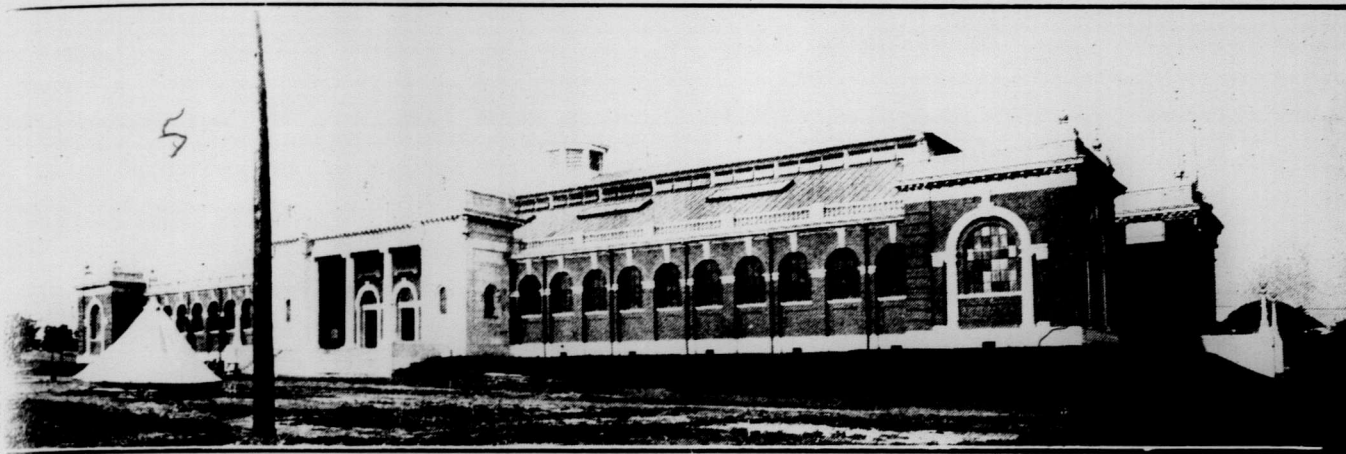
It is well to see that you get what you order. Mistakes will happen, but you can guard against many of them.



A Handsome Grocery Store Showing the Value of Show Cases and Up-to-date Bin Fixtures, as Well as Neat and Attractive Interior Arrangement.

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CANADIAN NATIONAL EXHIBITION—The New Transportation Building.

Great Possibilities Shown by National Exhibition

Almost 800,000 People Visit the Biggest Annual Event in Canada's History—Profits \$11,000 Greater Than Last Year and a Surplus of Probably \$50,000—Exhibits From all the Provinces Show Country's Vast Resources—Foodstuffs and Store Equipment Displays Illustrated and Described.

Toronto, September 15. No annual feature in the life of the Dominion is greater than the Canadian National Exhibition. Whereas other countries hold at wide intervals and in honor of some special event or anniversary great displays which are dubbed "world's fairs," and which on account of their infrequency and irregularity have little influence on national life, Canada has in the National Exhibition a great national fair, which is the result of years of development and which therefore has all the characteristics of a national event. It is as unique a feature as the great fair of Nijni-Novgorod, which is typically Russian, just as this is typically Canadian. They are both merely the perfection of the ordinary county fair, and this gives them all their beauty and their value.

The thirty-first season of the great Exhibition now belongs to the past and this year it was a greater success than ever before. In fact, the growth of the Exhibition becomes more remarkable with every time it is held. There are no signs that it has yet arrived at anything like its full growth. On the contrary, everything seems to point to its great development into the greatest annual fair in the world, a position it is already the second largest institution of the kind on earth, and it begins to be doubtful if even the great fair at Nijni-Novgorod surpasses it materially. But mere size is not everything. Even if there were many fairs surpassing in extent the Canadian National, this would not lessen its great national value. It could still serve as the great meeting place of Canadians from all parts of the Dominion. It would still bring them together as nothing else can do; and it could still make them acquainted with

one another and with distant parts of their country in the best possible way—that is, through their productions. This is the great value of such an institution as this Exposition, and this is why Canadians of every province unite in "booming" it. They all realize that the Fair has grown beyond mere local restrictions, and that it is in every sense a national event.

This year the Exhibition was opened by one of the ablest and best liked men in all the British Empire, Admiral Lord Charles Beresford "Condor Charlie"—and the enthusiasm of his reception has made abundantly clear the high esteem in which he is held by the Canadian people for his services to the cause of Imperial defence.

When the gates closed it was officially announced that the aggregate attendance had reached within a few thousands of the 800,000 mark, and it is expected that the receipts will show an increase of nearly \$11,000 over last year. This means that the surplus will amount to about \$50,000, which goes to the City of Toronto.

All Provinces Represented.

The exhibits from the various provinces of Canada are always one of the features of the Exhibition. They stand in silent testimony to our vast wealth-producing Dominion and show the possibilities of a country the resources of which are practically unlimited. Fruits, grains, mineral products, manufactured goods and products of the sea all combined to demonstrate the variety of the resources included between the Atlantic and the Pacific.

British Columbia, Alberta, Saskatchewan and Manitoba came from the west and Quebec, and the Maritime Provinces

from the east, combined with Ontario, and the result was the finest display of natural products that one would desire to see.

The display from the British West Indies in the Railway building was one of the strong educational features. Chas. S. Pickford, representing Pickford and Black, Halifax, was in the charge of the exhibit, his purpose being to demonstrate the commercial value to Canada of the products of the British possessions in the West Indies. The display was a magnificent one and thus served admirably the purpose for which it was established. Mr. Pickford attended to the exhibit personally and a great deal of interest was manifest in the thousands who traversed the Railway building daily and it should aid materially in increasing trade between Canada and the West Indies.

Many Food Exhibits.

Hundreds of merchants from all over Canada visited the Exhibition and naturally were more interested in the foodstuffs and store equipment displays than in any other. There has been such a great deal of comment during recent years on pure food that one could not expect anything else than see this department well represented, and the great crowds that surrounded foodstuff exhibits showed plainly the interest displayed in them by the public.

It is safe to say that had there been more accommodation, many more exhibitors in this line would have been there and considerable dissatisfaction was expressed because such was not the case. Plans, however, are under way whereby this hindrance will be met in all probability in another year. The various exhibits are illustrated and described at length in the following pages:

THE CANADIAN GROCER

EDWARDSBURG STARCH CO.

A firm that has always been advancing steadily in the estimation of the grocery trade is the Edwardsburg Starch Co., of Cardinal, Ont. This firm was established half a century ago—to be exact in 1858—and its rapid progress proves beyond contradiction that it produces goods that the public appreciate and endorse. The

charge of Fred A. Verey, Toronto representative and J. T. Paul, traveler for the firm. They were kept busy handing out souvenirs to the crowds that stopped to admire the display. The Edwardsburg Starch Co. make a special feature of Children's day, and on that day over 14,000 pieces of advertising literature, including cards, blotting paper, etc., were

trade so extensive? It is simply because the manufactured products of the Edwardsburg Starch Co. are the best that raw material, modern machinery and the latest scientific methods can produce. No grocer need hesitate to stock Crown Brand Syrup or Silver Glass Starch, and Benson's Prepared Corn. The business that has been done in these pro-



CANADIAN NATIONAL EXHIBITION. Display of Edwardsburg Starch and Crown Brand Table Syrup.

display at the Canadian National Exhibition, in the Manufacturers' Building, was indicative of wide awake business methods. It was arranged in two distinct sections, one given entirely to the display of Crown Brand Syrup and the other to Silver Glass Starch and Benson's Prepared Corn. The exhibits were in-

distributed. They are not there merely for a day, but for years to come, and they believe in educating the folk, while they are young, to the quality and merit of their products. Every member of the grocery trade in Canada realize the extent of the business of this company. The question may be asked: Why is this

duets in the past is their guarantee, for the reputation of any business must depend upon its past. These goods, as every grocer knows, have been weighed in the balance, and not found wanting, and they have come to be so universally used in Canada that grocers everywhere find them absolute necessities on their shelves.

THE CANADIAN GROCER.

nesses of their extensive reputation observed in plenty at the Exhibition. The first man who had the privilege of seeing the exhibit, when it was opened to the public, was one who has the goods in Vancouver. Visits grocers in Halifax, Edmonton, Winnipeg, Ottawa and even from away up the newly explored districts in the Territories were welcomed. They all sell the wares of the Edwardsburg Starch Co. in the range of its trade is limited by the oceans. This can only be the case when goods have such a quality when they command universal attention. Grocers can always increase

importance in the store is that of weighing goods. There is no merchant who does not want a "square deal" when he purchases from the manufacturer or distributor, and, therefore, it is nothing but simple honesty that he should treat the consumer as he desires to be treated himself. Weighing has now been elevated to such a science, with the introduction of automatic computing scales, that there can be no excuse for any unintentional dishonesty on the part of anyone. The scales manufactured by The Toledo Computing Scale Co. which were exhibited at the Canadian National Exhibition, for accuracy in weighing and

875. This year there are 91 styles and sizes running in value from \$37.50 to \$165, and there are over 60,000 in use. The Toledo is the first springless computing scale ever made, and it presents one of the greatest advances in scale building and in retail store weighing that remains on record. It has solved the problem of absolutely accurate weight, and is an undisputed precision and reliable device for the merchant. The Toledo is so constructed mechanically that it is impossible for it to give anything but the honest weight. Coupled with this fact, the Toledo is a positive insurance against any error in



CANADIAN NATIONAL EXHIBITION. Exhibit of Toledo Automatic Computing Scales.

sales of such goods as the products of the Edwardsburg Co. by educating the consumer on the various ways of using them. The Edwardsburg Starch Co. being distributed. At the Exhibition they distributed thousands of recipe books to the ladies. These contained recipes for dishes that can be prepared from their goods. This illustrates how this company is aiding the grocer to sell more goods, and is a business method recommended.

TOLEDO COMPUTING SCALE CO.

Every merchant who wants to give his customers a "square deal" all the time, knows that the greatest matter of im-

portance in the store is that of weighing goods. There is no merchant who does not want a "square deal" when he purchases from the manufacturer or distributor, and, therefore, it is nothing but simple honesty that he should treat the consumer as he desires to be treated himself. Weighing has now been elevated to such a science, with the introduction of automatic computing scales, that there can be no excuse for any unintentional dishonesty on the part of anyone. The scales manufactured by The Toledo Computing Scale Co. which were exhibited at the Canadian National Exhibition, for accuracy in weighing and

weighing and eliminates all the errors of carelessness in mathematics. The value of this advance can be estimated. It is something with which every merchant has had to contend. These worries are completely settled by the production of the Toledo Computing Scale, which, because of its springless principle, cannot be affected by varying temperatures. Another reason why this scale is a big asset to the merchant, is that it causes no delay to the customer. In these days service is one of the paramount features in the store. The merchant who gives the best service stands the best chance to succeed. No one wants to wait when he buys, and the computing scale materially aids in shortening the time between

THE CANADIAN GROCER

the order and the delivery of the goods over the counter. No customer wonders whether the salesman is good at fractions when the Toledo scale does the computing. Again the merchant who uses this absolutely honest scale has a talking point which is valuable in his advertising. He can positively assure his customers of accurate weight without fear of contradiction. There is nothing that will cause a customer to forsake his merchant more quickly than a belief that he is getting short weight, and the Toledo scale is absolute proof against this. The trade of this company in Canada is going ahead rapidly, simply because the Toledo Springless Automatic Computing Scale bears a reputation that is unsurpassed.

Manufacturers' Building at the Canadian National Exhibition gave a splendid opportunity to the visitors to see them demonstrated. It was that of the Pure Gold Manufacturing Co., 381 College Street, Toronto.

The demonstrators included several young ladies, who supplied some tempting dishes, which will undoubtedly create a greater demand for Pure Gold products. The company make it a feature to put quality into their goods. They believe in the old truth that "the memory of quality lingers when prices are forgotten." Quality is therefore placed before everything else in the manufacture of the Pure Gold brands. This has been recognized by leading grocers in all parts of Canada and has been the rea-

sons jellies were first-rate attention-attractors. In addition, recipe booklets were given away and these will do much to increase the demand for Pure Gold goods.

The value of the jelly powders was shown in different flavors and a great deal of satisfaction was found by the many visitors who tested them.

The important fact for retailers to bear in mind, however, is that Pure Gold products are goods of merit, and are such that any grocer can conscientiously and safely recommend.

This is something that all should bear in mind, because during recent years there has been considerable discussion on this particular point. More attention is being paid every year by the govern-



CANADIAN NATIONAL EXHIBITION Display of Pure Gold Goods.

Charles H. Collins is district sales manager, located at 335 Yonge Street, Toronto. Offices are located at Montreal, Toronto, St. Thomas, Winnipeg, Moose Jaw, Calgary, Edmonton and Vancouver. The new Canadian factory, which is the largest of its kind in Canada is at 243 Macdonnell Avenue, Toronto.

PURE GOLD MANUFACTURING CO.

Every grocer knows what a hold salads, salad dressings, jellies, etc., have on the mistress of the household. During recent years the sale of these goods over the grocery counter has been immense, and the demand for them is steadily increasing. One booth in the

son why their trade has extended so widely. The consuming public in these times are rapidly coming to the point when they demand only pure goods—goods of quality. This is undoubtedly a step up the ladder in the matter of food consumption. The products of the Pure Gold Co. are guaranteed the best of their kind in domestic use, and are absolutely pure.

Among the high-grade products manufactured by this company in Pure Gold brands are flavoring extract, coffee, table-jellies, spices and salad dressing powder. These were all shown in the company's handsome exhibit, and the splendid appearance and arrangement of the var-

ment to quality in foods and sooner or later we will have a pure food law which will be rigidly enforced. Pure Gold goods have always been found to be absolutely reliable. They are a safeguard against trouble which often arises when retailers persist in selling adulterated goods.

From a glance at the reproduction of their handsome booth, it is no wonder that it created a good impression upon the crowds who passed. Everything about it and surrounding it was neat and clean; the jellies which were served were tempting and perfectly made; the demonstrators were courteous and waited gracefully upon all who approached

THE CANADIAN GROCER

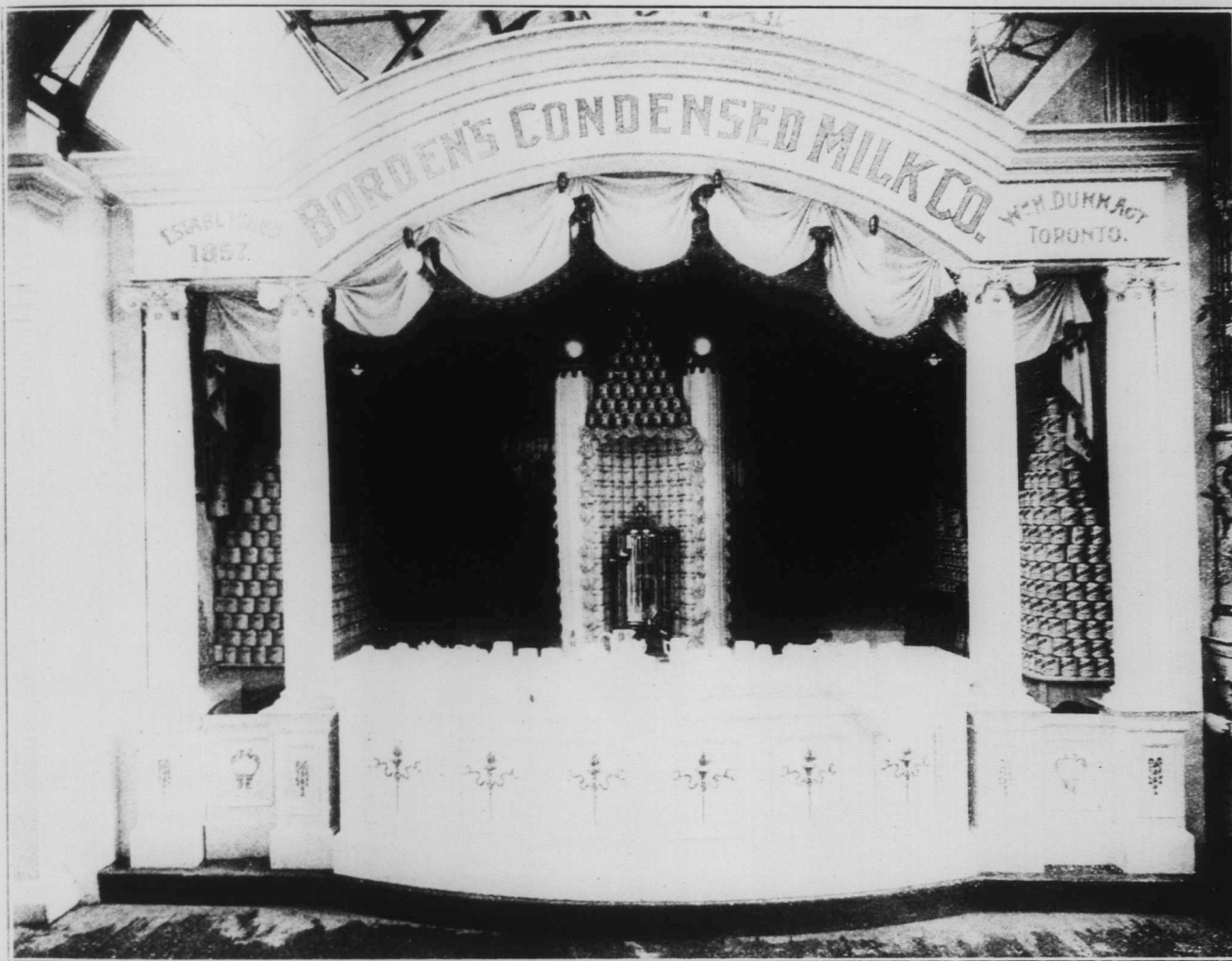
BORDEN'S CONDENSED MILK.

While much is said these days in regard to Pure Eggs, reference is usually made for manufactured articles, and no consideration is given to the milk in the household, and this is the most important article of food which enters the house. The health departments of all the leading cities have been giving warnings about the indiscriminate use of dairy milk, and their work has brought Condensed Milk more prominently to the attention of the public,

ing at the Exhibition. In addition to Eagle Brand Condensed Milk, the company also demonstrated Borden's Peerless Brand Evaporated Cream, unsweetened. The latter article is simply pure, rich dairy milk evaporated to a creamy consistency by Borden's original process, preserved by sterilization only. Nothing whatever is added, and the company claim it is pure and safer than so-called "fresh milk" ordinarily obtained, as it has all the advantages of fresh milk, and none of the disadvantages. Peerless Brand Cream is suitable for any modification, and may be used for any recipes calling for the use of fluid

able demonstration was done, which must prove of considerable benefit to retail grocers. The reputation of Borden's products is one founded on merit. Their quality is of the highest order, and this fact has more than once been brought home to the retail grocer, who has been handling them. They are manufactured under a system of sanitary regulations, which are so rigidly observed that purity is absolutely assured.

This system does not only obtain during the process of manufacture, but it goes back to the dairy farm, where the raw milk is produced, embracing the care and feeding of the cattle, proper col-



CANADIAN NATIONAL EXHIBITION—Borden's Condensed Milk.

the result is the consumption of Condensed Milk during the past year or two shown a wonderful increase. Condensed Milk was originated by Gail Borden in 1857, and Borden's Eagle Brand Condensed Milk has always been acknowledged as the highest standard. The housekeeper can thoroughly rely upon its quality that has so satisfactorily stood the test of time. This valuable product was demonstrated at Borden's booth in the Manufacturers' main build-

ing at the Exhibition. In addition to Eagle Brand Condensed Milk, the company also demonstrated Borden's Peerless Brand Evaporated Cream, unsweetened. The latter article is simply pure, rich dairy milk evaporated to a creamy consistency by Borden's original process, preserved by sterilization only. Nothing whatever is added, and the company claim it is pure and safer than so-called "fresh milk" ordinarily obtained, as it has all the advantages of fresh milk, and none of the disadvantages. Peerless Brand Cream is suitable for any modification, and may be used for any recipes calling for the use of fluid

struction, lighting and ventilation of barns and location of milk houses, and minute details governing the handling of the milk from the cow to the can.

With these facts in mind the retail grocer has information that will be advantageous in the selling of Borden's milk products, the merit of which cannot be questioned.

Wm. H. Dunn, 27 Front Street East, Toronto, is the general sales agent for the company.

THE CANADIAN GROCER

NEWFOUNDLAND FRESH FISH PACKING COMPANY.

The success with which the Newfoundland Fresh Fish Packing Co. has met in the short time their products have been on the market in Canada has more than amply justified their decision to

tion at 12 o'clock on Friday, the day before it opened.

HEINZ' 57 VARIETIES.

Probably the first thing that struck the visitor on passing through the main

large pagoda was in the centre, and counters surmounted with pillars fenced off the booth. The woodwork was painted white, and was relieved with gilt lettering and trimmings. Samples of the famous "57 varieties" were placed in panels and in pyramids about, and while they were numerous enough there was not the slightest look of crowding, as well were they set off. The exhibit was under the direction of R. Muat, Toronto representative of the company, and was assisted by Mrs. A. D. Schell, and six young lady demonstrators.

The company has recently completed an addition to its Canadian factory, Leamington, Ont., making it a five-story structure. Before the end of the year all the goods required by the Canadian trade will be supplied from this branch plant. The company has contracted for the produce of 500 acres, cater to Canadian tastes, and the representatives in the Dominion have grown to ten in number, H. P. Eckardt & Co. Toronto, and Hudson, Herbert & Co. Montreal, are selling agents and distributors for the Dominion.

In the United States the Heinz Co. has 11 branch factories, beside the main plant at Pittsburg, employing 4,000 hands, which during the growing season is increased to 9,000. Besides this there are 60 receiving and salting stations, and 31 branch houses. The traveling salesman number 49, and they "circulate the globe." As well, there is a factory in London, Eng., and still another in Seville, Spain, where is prepared the market, Heinz' celebrated olive oil. A number of related industries have grown up about the business. The com-



CANADIAN NATIONAL EXHIBITION—Newfoundland Fresh Fish Packing Co.'s Demonstrating Booth.

enter this field. The cod steak manufactured by this company is an innovation that must be successful. It is made by a double steaming process which removes all skin, bone and oil. The fish is chosen from prime No. 1 shore cod and nothing more than 6 hours old goes into package. Wax paper is placed between the contents and package to absolutely prevent any deterioration. The product has for three years been under climatic tests in all sorts and conditions of weather. The fact that Swift & Co. have been appointed United States agents, where it is known as Tallisman Brand Cod Steak, is sufficient evidence of its importance.

The interests of the Newfoundland Fresh Fish Packing Co. are looked after in Canada by W. J. Young, 25 Front St. East Toronto, who in a very short space of time booked orders for 5 carload or 150,000 pounds. This cod steak is made ready for the table in ten minutes by simply placing the package in hot water and there is not the semblance of an odor while it is being prepared for table use. It will keep indefinitely, every package being guaranteed by the packers. The company intends eventually to handle a full line of all choicest deep sea fish.

As an instance of the enterprise of Mr. Young, it might be mentioned that he only secured the booth at the exhibi-

entance to the Manufacturers' Building was the huge electric pickle above



CANADIAN NATIONAL EXHIBITION—Heinz' 57 Varieties.

the H. J. Heinz Co.'s booth. The arrangement of the exhibit was artistic—a

pany makes its own glass bottles, boxes and tanks, and build its own refrigerate

THE CANADIAN GROCER

as well as doing its own printing. Its latest addition is a splendid "Administration Building" for the head office at Pittsburg.

The Heinz Company has always been noted for its quality goods. In fact "purity of product" is its watchword, "cleanliness" the rule of conduct in its factories, which are models for all manufacturing concerns. The plans of the Heinz Company are al-

late, etc. Their exhibit at the Canadian National Exhibition this year was just another evidence of their energy and of the quality of goods they produce. Their goods are absolutely reliable, and there is a steadily increasing demand for them. They are, as well, backed up by a series of aggressive advertising campaigns, which are of material aid in extending that demand. The trade is covered from coast to coast by traveling salesmen, so

only one of the many improved machines in the Cowan factory to facilitate the making of their products.

The Cowan Co. is an old established firm. Its standing in Canada is unquestioned. Their factory equipment is freely admitted to be excelled by none on the American continent. This is fully evidenced by the favor with which "Maple Buds" have been met. Their manufacture has been amply justified



CANADIAN NATIONAL EXHIBITION Exhibit of The Cowan Co. Limited.

is open for inspection. Just now, during the pure food controversy, the company occupies a foremost position by aggressiveness. Its goods are guaranteed, nothing but pure fruit and vegetables being used in any of its plants.

THE COWAN COMPANY.

retail grocers in all parts of Canada and long since recognized the advantages in handling the products of the Cowan Co., manufacturers of cocoa, choe-

late, etc. that their products can be easily procured.

At their booth at the Exhibition were demonstrated their celebrated Perfection cocoa, their quality chocolates, including Maple Buds and Nut Chocolate, etc., all manufactured at the company's large establishment in Toronto. An interesting feature of their exhibit was an automatic wrapping machine for wrapping Cowan's Cream Bars. This was operated in full view of all passers-by, and it attracted a great deal of attention. It is

by the extent of sales that have been made. It is chiefly due to the fact that their reputation has been built upon a quality foundation.

The exhibit was the most successful the Cowan Co. ever held. They were delighted with the business they did by selling cocoa at five cents per cup, and attribute this to the fact that visitors are more willing to get a quantity perfectly made, at a slight consideration, than to merely obtain a taste. They, therefore, served large cups of cocoa

THE CANADIAN GROCER

made by an expert demonstrator and were highly pleased with the results.

C. Dimmock was in charge of the exhibit at the Exhibition. In fact he has been there for the past 16 years or more—another important feature in evidence of the standing of the company. Seven young ladies were kept busy attending to the thousands of customers who passed daily.

The exhibit was one of the most handsome in the Manufacturers' building, as the accompanying cut will testify.

MAPLE TREE PRODUCERS' ASSN.

The exhibit of the Maple Tree Producers' Association, of Waterloo, Que., in the Process Building this year was one that attracted constant and interesting attention, particularly of the visiting growers and merchants. The fact that this company's efforts during the past ten years under the determined and consistent efforts of J. H. Grimm, president, have been the means of improving the quality of Maple Syrup and sugar generally throughout the producing districts is shown by the report of the Dominion Analyst, has secured the confidence and support of the jobbing and retail grocers. This confidence of the trade is reflected in the increased demand by the consuming public in *Pride of Canada Brand Maple Syrup*, and it is safe to predict that this splendid exhibit will result in further demand for this company's products. W. J. Daek, 512 Dundas Street, Toronto, is agent for the city and district, and his work during the past year has shown phenomenal increase

standard. The prices paid to the farmers are so high that it pays infinitely better to deliver the pure syrup than to attempt any adulteration, or to attempt to market their products direct with the chances of being manipulated before reaching the

and attractive, it gives the whole store an appearance which raises it in the estimation of the intending purchaser. Huyler's exhibit, with handsome electric light fixtures, made a splendid impression.



CANADIAN NATIONAL EXHIBITION—Huyler's Confectionery Display.

consumer. All credit is due to the Maple Tree Producers' Association for their work in the direction of absolutely pure maple syrup and sugars.

HUYLER'S CONFECTIONERY.

For quality in confectionery, Huyler's products stand in the first rank. They were exhibited in a handsome booth at

There is a great deal in the phrase—man is known by the candy he sells—and with the quality that exists in Huyler's, a grocer can safely recommend.

One of the features of the exhibit is a display of a model, among others, improved machinery used in the manufacture of Huyler's *cocon* and *chocolates*.

RED ROSE TEA.

The popularity of the Red Rose tea booth at the Exhibition this year was a remarkable demonstration of how widespread is the knowledge that "Red Rose Tea is good Tea."

It never seems to occur to the Red Rose Tea people to be anything original and at the head of the parade. Their unique plan of borrowing five cents from each person as they came to have a cup of tea was the advertisement of the Exhibition and created a lot of talk among experienced advertisers.

The beauty of it was, it was so simple. They charged five cents for a cup of Red Rose Tea with a small crisp roll, butter and gave the money right back again in the form of a coupon, good for five cents anywhere within sixty days in part payment for a package of Red Rose Tea.

Each coupon is numbered and bears the face of it a fac-simile in red ink of T. H. Estabrook's signature, so there can be no mistaking them. Every merchant is authorized to accept them for five cents on a package of Red Rose Tea and they will be redeemed promptly for their face value by any Red Rose tea traveller or when sent to the Toronto office.

The readiness with which the people gave up their nickles for a cup of



CANADIAN NATIONAL EXHIBITION—Exhibit of The Maple Tree Producer's Association.

in the consumption of *Pride of Canada Maple syrups* and sugars. The syrups are absolutely pure, and under the arrangements made with the producing farmers must all be up to the highest

the Canadian National Exhibition, and certainly attracted a good deal of attention. Confectionery is an article which the retail grocer knows can be displayed to advantage. Where the display is clean

THE CANADIAN GROCER

Tea and a coupon and often waited the privilege while free demonstrations and counter attractions abounded every hand, reminded one forcibly of wonderful progress Red Rose Tea made in a very few years to the rank among package teas. Standing at the exit and hearing the people as they left almost without exception say the tea, one got nearer to the secret of this remarkable success. It is the quality of Red Rose Tea. Indeed Estabrooks' position in the tea trade has been won by a steady adherence to policy of competing in quality

rather than in price. As a result of that policy Red Rose Tea has made the most possible value in tea and the quality always maintained. The great success of the Exhibition demonstration was due also to the extreme care with which it had been planned in the last detail. Snowy linen covered small tables, special Red Rose china was used, the young ladies were attentive, courteous and attractive, and the greatest care was taken to explain the coupon system thoroughly. There was an entrance which was always crowded and an exit where, also, grocers and mer-

chants visiting the Fair were admitted without inconvenience to a compartment reserved for them. During the two weeks a great many trade friends of Red Rose were welcomed by Frank Leech, who had charge of the booth or by Mr. Campbell, manager of the Toronto branch, who spent much time at the booth. Throughout the demonstration Blue Label, the 40c grade of Red Rose was served and whatever may be said for the daintiness of the service, the coziness of the booth and the kindness of the welcome the delicious quality of the tea was

reception from the public, simply because they are what the public want. Knowing this, grocers throughout Canada, are feeling the necessity greater every day to lay in stocks of these products. By exhibiting them at the Canadian National Exhibition, the company aided the grocery trade materially by demonstrating their value to the thousands of visitors in attendance. Ammonia Powder is used for washing clothes and dishes and for general disinfecting around the house. Chloride of Lime is a disinfectant and bleaching powder unexcelled. Liquid



CANADIAN NATIONAL EXHIBITION—Exhibit of Red Rose Tea.

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JNO. B. PAINE CO., LTD.

The advance that the Jno. B. Paine Co. has made since its inception in March, 1907, is proof conclusive that it is manufacturing products which are in splendid demand. "Bull Dog" brands of Ammonia Powder, Chloride of Lime, and Liquid Ammonia have met with a good

reception from the public, simply because they are what the public want. Knowing this, grocers throughout Canada, are feeling the necessity greater every day to lay in stocks of these products. By exhibiting them at the Canadian National Exhibition, the company aided the grocery trade materially by demonstrating their value to the thousands of visitors in attendance. Ammonia Powder is used for washing clothes and dishes and for general disinfecting around the house. Chloride of Lime is a disinfectant and bleaching powder unexcelled. Liquid

THE CANADIAN GROCER

notice. The interior is lined with an absolutely porous proof mixture which when hardened prevents any possible

St. Charles Evaporated Cream has solved the problem, and in a great many ways it has been found to be superior

tures. After opening it will keep longer than fresh milk if kept in a cool place. Consumers also find it more economical than ordinary cream or milk as they can use what they require and put the remainder away in a cool place until they wish to use more. Ordinary dairy cream or milk has to be used up, as it is bought every day. The public is just beginning to realize the purity and convenience of this article, and it cannot be wondered at that thousands of people each day asked the ladies who were demonstrating this article, question after question regarding the product. Most of them had orders to be delivered through their regular grocers. This fact should be appreciated by the retail trade because demonstrating this article to the public in this manner, new customers are made for the grocer and trade brought to him which ordinarily would be going to the dairyman.

The booth itself was more attractive than ever before. It was in charge of Dane, Hartop & Co., Toronto, the Ontario agents, who spared neither time nor money and went to considerable trouble in making it one of the most attractive in the Manufacturers' Building. The curtains hanging from the sides gave it a splendid appearance, and the interior arrangement was never more attractive.



CANADIAN NATIONAL EXHIBITION—The John B. Paine Co.'s Display of Bull Dog Ammonia.

chance of air passing through. The company gives away coupons which require being placed together to obtain a perfect "Bull-Dog." This may then be redeemed at the office of the company in 85 gold coin. Jno. B. Paine, president of the company personally superintended the exhibit at the Exhibition, and it attracted large crowds. Mr. Paine is thoroughly acquainted with the manufacture of his products having been in the chemical business in Canada for 25 years. The secretary of the company is F. W. Andersen. Snowden & Borland are the Montreal agents, and Leck & Williams the Winnipeg representatives. The manufacturing is done in Toronto.

ST. CHARLES CONDENSING CO.

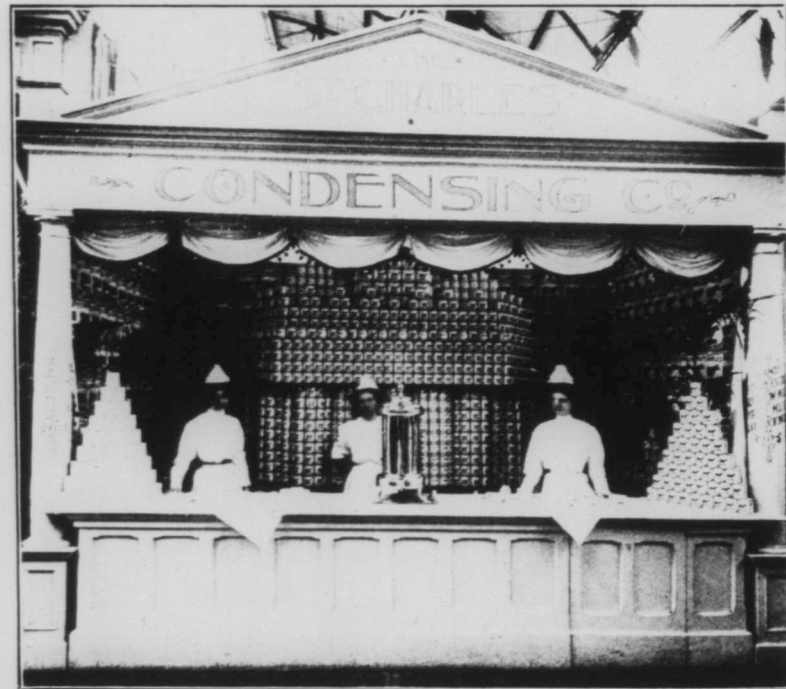
The demonstrations that daily took place in the booth of the St. Charles Condensing Co., at the Exhibition, met with a greater reception than ever before. Questions concerning the purposes and manufacture of St. Charles Evaporated Cream were continually being asked by the crowds of visitors, who passed this exhibit, and courteously answered by those in charge.

In these days we hear much about the trouble of obtaining a pure milk supply and of commissions being appointed to look into the causes, especially in the large centres. In fact, we can be hardly sure of our milk supply anywhere. Very often householders are disappointed, and too often they do not get a sufficient supply should company call unexpectedly. These are conditions which have practically forced people to look for their milk supply elsewhere.

to ordinary cream or milk. Besides being more convenient, it is a purer article on account of its being thoroughly sterilized and consumers are absolutely sure of the quality of their supply.

INGERSOLL CREAM CHEESE.

The Ingersoll Packing Co., Limited, Ingersoll, Ont., had a very attractive



CANADIAN NATIONAL EXHIBITION—St. Charles Evaporated Cream Display.

The fact that St. Charles Evaporated Cream can be kept indefinitely before opening, is one of its paramount features. The booth in the Manufacturers' Building at the Exhibition. Draperies hung from the sides handsomely setting off the display.

THE CANADIAN GROCER

of the products of this company were neatly arranged around the interior. The demonstration of their well known product, Ingersoll Cream Cheese, in blocks, was instrumental in securing many new orders, which cannot fail to be of great assistance to the retail trade. Thousands of visitors saw and appreciated their exhibit. Cleanliness was

sufficient to draw crowds at all times, and the demonstrators courteously supplied Ingersoll cream cheese to thousands every day, the majority of whom were already familiar with that product. This demonstration at the greatest of Canadian exhibitions, cannot fail to produce a much greater demand from all over Canada. In this way the Ingers-

and the Pacific, where Ingersoll Cream Cheese is not known as a valuable food product. It is easily handled in the retail store, and can be used to advantage in window and interior displays.

But the best reason why retailers are handling Ingersoll Cream Cheese is the reliability of the product and of the firm. This explains why the product of this



CANADIAN NATIONAL EXHIBITION — Exhibit of Cream Cheese by The Ingersoll Packing Co.

of the important features of the booth, and had much to do with the favorable impressions made on the passers-by. Panels in green burlap decorated the walls in addition to attractive posters and handsomely printed advertising show cards. Pyramid piles of cream cheese in the well-known wrapper with the cow in the centre were neatly and systematically arranged on the counters. These were

soll Packing Co. is materially aiding the retail grocer, through which medium the goods are distributed to the public, to increase his business.

The high quality of the Ingersoll Cream Cheese has already won over many customers. Plain, reasonable facts tell the story of the progress the company has made. There is scarcely a town of any size between the Atlantic

company has been sold so extensively over the counters of the retail stores in all portions of the country.

This firm is also curers of the celebrated English Breakfast Bacon and Beaver Brand Hams and Lard. Wherever high class pork products are used these brands will be found in the best demand, simply because their quality is unsurpassed.



CANADIAN NATIONAL EXHIBITION Exhibit of Salada Tea.

"SALADA" TEA.

When any article prepared for food consumption withstands the test of time for eighteen years and continues to grow in public favor, it is proof positive that it is of real value to the retail grocer. When it comes to the knowledge of the trade that its sales have increased 323 fold during that period, it is beyond contradiction that such an article is an absolute necessity to the success of every store. That is the simple case of "Salada" Tea. "Salada" is a name familiar to practically every home in the Dominion and the United States. The Company's exhibit at the Exhibition was, as in former years, a splendid one. A feature which attracted much attention was the display of a herd of 16 ebony

elephants. These "Natives of India" told the story of the Company's progress in a most effective and striking manner beginning with the miniature quadruped of 1892, barely an inch in height, and ascending to the mammoth of 1909, measuring nearly two feet high. Grocers who comprehend the importance of Ceylon as a tea-producing country, have every reason to be directly interested in "Salada." Investigations into its climatic conditions and soil have lead scientists to declare that it is the finest tea-producing country in the world. Before "Salada" was introduced to the public, the tea trade was in a wretched condition, peddlers and department stores doing a very large share of it in bulk form. As pioneers of Cey-

lon Tea on the continent, The "Salada" Tea Co. have always believed that there was no tea the equal of that from Ceylon. Modern Anglo-Saxon skill, cleanliness, superseding the primitive, unsanitary, unwholesome methods of handling that still prevail in all other tea-growing countries, have made Ceylon Tea the standard of excellence throughout the Oriental as well as the Western World. In 1892 "Salada" was placed on the market in sealed packets, and offered in this form to the consumer through the retail grocer. Nothing can aid the grocer more than the knowledge that he is in a position to absolutely guarantee his customers tea "fresh from the gardens, absolutely pure, of incomparable flavor

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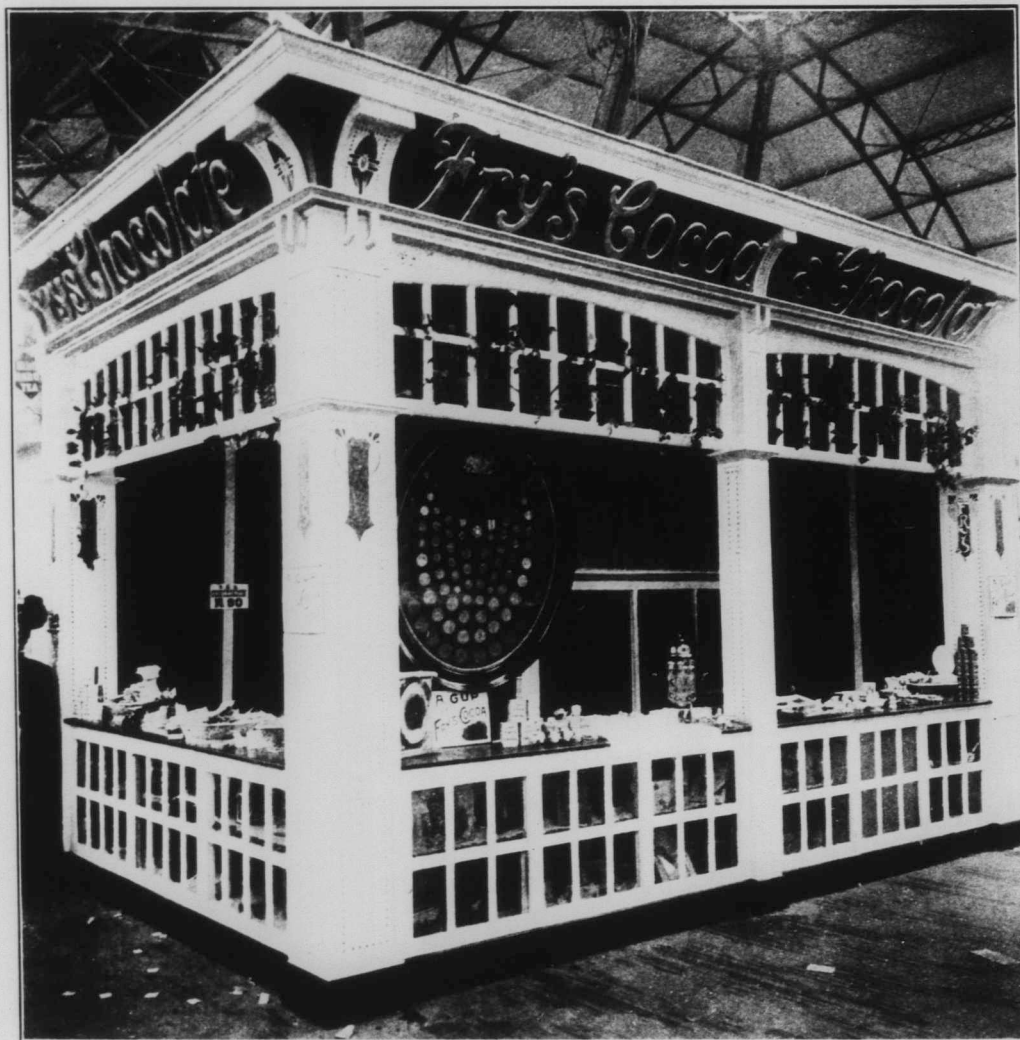
fragrance and strictly uniform quality. This last characteristic is an important one for there is nothing that loses a customer quicker than to sell goods that vary in quality from time to time.

Not to know "Salada" implies the fortune of not knowing the finest and best grade of the world's best tea, free from all impurities, artificial coloring, and polluting by Mongolians and other native disregards of cleanliness. The tender leaves and buds which contain the essence and vigor of the plant are

"Salada" has been before the public, more than one hundred firms have imitated their style of doing business. They used the "just as good" argument to get their packets on the grocers' shelves but after the public tried them they would not buy them again, because no firm has ever succeeded in imitating "Salada" quality.

Ever since they commenced business the same thought, the same effort and the same careful attention has been given to "Salada" Tea. This experience, gained by meeting and surmounting actual

Company is another point of interest. Its trade extends over the whole North American Continent with offices at Toronto, Montreal, Winnipeg, Calgary and Vancouver in Canada, and in the United States at New York, Boston, Buffalo, Cleveland, Pittsburg, Philadelphia, Detroit, Chicago, St. Louis and Los Angeles. The exhibit at the Exhibition was visited by scores of retail grocers from all parts of the continent and details of the business were explained by the firm's representative in charge.



FRY'S COCOA AND CHOCOLATE DISPLAY.

prepared by modern scientific methods and machinery and packed in sealed lead "Salada" packets in the largest, most modern tea warehouse on the continent. "Salada" is a tea that wins on its own merit and proves its claim as the choicest, purest and most economical tea for all occasions.

Reasoning the matter out in a business-like way it amounts to this: every grocer by selling "Salada" makes for a betterment of his tea-trade all the way round—better satisfaction—better profits—better trade generally.

During the eighteen years that "Sal-

problems in the tea business, is the grocers' strongest guarantee of efficiency and absolute reliability.

Their enormously increasing sales are conclusive proof that the public are finding out in increasing numbers every year that they are best served when they purchase "Salada" Tea. They have placed a good article on the market, they have told the people of its goodness and the people have bought it and have continued to buy it. Their service has been honest and consistent and they have received the reward of merit.

The extent of the business of this

FRY'S COCOA AND CHOCOLATE.

The display of Fry's cocoa and chocolate was an especially attractive one, the panel-work on the sides, both at the top and bottom, setting it off to the best advantage. A few sprigs of foliage hung from the top and greatly increased the effect upon the eye of the appearance of the exhibit. A feature which attracted much attention was the display of medals which Fry's cocoa and chocolate have won at various expositions throughout the world. Incidentally this points to the quality of these goods, with which, of course, every experienced grocer, is already familiar.

THE CANADIAN GROCER

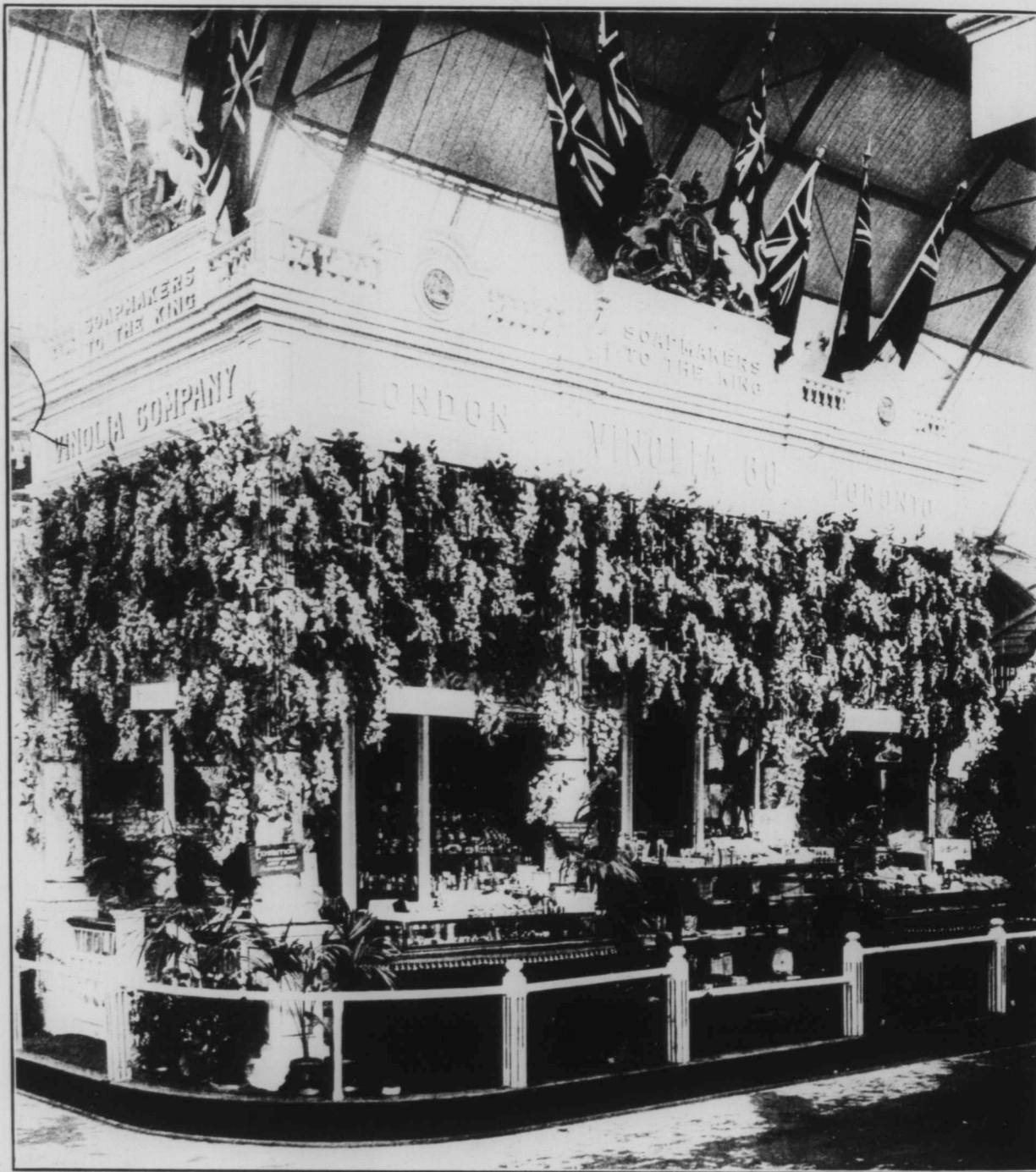
VINOLIA SOAPS.

Without any doubt the display of Vinolia products in the Manufacturers' Building at the Canadian National Exhibition was one of the handsomest that was to be seen in any building on the grounds. The floral decorations, which hung from the sides of the booth were

brands of toilet soaps, were the exhibitors of the products of the Vinolia Co.

The soaps shown which are of direct interest to the grocery trade were Vinolia Baby, Liril Violette de Parme, Vinolia Sweet Pea, Premier Vinolia, Vinolia Bouquet and Vinolia Lasario Peau de Espagne. All of these sell to the

Royal palaces, including Vestal Vinolia and Vinolia Otto soap. Vinolia was introduced into Canada a couple of years ago, and the success which has attended its introduction shows conclusively that it is what the people want. Grocers who stock this high grade product therefore, have selling points, which



CANADIAN NATIONAL EXHIBITION - Vinolia Soaps.

very attractive and the pleasant odor, which at all times emanated from beneath the purple foliage kept a constant crowd.

Lever Bros. (who are the sole agents for Canada of Vinolia soaps) have world wide fame as manufacturers of Sunlight, Lifebuoy and many well-known

trade at \$9.50 per gross, either in one kind or assorted. They are all toilet soaps of the finest quality and are undisputedly among the leading toilet soaps manufactured.

The Vinolia Co are soap makers to His Majesty the King. Several Vinolia soaps are supplied regularly to the

of much value. This is something in many ways to be desired.

The grocery trade has begun to buy Vinolia Shaving Stick successfully. It is particularly acceptable to the man who shaves himself, for comfort and as a time saver. The Shaving Stick is enclosed in a metal case with a mirror

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THE CANADIAN GROCER

easily removable. The soap is well
red, fragrant in perfume, quick and
g in lather, and easily applied by
rubbing on the face previously
moistened with a wet brush.

Vinolia Baby Toilet soap is another
making rapid headway. It used
said that soap is not good for a
skin. For this popular error
soap of an earlier day may have
responsible. Nowadays there are
uses in which soap manufacture has
found such a pitch of perfection and
has to challenge the old and false
claim and to prove conclusively that
it does not apply to the soaps there pro-

The standing that Lever Bros. have
in the world's soap trade is worthy of
attention. They are known in every con-
tinent as the manufacturers of soap of
merit and quality, and this fact is suffi-
cient to impress upon the retail grocery
trade the value of trade connection with
them.

QUAKER OATS COMPANY.

When the facts that only healthy per-
sons enjoy life and that wholesome food
is necessary to health are comprehended,
we are in a position to understand the
great growth of the Quaker Oats Com-

pany that manufactures goods of high
standing in purity and quality. In both
these characteristics, the Quaker Oats
Company can easily qualify. It produces
goods that are undisputedly pure be-
cause they are manufactured from the
choicest of grains. This is knowledge
that can be used with the best of re-
sults by grocers who handle the pro-
ducts. They are in a position to recom-
mend them without fear of being in
error or without fear of losing custom.
Nowadays the public is clamoring for
quality in preference to quantity and
the Quaker Oats Company stand in the
first rank in this respect. The extent



CANADIAN NATIONAL EXHIBITION, Quaker Oats Display.

No better evidence can be had
of the value of Vinolia Baby soap than
is afforded by a medical practitioner when
he says: "For roughness of the skin in
a child Vinolia has proved eminent-
ly successful."

The bath Vinolia soaps are used
for, is both from the point of clean-
liness and pleasure. Vinolia Toilet Soaps
are strongly recommended for the bath-
ing and are extensively purchased for
this purpose. This is because most peo-
ple these days believe their bodies are
receiving of as much courtesy from re-
sulting soap treatment as are the hands
and face.

Grocers know that Quaker Oats
is a commodity, the food value of which
commands attention. They know that
if they sell Quaker Oats Quality Pro-
ducts that they are positively assured of
giving satisfaction. That's why so many
members of the trade carry the products
of this company on their shelves. These
products were splendidly exhibited in
the Manufacturers' Building, at the Cana-
dian National Exhibition, and thou-
sands were given the privilege of test-
ing them. A company which is not
afraid to show its food products to the
critics, which attend such an exhibition
as the Canadian National, is considered

of the manufacture of Quaker Oats pro-
ducts is sufficient evidence, if there were
none other, that they are what the con-
suming public wants. The mills are the
largest and cleanest in the world. They
are located at Peterboro, Ont.; Akron,
Ohio; Battle Creek, Mich.; and Cedar
Rapids, Iowa. Another significant fact
is that the products turned out from
these mills are more generally sold than
any other food products sold in pack-
age, and the amount of sales by retail
grocers is greater than that from the
sale of any other package food product.
It is therefore easily seen that grocers
who are not handling these goods can



CANADIAN NATIONAL EXHIBITION—A Splendid Display of Confectionery in The Harry Webb Co.'s Exhibit.

make no mistake by buying in a stock. The public has after many years experience by comparison pronounced Quaker goods the best value for the money. Their cleanliness and purity have won them universal favor. The company have issued and are distributing booklets showing Quaker Oats being carried across the desert by camels; they are shown in stores in India, and on the banks of the Rhine. Scenes in South America, Switzerland, the West Indies and South Africa, also are shown where Quaker Oats are in evidence. The reputation is world-wide. Another asset to the grocer who carries the products of this company is that numerous wholesome, tasty dishes can be made from them. Recipe books were distributed by the four ladies in charge of the booth at the Exhibition, and these contained some valuable information on the preparation of various dishes. The products of the company include Quaker Oats, Puffed Rice, Puffed Wheat, Corn Flakes, Petijohn and Yellow Corn Meal. These are all manufactured in Canada at the mills in Peterboro, where our loads of the best possible oats are manufactured into cereal products every day.

"SOCLEAN" DRY CLEANER.

The Harnett-Ridout Co., Toronto, manufacturers of "Soclean," had a tasty display of their product in the Industrial Building. "Soclean" is a scientifically-prepared compound that makes sweeping possible without raising dust. It is a dry cleaner a little of which sprinkled on the floor at the beginning point of sweeping saves scrubbing, kills

dust and germs, brightens up carpets and rugs, and keeps floors neat and clean. When used on tiles, linoleums and cloths "Soclean" possess properties that grip the dust and dry-cleans them. It is as well a powerful disinfectant.

All these features should come themselves to the grocery trade, through which avenue of trade "Soclean" is being pushed. Besides the above-mentioned qualities "Soclean" is economical, fireproof and leaves a fragrant odor after sweeping. It can be used over and over again until saturated with dust, at last of all it is guaranteed.

Its use is increasing outside the home and it has been introduced with great success into clubs, banks, schools, hospitals, hotels, theatres, steamboats, stores. For commercial use "Soclean" is put up in three sizes of barrels weighing respectively 125, 250 and 350 pounds and for home use in tins retailing at 50 cents, 50 cents, and \$1. At the booth a young lady demonstrator explained its use, and showed how even a child can sweep a floor without raising dust, simply shaking on the floor before a handful of "Soclean."

CHRISTIE, BROWN & CO.

Of particular interest to grocers was the exhibit of Christie, Brown & Co. 500 varieties of biscuits in the main



CANADIAN NATIONAL EXHIBITION—"Soclean" Dry Cleaner.

THE CANADIAN GROCER

the manufacturers' Building. Each of the four sides of the booth served as a window for the display of the boxes of biscuits, (no two of them alike), which were set cornerwise to admit of a prettier view. Above were suspended a number of colored electric lamps, and below on

came as popular as some of the older lines. Then there are plum puddings and fruit cakes put up in one and two-pound tins, and a variety of wafers, biscuits and cakes, plain and fancy, put up in special neat packages.

It would be impossible to name over

the stamp of quality. From the inception of the business the company has rested its claim on quality, and now the name "Christie" on a biscuit is a guarantee of purity. The purest ingredients only are used in their making, and nothing is permitted to enter into their manu-



CANADIAN NATIONAL EXHIBITION - Christie's Biscuits.

if they were set palms and ferns interspersed with small boxes of dainty notions and fancy biscuits. The display ranged from plain sodas to fancy rooms, a new and very high-grade which are now made for receptions and o'clock teas. Another new line is "cherry ring," which will likely be-

the many lines of biscuits made at Christie's. The grocers of the country already know the majority of them by sample at least - from the arrowroot for babies, up through the animal biscuits for children, to the light reception wafers and fruit and fancy lines for grown-ups. Through all the varieties there is

the stamp of quality. From the inception of the business the company has rested its claim on quality, and now the name "Christie" on a biscuit is a guarantee of purity. The purest ingredients only are used in their making, and nothing is permitted to enter into their manu-

for the inspection of friends. Improved machinery is installed, which necessitates very little handling of the biscuits in the making. There are baths and washrooms for the employes and white linen clothes are worn by all. To keep these spotless a fully equipped laundry is located in the building. Tin boxes returned before being used again are thoroughly sterilized, and naturally this care shows in the quality of Christie's goods.

The company although at present the largest biscuit manufacturing concern in Canada, is continually making additions to its plant, and it now has some 244,000 square feet of floor space in its Toronto plant, which itself speaks of the popularity of Christie's goods in the majority of homes from east to coast.

TRUMILK AND MILKSTOCK.

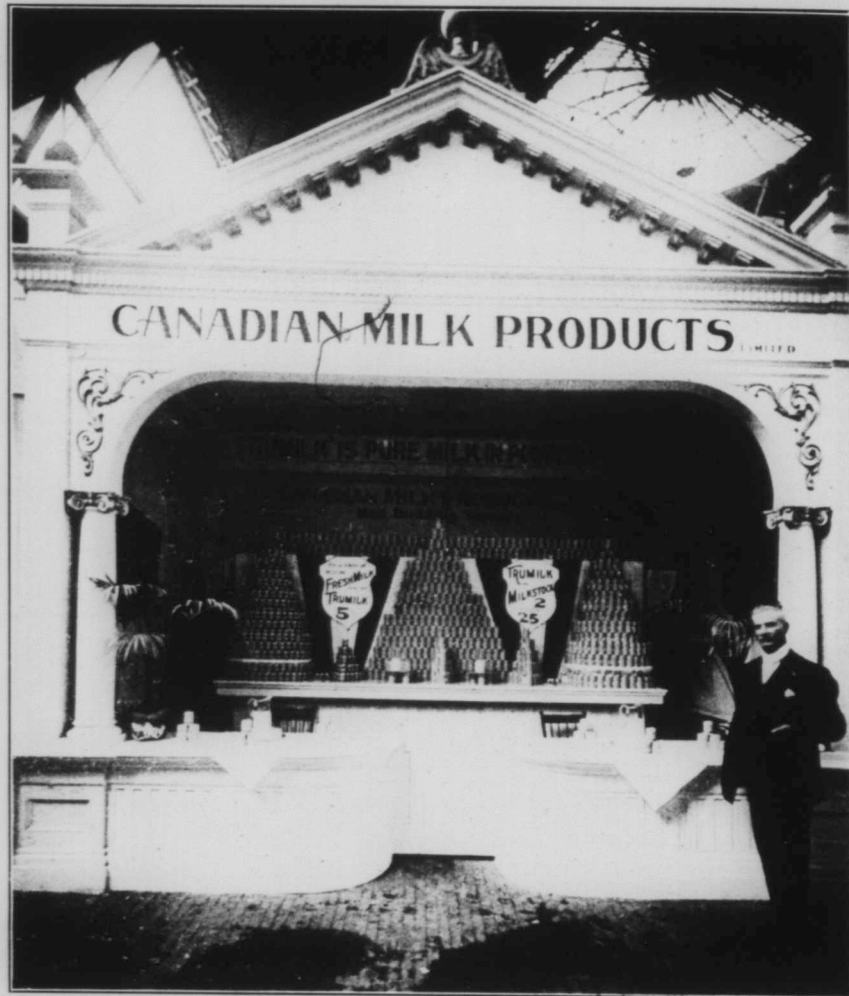
The Canadian Milk Products Limited, Toronto, made a very interesting demonstration in the Manufacturers' Building, of the product of their new process, by which milk is reduced to a sterile powder soluble in cold water. This product is so fine that large quantities of liquid milk made from it were sold by the glass, many persons remarking that it was considerably better than the liquid milk which they were getting from their milkman.

From a scientific standpoint Trumilk and Milkstock, the dry milk powders, are very interesting in view of the fact that never before has milk been put into a form in which it would keep without the use of preservatives, except where the milk has in the process been subjected to such high temperatures as to injure the flavour and coagulate the albumens. It is also noteworthy that no exhibitors of condensed or evaporated milks have ever dared to restore their products to liquid form and offer them for drinking to the public. The makers of Trumilk have not thought it necessary to disguise the taste of their products by serving them in tea, coffee, cocoa, etc., but have shown them as milk.

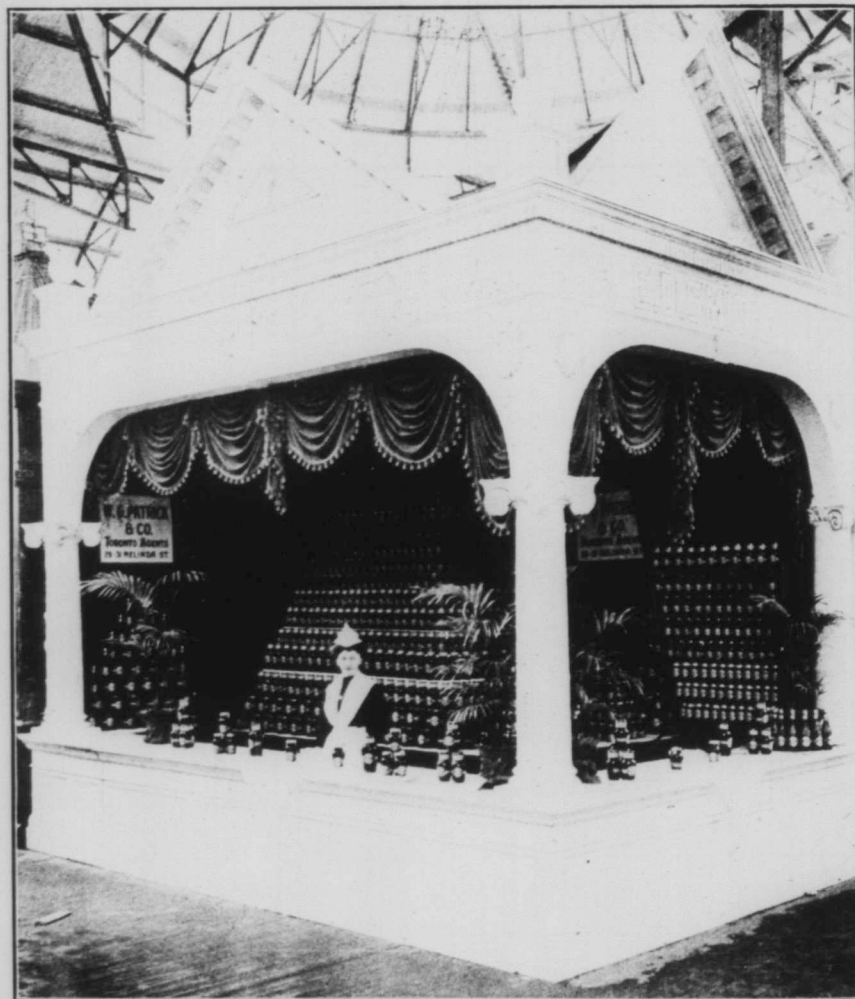
The advantages of these goods in quality, taste, portability, keeping qualities, freedom from freezing, etc., was evident to all who saw them. We are told that the demand for these products is growing so fast that the makers will shortly build a second factory, although their present plant was only finished in July.

E. D. SMITH'S JAMS AND JELLIES.

One of the most striking exhibits in the Manufacturers' Building was the display of preserved fruits, jams, jellies and marmalade made by E. D. Smith, Winona, Ont. These goods are known for their absolute purity, only fresh fruits and pure granulated cane sugar being used in their manufacture. The exhibit was well set off in a white booth with gold lettering, the trimmings being in brown and green. Two demonstrators were kept busy showing the preserves and giving tasty samples. Mr. Smith's factory is located in the very heart of the fruit district of Ontario, and his farms are models for the surrounding country. He is thus enabled to obtain sound fresh fruit immediately after it



CANADIAN NATIONAL EXHIBITION—Exhibit of Trumilk and Milkstock.



CANADIAN NATIONAL EXHIBITION—E. D. Smith's Jams, Jellies, etc.

is picked, of cleanliness at all time the fruit th facture, and self as to t D. S. pro grade mark the high cla the bottles wanted c by a study the Depart 182 samples in various found to b were found 29 samples Smith; not from any o country.

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The custon ward and te and as the c teate, he be amount it sh

With a M who gives e chance of lo Credit sales

THE CANADIAN GROCER

is picked. The factory, too, is a model of cleanliness, and is open for inspection at all times. The visitor may follow the fruit through its process of manufacture, and thus be able to satisfy himself as to the excellent quality of the E. D. S. product. In fact, Mr. Smith's trade mark is a recognized guarantee of the high class quality of the contents of the bottles bearing his name. If proof is wanted on this score it may be had by a study of Bulletin No. 119 issued by the Department of Inland Revenue. Of 182 samples collected by that department in various parts of Canada, 128 were found to be adulterated, and only 29 were found pure and genuine. Of these 29 samples, 10 were made by E. D. Smith; not a single pure sample coming from any other large jam maker in the country.

E. D. Smith's Tomato Catsup is another product of his Winona factory. It is considered by judges to be equal to the best catsups selling in Canada, whether made in the Dominion or imported. It costs a little more than a number of other domestic brands, but it pays to buy quality goods. The exhibit was in charge of F. J. Blackburn. The agent for E. D. Smith's goods in Ontario is W. G. Patrick, Toronto.

THE McCASKEY REGISTER CO.

One of the great troubles of the retail merchant is paying proper attention to his credit accounts. Neglect to carefully watch this end of the business has caused many failures, and one of the best methods used in overcoming this difficulty is by using the McCaskey Register. The fact that with a McCaskey register, a grocer knows his own standing at any time in the year, makes its value inestimable.

Only five years ago a retail merchant who would rather sell goods throughout the day and play with the children at night, instead of working, and who hated drudgery at books anyhow, invented a simple device for keeping credit accounts. This was the register. He then threw into the fire every book-keeping book he possessed, and to-day over 60,000 merchants in the United States are using the McCaskey Register. It is because it relieves them of all accounting anxieties and drudgery, that it becomes an asset worth while possessing. It shows at a single glance how all accounts stand, this is a particular feature of the McCaskey Register. It prevents errors; it collects money automatically; it prevents disputes with customers, and it stops forgetting to charge goods.

The customer's account is carried forward and totaled with every purchase, and as the customer always has a duplicate, he becomes legally liable for the amount it shows.

With a McCaskey register, the man who gives credit stands practically no chance of losing money by bad debts. Credit sales are handled as rapidly as

cash sales and you can see in five minutes' time what one hundred good customers owe you. The moment a customer calls, a glance at the McCaskey Account Register shows exactly what he owes, and he knows it too—so there are no disputes.

All copying, posting, making out statements, night-work, etc., is eliminated. Every clerk is a bookkeeper, but it costs him no time, trouble or work. The McCaskey register is a silent bookkeeper, with every account kept up to the minute. By a simple due card de-

Polishes was attractively arranged, and the demonstration so successfully carried on that it kept a continuous crowd of interested spectators.

As intimated above, the feature of the exhibit was demonstrating that Nugget Polish is absolutely waterproof. This was accomplished by polishing a shoe, until the shine showed the splendid qualities of Nugget Polishes, and then dipping into a basin of water. When the water was washed off with a cloth the shine still remains as well as before demonstrating, another important qual-



CANADIAN NATIONAL EXHIBITION—McCAskey Register Co.'s Exhibit.

vice, goods are prevented going out if the customer's account is already overdue.

The exhibit at the Canadian National Exhibition was visited by many grocers, and the systems carefully explained. Two show cards, one reading "McCAskey Physician's and Surgeon's Clinical and Financial Record System" and the other "The McCAskey Commercial Credit Registers Only One Writing System," were conspicuous and attracted a good deal of attention.

THE NUGGET POLISHES.

The waterproof qualities of Nugget Polishes were exhibited with splendid effect in the Process Building at the Exhibition. The booth used for Nugget

Polishes—that of durability. The cloth itself showed no signs of blacking so that Nugget Polishes do no harm to clothing.

The retail merchant who has trouble with frost in his store in winter may have no fear with Nugget Polishes. They are absolutely frost-proof, and moreover they will not dry in stock. Lines exhibited were Nugget Black, Tan and White Polishes, Patent Creams, Honest Polish, and Nugget Furniture Paste. These goods can be handled by the retailer on an attractive basis of profit. Therefore with such qualities as are possessed by Nugget Polishes, a grocer can place perfect reliance upon them, and at the same time make a good margin of profit.

THE CANADIAN GROCER

A CHICKEN A MINUTE.

Harrow, Ont., Sept. 15.—It is not generally known that Harrow is the centre of a chicken-dressing industry second to none in Essex county, and the revenue derived therefrom means something to the farmers of this and adjoining townships. In addition to local hucksters who supply drodges at Amherstburg, Gordon Halstead has the contract for Bois Blanc Island, and his output runs as high as 1,000 chickens weekly, for which from \$300 to \$400 is paid out. The fowl are brought alive to Harrow and left to the tender mercies of Thomas

dress of the head office of this company is in the Victoria Buildings, Manchester, whereas the advertisement referred to contained only the address of the Canadian representative. Readers who are interested in the business proposals made by this company would do well to make a note of both addresses.

SMALLER CLOVE CROP.

Arthur Garrels, under date of July 20, writes as follows on the yield of cloves for this season in Zanzibar, East Africa: It is expected that the total clove pro-

bar and 8.31 rupees for Pemba per frasila.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of *The Grocer* do not necessarily hold themselves responsible.

A table delicacy introduced into Canada in recent years from England, its mission being to make the art of eating more enjoyable, is meeting with much favor. It is known to every housewife in the home country as H. P. Sauce, and is prepared at the largest malt vinegar brewery in the world, where pure malt vinegar is specially brewed for its production by the Midland Vinegar Company, Birmingham, England. Cleanliness is a feature of the manufacture of H. P. Sauce, and it is not touched by hand from beginning to end. It is used for both cold and hot meats, fish and fowl, as well as with bread and cheese, and has been found to give a relish to food that is at all times pleasing.

EXHIBITION NOTES.

The various buildings on the grounds included exhibits of many other food products and store equipments, among them being the following: Armour & Co.; Blue Ribbon Tea Co.; S. F. Bowser & Co.; Canadian Shredded Wheat; Computing Scale Co.; Canada Malt Exchange; Dalton Bros.; Domestic Specialty Co.; Eureka Refrigerator Co.; W. A. Freeman Co.; Gowen, Kent & Co.; John Hillock & Co.; Hackney Stock Food; Imperial Tobacco Co.; Lowney Co.; Minto Bros.; J. J. McLaughlin, Ltd.; Tobler's Chocolates; Maggi Soups; Metallic Roofing Co.; National Cash Register; M. Peters; Stewart's Chocolates; Schram Automatic Sealer Co.; Black Jack Stove Polish; and the Wm. Davies Co.

On Labor Day 4,500 people were served Shredded Wheat at their booth. They had a miniature factory in operation.

Thousands of visitors were served Melagama Tea during the exhibition.

The "flying ship" in the exhibit of Dalton Bros., was certainly an attention-drawer due, no doubt, to its appropriateness at this time.



CANADIAN NATIONAL EXHIBITION—The Nugget Polishes Display.

Bridges, expert chicken picker, who has a record of killing, scalding and picking a chicken in 24 seconds. His usual "stunt" is a chicken a minute for all day if necessary.

HEAD OFFICE LOCATION.

In the advertisement of the Comet Chemical Co. on page 21 of the issue of August 6th, there was a slight omission. It should have been stated that the ad-

duction in the crop year 1909-10 will be considerably less than in the crop year 1908-9. This forecast is based on the condition of the trees at the present time. Picking will probably begin in August and continue until January, part of the crop being early and part late. Clove deliveries for the 1908-9 crop amounted to 165,733 frasilas (frasila = 35 pounds) for Zanzibar and 449,685 frasilas for Pemba, with average prices of 8.75 rupees (rupee = \$0.3244) for Zanzi-

KELLOGG'S TOASTED CORN FLAKES.

In the centre of the Manufacturers' Building was set a booth which at all times had a crowd of people around it. It was the booth of Kellogg's Toasted Corn Flakes in charge of T. M. Sibbald, 201 Front Street East, the Toronto agent. The young lady demonstrators in white caps and aprons gave a homelike look to the booth and were kept busy serving visitors with samples of Corn Flakes served in devious ways. Toasted Corn Flakes are made in Battle Creek, Mich.

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THE CANADIAN GROCER

and in London, Ont., for the Canadian trade. Although the business in Canada has been in existence only two years, there are already more corn flakes sold in the country than any other cereal. The large consumption of these flakes is owing to the fact that it is the only cereal that has the starch changed by a secret process into dextrine, making it much more palatable than any other, and providing a food perfectly pre-digested and capable of being eaten by young children and dyspeptics.

ices in charge of Locke & Williams, Winnipeg; Howe, McIntyre & Co., Montreal; Chas E. McMichael, St. John, N.B., and Shalleross, McAuley & Co., Calgary.

SOAP MAKER CUTS OFF LARGE JOBBER.

Claims That Latter Violated Terms of Agreement by Cutting Prices.

New York, Sept. 14.—Determination on the part of manufacturers who have

Last week it was told that a New York City house had cut the price of a cereal food, and had found it could not purchase from the makers until affidavits were furnished, and the present instance is directly in line with that situation, except that soaps instead of cereal foods are concerned now.

The latest infraction of the conditions of a selling contract involve the Proctor & Gamble Co., of Cincinnati, and a large local wholesale concern. The wholesaler, according to the statement of the New York manager of the soap company, had charges preferred against it some time ago by rival concerns, but failed to properly refute the charges.

"Our company has a contract in force with every jobber who handles our goods to the effect that prices will be maintained in accordance with the agreement," said Manager Eiswald, of the Proctor & Gamble Co. "When we received complaints from wholesalers that certain concerns were violating their agreements we naturally called for an explanation.

"In one specific instance this proof was not forthcoming, and according to the contract we have refused to further sell the accused concern goods.

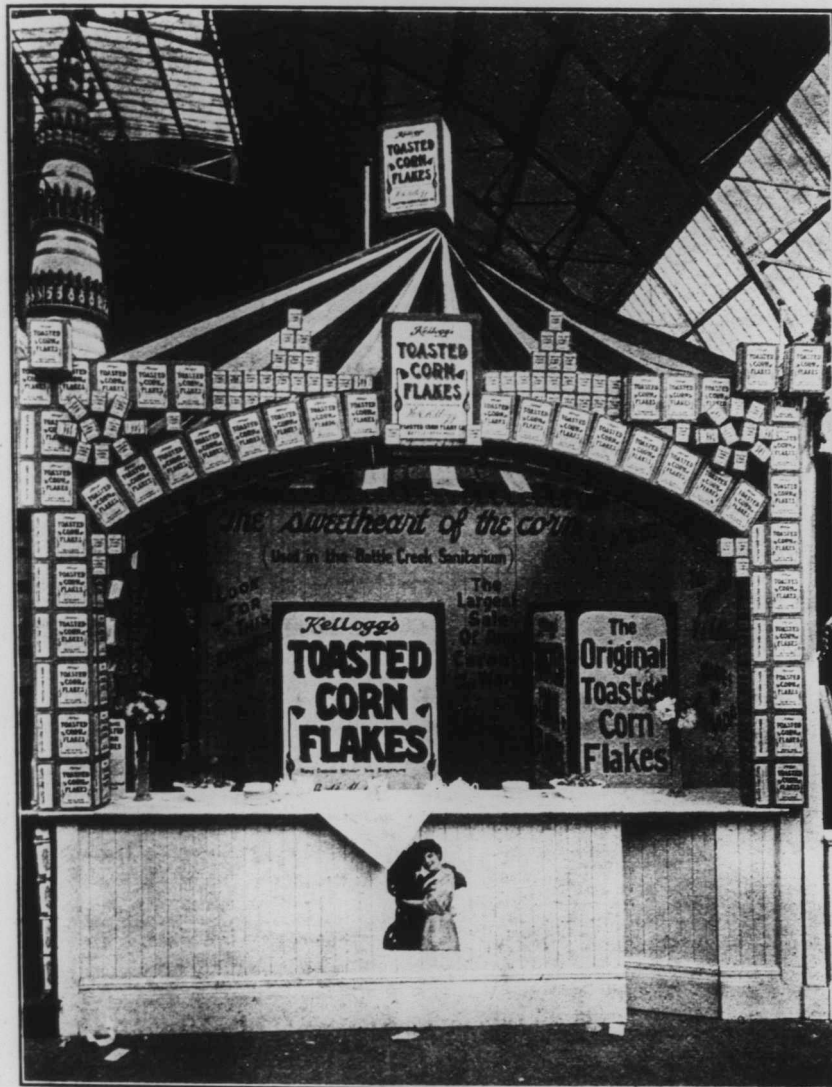
"We have no feelings, personally, in the matter, and the action on the part of our company is only in accordance with our selling policy, which is known all over the country. Our contract calls for certain conditions, and if they are not complied with the agreement automatically cuts off the supply of our goods.

"In this matter we deal with all concerns, be they little or big, alike, and while we are sorry to sever business relations with a company we have been friendly with for many years, we cannot, in justice to those who are abiding by our contract, do otherwise than to protect them under the conditions.

"It has been the policy of our company for many years to distribute our goods only through the wholesalers, and that all must be treated alike, and we consider that the violation of the selling agreement is unfair to those who maintain the provisions of the contract. Those who sell less than the stipulated price take unfair advantage of those who do not, and it would not be right for our company to overlook these infractions, either for the interests of our own or our majority customers.

"We have found that the wholesaler is the best distributing medium for our products, and we have followed that line for many years, and the success of our house shows that our plan was right, or we would not have been in the commercial position we are now.

"We are sorry that we were compelled to take the course we did, but there was no other open. The concern has been one of our best friends, and largest customers, and there was never the slightest friction until a few months ago."



CANADIAN NATIONAL EXHIBITION—Kellogg's Toasted Corn Flakes.

There is a unique system of coupons attached, one in each case for the grocer, which are redeemable at the end of the year for extra packages of Corn Flakes. This gives the grocer a handsome rebate on the goods. The company also makes a feature of window displays, and will send material for these window pictures as well as samples of the corn flakes to any grocer inquiring for them.

Corn Flakes are handled by the wholesale trade throughout the Dominion, and are sold at \$2.85 per case of 3 dozen. Besides the Toronto agency there are of-

contracts in force calling for a selling price not less than specified in the agreement has caused the cutting off of the supply of a New York wholesaler until he furnishes evidence that his company did not sell at less than the agreed price. The companies involved are among the largest in the United States in both the manufacturing and jobbing trade.

According to a statement given out this week the jobber was given time to prove that there had been no violation of the contract before the source of supply was cut off, but the necessary evidence was not forthcoming.

Exhibits at Canada's Great Eastern Exhibition

Unfavorable Weather at Sherbrooke Kept Down Attendance but not Enthusiasm—
Foods Shown for the First Time—Attractive Exhibits by Manufacturers Caught the
Attention of the Grocery Trade—Some of the Displays Illustrated.

Sherbrooke, September 14th.—The 25th annual exhibition under the auspices of the Eastern Townships' Agri-

the company's popular Eastern Townships' representative. The main feature of the exhibit was the showing of their

ing the volume of that attained by "Rose Quesnal." "Long Tom," too, had a place and little can be said to strengthen the hold that this brand has on the favor of smokers, and another of their brands in the same class is their "Master Mason" cut plug smoking tobacco. An interesting part of the display was the leaf tobacco shown in the various stages of its manufacture up to finished cigars. Of these the exhibit consisted of the popular "Check" five cent cigars and "Laurier" ten centers. In connection with the latter was displayed a sample of the fine painting in oils of Sir Wilfrid Laurier, each one of which is valued at \$40, but which are given away free to merchants purchasing 1,000 or more cigars of this brand.



EASTERN TOWNSHIP'S EXHIBITION—Exhibit of Rock City Tobacco Co.

cultural Association, at Sherbrooke, was, unfortunately, attended by such poor weather that the number of visitors was hardly as large as last year. However, it was a great success and those who did attend were well satisfied with the exhibits.

The show of horses was fully up to that of last year and the exhibit of cattle was one of the finest ever seen on the grounds. There were many exhibits in the main building which claimed the attention of the grocery trade. One or two of the old regular exhibitors were missing but then there were also some new faces. Mackintosh's Toffee was shown for the first time—in fact the candy distributed and sold was of the first Canadian boilings. The inevitable baby contest was held and the three first prizes carried off by "Borden's babies." This company donated twelve special prizes for this event. Packards' polishes and shoe bindings, etc., were shown in a manner which won for the exhibit the diploma of the fair, for the best dressed booth. J. B. Crochier who was in charge has been succeeded in the Eastern Townships by James Leddy. Fonner's orangeade was shown and free drinks of this beverage served by E. F. Trimble and assistants. There were many others of which the following illustrations are good samples:

THE ROCK CITY TOBACCO CO.

This was a very well decorated and set up exhibit, the work of C. S. Milette,

famous "Rose Quesnal" brand of Canadian tobacco, a brand which has perhaps the largest sale of any in the Dominion. Among the other lines shown



EASTERN TOWNSHIP'S EXHIBITION—Dominion Cereal Manufacturing Co.'s Display.

appeared the popular "Pipe Kenel" brand compressed plug smoking tobacco, the sales of which are rapidly approach-

ing the volume of that attained by "Rose Quesnal." "Long Tom," too, had a place and little can be said to strengthen the hold that this brand has on the favor of smokers, and another of their brands in the same class is their "Master Mason" cut plug smoking tobacco. An interesting part of the display was the leaf tobacco shown in the various stages of its manufacture up to finished cigars. Of these the exhibit consisted of the popular "Check" five cent cigars and "Laurier" ten centers. In connection with the latter was displayed a sample of the fine painting in oils of Sir Wilfrid Laurier, each one of which is valued at \$40, but which are given away free to merchants purchasing 1,000 or more cigars of this brand.

DOMINION CEREAL MANUFACTURING COMPANY, LIMITED.

Some months ago L. G. Heon commenced to manufacture "Cafe Francais" at Victoriaville, Que. For a long time previously to this he was at work perfecting the special machinery needed to cut, roast and cool the imported French wheat used in its manufacture. It is simply the very finest French wheat washed and prepared by a secret process and the result is a delicious beverage. Besides being very palatable it is absolutely free from the harmful drug

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SUGAR.—S
since the 10-c
The market is

Condensed, bags	20 lb. 1c
" "	Imperia
" "	Beaver
First lump, boxes, 4	" "
" "	" "
Red Seal, in cartons	" "
Crystal diamonds, 10	" "
" "	19
" "	5
" "	2
Extra ground, bbls.	" "
" "	50 lb. 1
" "	25 lb. 1
Powdered, bbls.	50 lb. 10c
Roast coffee	" "
Light coffee	" "
Yellow	" "
No. 1	" "
No. 2	" "
No. 3	" "
No. 4	" "
No. 5	" "
No. 6	" "
No. 7	" "
No. 8	" "
No. 9	" "
No. 10	" "
No. 11	" "
No. 12	" "
No. 13	" "
No. 14	" "
No. 15	" "
No. 16	" "
No. 17	" "
No. 18	" "
No. 19	" "
No. 20	" "

SYRUPS A
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Guay Barbadoes mo	" "
" "	" "
Choice Barbadoes mo	" "
" "	" "
New Orleans	" "
Antigua	" "
Porto Rico	" "
Guay Barbadoes, bbls.	14 bbls.
" "	1 bbls.
" "	38 lb. pa
" "	25 lb. pa
" "	2 lb. tins, 2 do
" "	5 lb. " 1 do
" "	10 lb. " 1 do
" "	20 lb. " 1 do

TEA.—The
quotes a rise

THE CANADIAN GROCER

The company is growing a crop of this wheat near Lindsay, Ontario, in an endeavor to ascertain whether or not Canadian climate is adaptable for the production of this special species of wheat. The result is still uncertain. That the drink is fast becoming popular is testified by the fact that 8,000 pounds (four tons) of the cereal was recently sold in Montreal in one week. The first day's sales at the fair was over 2,200 pounds. The Dominion Cereal

Manufacturing Co. is the only concern in Canada manufacturing this sort of beverage and the process is patented.

At the present 16 hands are employed at the factory and already extensions are planned. There is a big market ahead of "Cafe Francais."

There were four attendants at this booth which was incessantly besieged with visitors clamoring for a drink of this delicious beverage.

has set in. Singapore prices are rather higher.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " " pockets, 12 1/2 pounds	3 15
" grade c.c., 250 pounds	2 85
" " " 100 "	2 85
" " " 50 "	2 85
" " " pockets, 25 pounds	2 96
" " " " pockets, 12 1/2 pounds	3 05
Tapioca, medium pearl	0 94 0 94 1/2

BEANS AND PEAS.—The market is quiet. Demand is only fair.

Ontario prime pea beans, bushel 2 35
Peas, boiling, bushel 1 50 1 60

EVAPORATED APPLES.—None have appeared on the market as yet.

Evaporated apples, prime 0 98 1/2

MAPLE PRODUCTS.—No changes are reported, and it is not probable any will occur for some time.

Compound maple syrup, per lb	0 44 0 65
Pure Township sugar, per lb	0 47 0 68
Pure syrup, 8 1/2 lb. tin	0 69 0 85 1/2
" " " 10 1/2 lb. tin	0 70 0 78

Canadian Markets and Market Notes.

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

QUEBEC MARKETS

GRAIN

Teas—Advance expected.
Sugar—Firm.
California Dried Fruits—Strong market.

Montreal, Sept. 16, 1909.

Canned salmon has remained fairly steady this week in spite of indications that it would go higher. Sugar has remained firm. Teas are high and in all probability will go still higher. Japanese particularly are scarce. Until the new crop arrives, the dried fruit market will be very bare although it continues active. A few early apples have appeared, chiefly Duchess and Alexanders.

In general, trade is good for this time of year, and prices are comparatively steady.

SUGAR.—Sugar prices are unchanged since the 10-cent rise reported last week. The market is featureless.

Granulated, bags	4 70
" 20 lb. bags	4 80
" " Imperial	4 45
" " Beaver	4 45
Cryst. lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 65
" " " 25 lbs.	5 80
Ref. Mol. in cartons, each	0 35
Crystal diamonds, bbls	5 40
" " 100 lb. boxes	5 50
" " " 50 lb. "	5 60
" " " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 15
" 50 lb. boxes	5 35
" 25 lb. boxes	5 55
Powdered, bbls	4 95
" 50 lb. boxes	5 15
Phoenix	4 70
Eight coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30
bbls granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES.—The demand is not good, but nevertheless is fair for the time of year. No changes in price.

Fine Barbadoes molasses, puncheons	0 38 0 40
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45
Choice Barbadoes molasses, puncheons	0 41 0 43
" " " barrels	0 44 0 46
" " " half-barrels	0 46 0 48 1/2
New Orleans	0 22 0 35 1/2
Antigua	0 30
Porto Rico	0 40
Com syrups, bbls	0 03 1/2
" " 1 bbls	0 03 1/2
" " 3 1/2 lb. pails	1 75
" " 25 lb. pails	1 25
" 2 1/2 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

TEA.—The latest cable from Japan quotes a rise of 1 1/2 cents. Stocks are

light, and receipts are falling off. Season is nearing its close.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans Fine	0 30 0 35
" " Medium	0 25 0 28
" " Good common	0 22 0 25
" " Common	0 20 0 22
Ceylon Broken Orange Pekoe	0 21 0 40
" " Pekoes	0 20 0 22
" " Pekoe Souchongs	0 20 0 22
India Pekoe Souchongs	0 19 0 20
Ceylon greens Young Hysons	0 20 0 25
" " Hyson	0 20 0 22
" " Gunpowders	0 19 0 22
China greens Pingsuey gunpowder, low grade	0 14 0 18
" " " " " pea leaf	0 29 0 30
" " " " " pinhead	0 30 0 50

COFFEE.—The market is weak, but no changes in price are recorded.

Mocha	0 18 1/2 0 25
Rio, No. 7	0 07 0 11
Santos	0 12 0 15

DRIED FRUITS.—The dried fruit market continues active, though at present it is almost bare. The prices of all lines are comparatively steady. The S. S. Bellona is now loading at Denia, and has obtained a full cargo. She is expected to sail for Montreal the 20th inst. The S. S. Jacena, now loading currants at Patras, will be the last direct steamer to Montreal this season.

California fruits have evinced a decided strength, particularly apricots and peaches. Packers are asking an advance on recent quotations.

Currants, fine filiatras, per lb.	0 06 0 07
" " white Patras, per lb.	0 07 1/2 0 08
" " Vostizzas, per lb.	0 08 0 09
Dates	0 04 0 05
Halloweas, per lb.	0 08 0 09
Saisrs, per lb.	0 05 0 05
Raisins	
" Australian, per lb. (to arrive)	0 08 1/2 0 09
" California, choice seeded, 1 lb. pkgs	0 06 1/2 0 07 1/2
" " fancy seeded, 1 lb. pkgs	0 07 1/2 0 08
" " loose muscatsels, 3-crown, per lb.	0 07 1/2 0 08
" " " 4-crown, per lb.	0 08 1/2 0 09
" " sultana, per lb.	0 07 1/2 0 08
Valencia, fine off stalk, per lb.	0 04 1/2 0 05
" " select, per lb.	0 05 1/2 0 05 1/2
" " 4-crown layers, per lb.	0 05 1/2 0 06

SPICES.—Market firmer, but no changes in quotations.

Peppers, black	Per lb.
" " white	0 14 0 20
" " " "	0 20 0 27
Ginger, whole	0 15 0 20
" " Cochin	0 17 0 20
Cloves, whole	0 18 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 13 0 18
Nutmegs	0 20 0 30
Cinnamon, ground	0 15 0 19
" " whole	0 14 0 16

RICE AND TAPIOCA.—The rice market is firm. Higher prices for Rangoon are asked in the primary markets, owing to a large demand from India for rough rice. Tapioca slow sale, but the demand should revive now that cooler weather

CANNED GOODS

MONTREAL.—The demand for vegetables remains constant, but only for small lots. The line of sweet wrinkled peas is small, though the price has remained about the same. Fruits have improved much over last week. Salmon also has been active.

Peas, standard, doz.	95 \$1.02 1/2
Peas, early June, doz.	1.00 1.07 1/2
Peas, sweet wrinkled, doz	1.07 1 1/2 1.12 1/2
Peas, extra sifted, doz.	1.52 1 1/2 1.60
Peas, gallons	3.87 1 1/2 3.92 1 1/2
Beans, doz.	.75 .77 1/2
Corn, doz.	.75 .77 1/2
Tomatoes, doz. (Ontario and Quebec)	.82 1 1/2 .85
Strawberries, doz.	1.37 1 1/2 1.40
Raspberries, 2's, doz.	1.75
Peaches, 2's, doz.	1.65
Peaches, 3's, doz.	2.65
Pears, 2's, doz.	1.60
Pears, 3's, doz.	2.30
Plums, Greengage, doz.	1.50 1.55
Plums, Lombard, doz.	.95 1.00
Lawtonberries, 2's, doz.	1.60

Clover Leaf and Horseshoe brands salmon:

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

Other salmon:

Humpbacks, doz.	95 \$1.00
Cohoos, doz.	1.35 1.40
Red Spring, doz.	1.60 1.55
Red Sockeye, doz.	1.85 2.00

TORONTO.—The canned goods situation is still uneasy with an upward tendency, but no fixed or settled prices. The damage to tomatoes through frost is not worth mentioning and the weather is most favorable and therefore the full supply may be expected.

Beans	75 .80
Corn	75 .80
Peas	.85 1.40
Tomatoes, 3's	.80 .82 1/2
Strawberries, 2's	1.32 1/2 1.37 1/2
Raspberries, 2's	1.60 1.65
Peaches	1.55
Lawtonberries	1.50

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Red pitted cherries, 2's....	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's .....	.85	.90

Clover Leaf and Horseshoe brands 1 lb. falls per doz.	1.72 1/2
1 1/2 lb. flats per doz.	1.15
1 lb. flats per doz.	1.87 1/2

Other salmon prices are:

Humpbacks, per doz. ....	.95	1.00
Cohoos, per doz.	1.40	1.50
Red Spring, per doz.	2.55	2.65
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

- Sugar—Sales brisk.
- Tea—Market firm.
- Spices—Good demand.
- Nuts—Easier prices.

Toronto, September 16, 1909.

The wholesale trade is active and looking forward to a splendid business this fall. The Exhibition visitors who called in to see the men who get all their money, reported good prospects all over. In consequence of their visit a good deal of goods was shipped out this week. On the whole, business is quite satisfactory and hopeful. The sugar trade, although up 10c per 100-lbs. is still brisk and sales have not suffered in consequence. Those who had exhibits at the Exhibition are well pleased with the results and expect increases in their business.

SUGAR—The recent advance in sugar has not in any way affected the sales. The fruit must be taken care of and to do that the sugar is required.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " " " 3 barrels	5 60
" " " " " 100 lb. boxes	5 70
" " " " " 50 lb. boxes	5 80
" " " " " 25 lb. boxes	6 00
" " " " " cases, 20-5 boxes	6 55
" " " " " Dominos, cases, 20-5 boxes	7 55
Paris humps, in 50-lb. boxes	5 80
" " in 100-lb. " "	5 70
" " in 25-lb. " "	6 00
Red Seal.....	7 25
St. Lawrence granulated, barrels	4 85
beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Arcadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbils.	4 45
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 " "	4 55
No. 1 " "	4 45
Granulated and yellow, 100-lb. bags 5c. less than bbils.	4 45

SYRUP AND MOLASSES—The molasses market has not gained its wakefulness yet from its summer slumbers, and prices are not considered. There is considerable on hand waiting to be moved.

Syrups	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " " "	2 85
10 " " " "	2 75
20 " " " "	2 70
Barrels	0 03 1/2
Half barrels	0 03 1/2
Quarter " "	0 03 1/2
Pails, 38 1/2 lbs. each	1 80
" " 25 " "	1 30
Maple Syrup	
Gallons, 6 to case	4 80
" " 12 " "	5 40
Quarts, 24 " "	5 40
Pints, 24 " "	3 00
Molasses	
New Orleans, medium	0 31 0 33
" " bbils.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

DRIED FRUITS—Old raisins, on account of light stocks on hand, are firm and a little higher. Australian new raisins have arrived. These are in

quality similar to the Valencia raisians which are expected to be in, in about three weeks. While the dried fruit market is firm, it is however, the general opinion that they will rule lower than last year.

Prunes	Per lb.
30 to 40, in 25-lb. boxes	0 40 1/2
40 to 50 " " "	0 09
50 to 60 " " "	0 08
60 to 70 " " "	0 07 1/2
70 to 80 " " "	0 07
80 to 90 " " "	0 06 1/2
90 to 100 " " "	0 06
Same fruit in 50-lb. boxes 1 cent less.	

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

Candied and Drained Peels	
Lemon.....	0 10 0 11 Citron..... 0 17 0 20
Orange.....	0 10 1/2 0 12

Figs	
Elemes, per lb.	0 08 0 10
Tapnets, " "	0 03 1/2 0 04
Bag figs	0 03 1/2 0 04
Dried peaches	0 08 0 08 1/2
Dried apples	0 07 1/2
Currants	
Fine Filiatras.....	0 06 1/2 0 07 Vostizzas..... 0 08 1/2 0 09
Patras.....	0 08 0 08 1/2
Uncleaned 1c less.	

Raisins—	
Sultana	0 05 0 05 1/2
" fancy	0 06 0 07
" extra fancy	0 08 0 09
Valencia	0 06 1/2 0 06 1/2
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07 1/2
" 12 oz.	0 06
Dates—	
Hallowees.....	0 05 1/2 Fards choicest..... 0 08
Sairs.....	0 05 choice..... 0 07 1/2

TEA—The tea market has been firm for some time, and several lines have advanced, especially the cheaper grades. Japan is very high, and little can be secured. Business is exceptionally brisk and the tea men are not sleeping.

COFFEE—Business in coffee is steady, with a fair average demand, and there is nothing in sight to cause any excitement.

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

RICE AND TAPIOCA—There is nothing to report except the ordinary regular order trade. There are no changes in the prices.

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

SPICES—The spice men were reported last week as being in their harvest. This week they are too busy to talk to you, except to say that they are very busy and things are lovely.

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

NUTS—There is very little doing in nuts, and prices are easy with a decline in some lines.

Almonds, Formigetta.....	0 12 1/2
" Tarragona.....	0 11
" shelled.....	0 28 0 30
Walnuts, Grenoble.....	0 13 1/2
" Bordeaux.....	0 11
" Marbots.....	0 11 1/2
" shelled.....	0 23 0 25

Filberts.....	0 12 0 12 1/2
Pecans.....	0 16 0 18
Brazils.....	0 15
Peanuts.....	0 10 0 12

BEANS—There will be very little done in beans until the new crop comes in. The old stock is nearly all used up and sales are only in small quantities.

Beans, per bushel.....	2 25
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TEA PRODUCTION AND TRADE OF INDIA.

The area under tea in all India during the year 1908 was 544,937 acres, producing 246,722,551 pounds. In value the exports of tea from India during 1908-9 amounted to \$33,743,627, or 7.2 per cent. of the total of all exports of merchandise from the country. The United Kingdom took 177,259,000 pounds; Russia, 18,552,000 pounds; Australia, 8,998,000 pounds; China, 6,770,000 pounds; and the United States, 2,139,000 pounds of the tea exported. There was an increase of 7,934,000 pounds in sales to the United Kingdom, 3,145,000 pounds in sales to Russia, and a decrease of 1,979,000 pounds in

SULTANA RAISINS A GOOD CROP.

Ernest L. Harris at Smyrna, sends a report dated July 26, to the effect that this season's crop of raisins in that Turkish district is estimated at 1,200,000 kintals (145,230,000 pounds), against 900,000 kintals (108,922,500 pounds) last year, the vines being overcharged with fruit. The quality is not yet definite, as weather conditions in July and August have great influence on the crop. It is feared that prices of sultanas this year will be very low on account of the large crop, but the Ottoman Government has proposed to submit to Parliament a law prohibiting the exportation of sultanas of inferior quality, so as to sustain prices, and give a chance for the introduction of alcohol manufacturing industries.

PERSONALS.

Archibald Snowden, of Snowden and Ebbitt & Co., Montreal, called upon the trade in Toronto and Hamilton last week, and while in the former city visited the Toronto office of The Canadian Grocer.

Frederick Fowler, an Ottawa grocer, visited the Canadian National Exhibition last week and while there called at the Toronto office of The Canadian Grocer.

H. G. E. Choate, son of A. F. Choate, general merchant, Warsaw, Ont., visited Toronto over the week-end on a business trip. He also spent a day at the Canadian National Exhibition.

Wm. Meen, better known as Billy Meen, who has been assistant manager for Minto Bros., Toronto, for some time, is returning to the road again for the same firm, owing to his health becoming impaired by close confinement. Not only the firm's customers, but his associate travelers, will be glad to welcome him again. He begins his trips next Monday.

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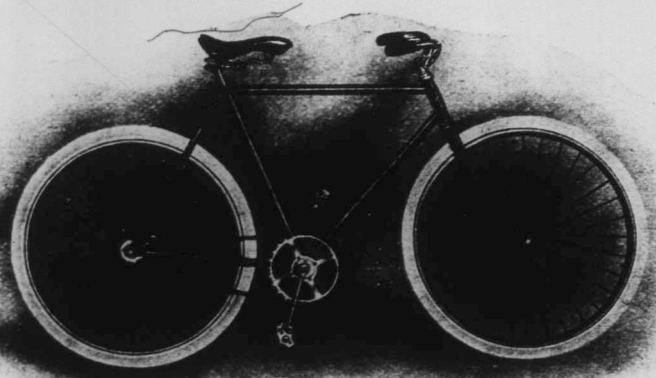
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It is a first-class wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

Regular	Option	Regular	Option
Frame.....22-inch	.....20, 24 and 26-inch	Pedals..Rubber 3¼-inch	.....3¼-inch or 4½-inch Rat Trap.
Finish.....Black		Crank.....7-inch	
Chain.....3-16 inch. Block.		Saddle.....No. 15.....	No. 14, 11, 17.
Gear.....77.....	.....72, 80, 87.	Tires..1½-inch Dunlop.....	1 5-8-inch Dunlop or Hartford single tube
Handle-bar.No. 20, Adjustable.		Wheels.....28-inch, with striped rims.	

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

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

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GRANULATED SUGAR.

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THE CANADIAN GROCER
TORONTO, CANADA

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- IF you want to rent your store.
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- IF you want to buy a store.

**THEY
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See page 20.

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THE CANADIAN GROCER

tail interests; improvements in the law affecting retail merchants; the collection of debts for members; the providing of club conveniences for members and friends; the supplying of information regarding persons seeking employment in the retail business; the recovering by suit or action in the name of the association of all subscriptions and penalties due under any by-law. In the meantime the business of the association is being carried on in the old rooms of the association, in the Travelers' Building. The work of Acting-Secretary Clark has been generally commended by the merchants with whom he has come in contact, and it is pleasing to note the general harmony that prevails in every phase of the work of the association.

D. W. Buchanan, of the Buchanan nurseries, St. Charles, Man., called at the Winnipeg office of The Canadian Grocer recently. Mr. Buchanan's name is perhaps the most familiar one in the sphere of horticultural experimentation in Canada. He produced nine varieties of plums, which he had cultivated, by crossing the wild native plum with other varieties. The plums are declared by experts to compare favorably with the celebrated "American." Dr. Saunders, of the experimental farm, Ottawa, is highly pleased with Mr. Buchanan's achievement, and says that the new variety will grow luxuriantly anywhere. When these varieties become propagated, it will only be a matter of about three

years when the local market can be supplied with Manitoba grown plums.

The great rush of the day among the retailers is in the fresh fruit trade. Until recently the preserving has been decidedly limited, owing it is thought, to the supposition that housekeepers have been waiting for the time when cheaper fruit would be obtainable. The price, however, is not lower than in previous years, in spite of the extra attempts to have it so. One thing, however, is noticeable, and that is, the quality of the Ontario fruit is greatly improved. If the Western and Ontario co-operative Company has not been successful in landing fruit at lower prices than heretofore paid, they have been successful in establishing a new record in handling Ontario fruit, and in landing it in good condition. The C. P. R. some time ago negotiated with the British Columbia fruit growers in order to perfect the facilities for fruit transportation from that province. As far as distance is concerned there is no reason why fruit from Ontario could not be brought in as well as from the western province. And if the Ontario shippers have secured the assurance of more rapid and perfect transportation from the railways, the western provinces should be more liberally supplied with fruit than ever before.

A permit has been granted G. F. & J. Galt, wholesale grocers and tea importers, for the construction of a six storey warehouse and basement on a prominent

corner in this city. The building will be 92 feet by 80 feet in dimensions.

J. Patterson has been granted the tender to supply groceries to the isolated hospital for one year. Those who tendered were asked to state their price for each individual article to be supplied, and although Mr. Patterson did not make any sacrifice, his items totalled considerably less than any other merchant.

W. Harbing, chief clerk in the employ of the J. G. Hargrave Grocery Company, returned last week from a trip to the coast. Mr. Harbing strongly recommends a brief holiday for all grocery clerks.

W. Flavelle and A. E. Silverwood, of Flavelle's Ltd., wholesale produce merchants, London, Ont., were in the city last week, reviewing the produce trade. It is rumored that the London Company may open a branch in Winnipeg.

Mr. Baird, of Christie-Brown Co., Toronto, and Walter Woods, of Hamilton, called on retailers last week.

MANITOBA MARKETS

Corrected by Telegraph.

POINTERS—

Advances—Sugar, peas, walnuts.
Declines—Corn syrup, rolled oats.
Firm—Valencia raisins.
Weaker—Evaporated apples, canned fruits.

Winnipeg, Sept. 16, 1909.

There are a few important changes in this week's quotations, mostly due to

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The choicest fish are secured, and then they are scientifically packed in pure oil by experts.
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THE CANADIAN GROCER

new crop harvests and new crop outlooks. Perhaps there is no time in the year when the output is as large as at present. The extended period of beautiful weather is good for the farmer, and harvest supplies continue to go out in large quantities. The various construction camps in every part of the country have been a constant drain on the wholesalers. The fact is that the weather has been so favorable to the farmer that he has had little time to visit the merchant regularly. The consequence is that little money is coming in and the merchants have not finished ordering their later fall and winter stocks. The season will be comparatively long this year and the usual fall business will be prolonged into the winter months.

Housewives have delayed their preserving duties in the hope of getting cheaper fruit, and many are disappointed; the result is that there is a great rush in the fruit line at present before the season closes. Prices are quite firm, but large quantities are moving. The preserving means a good trade in sugar and this has tended to advance the price that was quoted last week.

SUGAR—We quote an advance of 10 cents on all sugar. The market has been strong for some time previous to the rise.

Montreal and B.C. granulated, in bbls.	5 25
" " " in sacks.	5 20
" yellow, in bbls.	4 95
" " in sacks.	4 80
Leing sugar, in bbls.	5 85
" " in boxes.	6 05
" " in small quantities.	6 10
Powdered sugar, in bbls.	5 65
" " in boxes.	5 85
" " in small quantities.	6 35
Lump, hard, in bbls.	6 05
" " in boxes.	6 15
" " in 100-lb. cases.	6 15

SYRUP AND MOLASSES—A decline has just taken place in syrup. Both brands maintain a uniform price. The trade is good and lower prices may stimulate the output. The new crop of corn is the cause of the break.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case.	2 20
" " 5-lb. tins, per 1 " " "	2 60
" " 10-lb. tins, per 1 " " "	2 45
" " 20-lb. tins, per 1 " " "	2 50
" " 1 barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case.	2 20
" " 5 " " " 1 " " "	2 60
" " 10 " " " 1 " " "	2 45
" " 20 " " " 1 " " "	2 50
Barbadoes molasses in 1-bbls., per gal.	0 50
Porto Rico molasses in 1-bbls., per gal.	0 60
Gingerbread molasses, 1-bbls., per gal.	0 40
New Orleans molasses, 1-bbls., per gal.	0 36

FOREIGN DRIED FRUITS — Last week's declines in prunes and currants remain unchanged. Valencia raisins are much firmer, owing to a shortage in the much firmer. Owing to an advance in the new crop an advance of a shilling per 100 lbs. is reported. It is assumed that the advance will be made on the market before the new goods arrive.

Smyrna Sultana raisins, cleaned, per lb.	0 06
" " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28 s.	1 50
" " " " " " 28 s.	1 70
" " " " " " layers " 28 s.	1 80
California raisins, choice seeded in 1/4 lb. packages	0 05
" " " " " " per package	
" " " " " " fancy seeded, in 1/4 lb. packages	0 06
" " " " " " per package	
" " " " " " choice seeded in 1/4 lb. packages	0 07 1/2
" " " " " " per package	
" " " " " " fancy seeded in 1/4 lb. packages	0 08
" " " " " " per package	
Raisins, 3 crown muscatsels, per lb.	0 05 1/2
" " " " " " " " " " " " " " "	0 06 1/2

Prunes, 90-100 per lb.	0 04 1/2
" " 80-90 " "	0 05
" " 70-80 " "	0 05 1/2
" " 60-70 " "	0 06
" " 50-60 " "	0 08 1/2
" " 40-50 " "	0 08
" " 30-40 " "	0 08 1/2
Silver prunes.	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" " dry, cleaned, Filatras, per lb.	0 06 1/2
" " wet, cleaned, per lb.	0 07 1/2
" " Filatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08 1/2
Peaches, standard, per lb.	0 07 1/2
" " choice.	0 08
Appricots, standard, per lb.	0 14
" " choice, per lb.	0 14 1/2
Plums, black pitted, per lb.	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 07

MAPLE PRODUCTS—Local retailers are pushing off old sugar stocks at present at a low figure. The syrup market is injured by the mapleine, which sells at a lower price. As a consequence little of the genuine is moving.

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

HONEY — Wholesalers have their stocks in and it is mostly Ontario production. The Manitoba product, although acknowledged to be slightly superior in quality, has the same market as the Ontario. The following prices prevail:

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

CORNMEAL—These figures have remained unchanged for some time. The trade is quite good generally.

Cornmeal, per sack.	2 15
" " per 1/2 sack.	1 08
" " per bale (10, 10 1/2).	2 45

NUTS—Shelled nuts have rarely been so high before on the western market. Walnuts are up 1c, and almonds are still firm. Sales are heavy.

Shelled Walnuts, in boxes, per lb.	0 24
" " small lots, per lb.	0 25
" Almonds, in boxes, per lb.	0 32
" " small lots, per lb.	0 34
Peanuts, Virginia, per lb.	0 10 1/2

ROLLED OATS—Prices are again lower, owing to new and heavy crops. It is expected that quotations will be comparatively moderate for some time in this line.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 20
" " " " " " 80	2 25
" " 20 " " " " 80	2 35
" " 8 " " " " 80	2 55

BROOMS—Wholesalers are asking \$3 to \$3.25 for their cheaper brooms. The market in all lines is weaker, and gradually the old prices will be restored.

RICE AND TAPIOCA—

Japan rice, per 100 lbs.	3 50
Pearl tapioca, per lb.	0 04 0 04 1/2

QUAKER OATS—

Family size.	5 00
Quaker oats, 36 packages.	3 50
Quaker toasted cornflakes, 24 pkgs.	2 00
Pettijohn breakfast food, 18 pkgs.	2 25
Puffed rice in bbls., per lb.	0 22

EVAPORATED APPLES—The price of evaporated apples is expected to break shortly. The new crop will compel the market to weaken. The price to-day is 8 1/2c per pound. Wholesalers are endeavoring to disperse their stocks at this price.

BARLEY—

Pot barley, per sack.	2 60
Pearl barley, per sack.	2 65
" " " " " " per 1/2 sack.	1 50

BEANS—

3-lb. picker, per bushel.	2 55
Hand picked, per bushel.	2 65

CANNED FRUITS—In a general way the following are the prices that are prevailing in these lines. As reported before, each wholesaler has his own price and no standards can be quoted:

Apples, 3s.	1 20
Blueberries, 2s.	1 00
Peaches, 2s.	1 85
Pears, 2s.	1 75
Plums, Lombard, 2s.	1 00
Raspberries, red, 2s.	1 60
" " black, 2s.	1 80
Rhubarb, 2s.	1 80
Strawberries, 2s.	1 40

FRESH FRUITS AND VEGETABLES—The trade in fruits has revived greatly within the past few days. The closing rush of the preserving season is on at the present time. Stocks of vegetables are heavy.

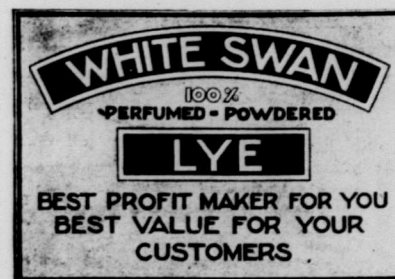
New potatoes, per bushel.	0 45
Native cauliflower, per dozen.	0 75
Native cabbage, per lb.	0 01
Native green beans, per lb.	0 04
Native celery, per doz.	0 40
Native beets, per bushel.	0 60
Native lettuce, per doz.	0 20
Native onions, per doz.	0 20
Native radishes, per doz.	0 20
Native cucumbers, per doz.	0 20
Ontario tomatoes, per basket.	0 30
Green corn, per dozen.	0 12
Oranges.	5 75 4 00
Lemons.	5 50 6 00
Pears, per basket.	0 75
Plums, Ontario, per basket.	0 75
Peaches, per basket.	0 75
Melons.	4 50 5 00
Apples, Ontario, per bbl.	4 50
" " American, per bbl.	5 50 6 00

MEATS—

Clark's 1 lb. pork and beans, plain, per case.	2 70
" " " " " " " " " "	2 30
" " 3 " " " " " " " "	2 90
" " 1 " tomato sauce, per case.	2 70
" " " " " " " " " "	2 30
" " 2 " " " " " " " "	2 70
" " 1 " Chili " " " " " "	2 30
" " 2 " " " " " " " "	2 70
" " 3 " " " " " " " "	2 90
Soups, per doz.	1 20
Corned beef " 2s per doz.	2 70
" " 1s per doz.	1 50
Roast beef, 1s, per doz.	2 70
" " 2s " " " "	2 70
Potted meats, 1s, per doz.	3 50
Veal loaf, 1/2 lb., per doz.	1 25
" " 1 lb., " " " "	2 30
Ham loaf, 1/2 lb., " " " "	1 25
" " 1 lb., " " " "	2 30
Chicken loaf, 1/2 lb., " " " "	1 25
" " 1 lb., " " " "	2 30
Sliced smoked beef, 1/4 lb. tins, per doz.	2 65
" " 1 lb. tins, " " " "	2 65
" " 1-lb. glass, " " " "	2 45
English brawn, 1s, per dozen.	1 60
" " 2s, " " " "	2 70
Cambridge sausage, 1s, per dozen.	2 45
" " 2s, " " " "	3 30
Geneva sausage, 1s, per dozen.	3 30
" " 2s, " " " "	3 60
Boneless pig's feet, 1s, per dozen.	1 60
" " 2s, " " " "	2 70
Lunch tongue, 1s, per dozen.	3 30
" " 2s, " " " "	6 00

BUTTER—This commodity is in fairly good demand, particularly the No. 1 dairy, which is jobbing just now for about 21c. No. 2 is moving from 16c to 17c per lb. The creamery, which always has a good market, is 24c to-day.

EGGS—The fresh laid candled eggs are 24c per dozen to-day. The demand for eggs is good, notwithstanding the uncertain quality. The first order for southern eggs left the city last week.



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Winnipeg

Buffalo Brand Rolled Oats

We are open to quote to Eastern dealers for shipment last half September, all October and November.

YOUR ENQUIRIES WILL HAVE OUR PROMPT ATTENTION

NICHOLSON & BAIN Winnipeg

Agents for The Dow Cereal & Milling Co., Pilot Mound, Man.

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

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg



Talking to the Point


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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

WE PREDICT AN ADVANCE
IN PRICE OF

EASIFIRST SHORTENING



Present price 10½c. tierce basis. Figure what you will save compared with Pure Lard at present prices.
Get your order in this week.
Many users of EASIFIRST have discontinued handling Pure Lard entirely and have better satisfaction.

IT'S WORTH YOUR WHILE TO TRY IT.

GUNNS Limited Pork and Beef Packers
WEST TORONTO


LARD

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


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

F. W. Fearman Co.

LIMITED
HAMILTON, ONT.



TRURO QUALITY BRANDS



TOP
THE WORLD
FOR QUALITY

Reindeer Milk
and
Jersey Cream

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

Breakfast Bacon Skinned Backs Hams and Rolls Pure Lard

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

The WM. RYAN CO.

LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East TORONTO

Produce

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Produce and Provision Situation of the World

TORONTO.

Few Hopes for Packers in Getting a Sufficient Supply of Hogs
—Not Enough Stock Fed on the Farm—Surplus of Butter on Hand—Cheese Prices High.

Hopes for more liberal supplies of hogs at lower prices must be abandoned for the present, and likely for some time to come. Hogs are not in the country to supply the requirements of the packing houses to meet the constantly and rapidly-growing demand for cured meats, and farmers, in spite of the high price, are disposed to go largely into hog-raising. The high price of feed tempts them to sell the grain, and save them the trouble of feeding swine.

This, however, must be drifting away from the best methods of farming. The custom of selling everything off the farm followed by the farmers years ago, until they found that their land was so exhausted that it was impossible to raise any crops. A better system was introduced, and more cattle, sheep and pigs were kept, and the grain fed on the farm and returned to the soil. This improved the land to such an extent that farmers are now raising more than double what they did then. The present generation is now reaping the benefit of the lessons learned by their fathers and not forgetting that they are in danger of drifting back into the same unfortunate condition again.

Hogs are now selling at country points throughout Ontario at \$8.25 per 100 lbs. live weight. This, at even the high prices of feed, which, however, is grown by the farmers themselves, must leave a fattening profit to them, to say nothing of the value which goes back to the land.

The butter market is now, and has been for some time, waiting for something to turn up. That the large surpluses of our butter, which is not required for our local needs, is still on the hands of dealers and makers, must be admitted, and unless some foreign demand springs up to take this from our hands, we may have a repetition of last year's experience. The English market just now is ready to take some, but our prices are just a few cents above their idea of the value of it. In a very short time they will look for fresh supplies from Australia and New Zealand, and if the prospects materialize they will have there a large increase in their production.

Cheese is very much in the same position. Prices during the whole season have been at a point where it required an extra strain to reach them. As our cheese, however, as a rule, will be required in England at some time during the year, it stands in that respect on a better ground than our butter.

MONTREAL.

PROVISIONS.—The market is quiet. Supplies are short, which has caused a slight rise in some of the lines. It is expected prices will be easier shortly.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 15½
Cases, tins, each 10 lbs., per lb.	0 15½
“ “ 3 “ “ “ “ “ “	0 16
Pails, wood, 20 lbs. net, per lb.	0 15½
Pails, tin, 20 lbs. gross, per lb.	0 15½
Tubs, 50 lbs. net, per lb.	0 15½
Tierces, 375 lbs., per lb.	0 15½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 09½
Cases, 10 lb. tins, 60 lbs. to case, per lb.	0 10½
“ “ 3 “ “ “ “ “ “	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10½
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 50 lbs. net, per lb.	0 10
Tierces, 375 lbs., per lb.	0 09½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 00
Canada short cut back pork, bbl. 45-55 pieces	26 50
Heavy clear pork, bbls. 20-35 pieces	28 00
Heavy clear fat backs, bbl. 40-50 pieces	29 00
Heavy flank pork, bbl.	26 00
Plate beef, 100 lb bbls.	7 00
“ 200 “	13 50
“ 300 “	20 01
Dry Salt Meats—	
Green bacon, flanks, lb.	0 13½
Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 13½
Large sizes, 18 to 25 lbs., per lb.	0 14½
Medium sizes, 13 to 18 lbs., per lb.	0 15½
Extra small sizes, 10 to 13 lbs., per lb.	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16
“ “ small, 9 to 12 lbs., per lb.	0 16½
Breakfast bacon, English, boneless, per lb.	0 17
Windsor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 15
Picnic hams, per lb.	0 09
Hogs, live, per cwt.	9 25
“ dressed, per cwt.	13 00

BUTTER.—Creamery butter is higher in the country, owing to the decrease in make, and competition among some buyers to secure stocks while the market is at present level. Apparently stocks are accumulating here and it is difficult to say how the market will shape later on. Dairy butter is in slow demand. The total receipts for the week were 13,522 packages as against 12,791 packages for the corresponding week last year. The total receipts for this season are 308,211 packages as against 281,581 packages same period 1908.

Creamery, solids, lb.	0 24
Creamery prints.	0 24½
Dairy, tubs, lb.	0 18 0 20

CHEESE.—Several large shipments have slightly lowered the price of large westerns. Otherwise the market is unchanged. Receipts this week 87,813 boxes as against 73,441 boxes same week last year. For the season they have been 1,367,979 boxes as against 1,320,455 boxes same season 1908.

Quebec, large	0 11½
Western, large	0 12
“ “ twins	0 12½ 0 13
“ “ small, 20 lbs.	0 12½ 0 13
Old cheese, large	0 15 0 16

EGGS.—Eggs are in good demand this week at present prices. Deliveries continue free with not much change in quality.

Receipts for the week are 5,727 cases as against 5,124 cases same week last year. Total receipts for the season are 155,821 cases as against 156,087 cases same period last year.

Selects, dozen	0 27
No. 1, dozen	0 23 0 24
No. 2, dozen	0 18 0 19

HONEY.—There are no changes in prices this week. From indications there will be plenty of buckwheat. It is notable that what has been offered is in large quantity only.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

PROVISIONS.—Hogs are again higher, and as a natural consequence prices of several lines of cured meats have advanced from ½ to 1c. per lb. Lard especially is scarce and higher. “Will this high price affect the consumption?” was asked by The Grocer representative. “Not a bit, I never saw as good a demand in my life,” was the reply.

“Well, do you call these good times?” “I do not,” said the manufacturer, “I think the ordinary working people as well as the business men have a hard struggle to make things meet. The farmer is king now.”

Long clear bacon, per lb.	0 14½ 0 15
Smoked breakfast bacon, per lb.	0 15 0 16½
Roll bacon, per lb.	0 13½ 0 14
Light hams, per lb.	0 15½ 0 16
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13½ 0 14
Shoulder hams, per lb.	0 12 0 12½
Backs, plain, per lb.	0 17½ 0 18
“ pea meal	0 18½ 0 19
Heavy mess pork, per bbl.	23 00 23 50
Short cut, per bbl.	25 00 26 50
Lard, tierces, per lb.	0 14½ 0 15
“ tubs	0 15 0 15½
“ pails	0 15½ 0 16
“ compounds, per lb.	0 10 0 11½
Live hogs, f.o.b.	8 50
Dressed hogs	12 00

BUTTER.—Good butter is in fair demand, but lower grades are offered for less money. Prices are practically the same as last week.

Fresh creamery print	Per lb. 0 23 0 24
Fresh creamery solids	0 21½ 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE.—The local demand for cheese is fair but not what it ought to be. At the high prices of many articles of food, cheese is below its value, and should be more largely used. Prices are unchanged.

Cheese, new, large	0 12½ 0 12½
“ “ twins	0 12½ 0 13

EGGS.—Eggs are firm and some are asking 26c. for good stock. The receipts, as usual at this time of the year, are gradually growing smaller each week.

Fresh eggs	0 24 0 25
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POULTRY.—A very noticeable increase in the receipt of poultry takes each week, and prices are well maintained. Demand is good.

Early spring chicken, alive, per lb.	0 13
Spring chicken, dressed	0 14 0 16
Hens, per lb. dressed	0 14
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 13 0 14
“ “ dressed	0 15 0 16
Old ducks	0 08

HONEY.—There is considerable honey coming in, but prices are firm and high. The honey men at the Exhibition report that their sales were much below last year. This may be owing to the fact that the people of the city are learning that all honey is pure and can as well be bought from their grocers.

Honey, 5-lb. pails	0 60
“ “ 10-lb. pails	1 15
“ “ 60-lb. cans, per lb.	0 10½ 0 11

[Editorial Note].—“Subscriber” who referred in last week's issue of The Grocer to the article of M. Moyer, apparently made a slight error. The reference to “bonusing babies” was not made by Mr. Moyer, but was contained in another article written by a consumer, and which followed directly after Mr. Moyer's story on “The Policy of Retailers Going Out for Orders.”

New Ontario Merchants Lead in Store Equipment.

F. C. Preston, & Co., Haileybury, Have Latest Methods for Holding and Increasing Trade—Exclusive Cash Trade Necessitated by Drifting Population—Up-to-Date Bin Fixtures, Show Cases and Shelving—Carry Dry Goods as Well.

Haileybury, Ont., Sept. 13.—General merchants in old Ontario must not go away with the idea that there are no up-to-date stores in the north. Right here in Haileybury—a thriving New Ontario town—practically discovered but yesterday—there is a retail store second to none north of Toronto.

It belongs to F. C. Preston & Co., and is laid out in modern style and fitted up with the most modern equipment.

The F. C. Preston Co., although only in business for the past twenty months, have worked up a splendid trade.

Their store is a solid pressed brick building, handsomely fitted with the latest bin fixtures and sectional show cases

In coming to this section of the country he has been very successful, and that success he attributes to the running of a cash business.

The fact that Haileybury is located in a mining district makes it practically necessary to do a cash business. So many come so suddenly and leave similarly that credit to them would be disastrous.

A Splendid Interior.

F. C. Preston & Co. pride themselves in having one of the best-appointed grocery departments in the north—in fact, the fittings, as the accompanying illustration implies, are not excelled in any of the large city stores. The size of the



Handsome Interior of the Grocery Department of F. C. Preston & Co., Haileybury, New Ontario.

and shelving. The block is electric lighted and steam heated.

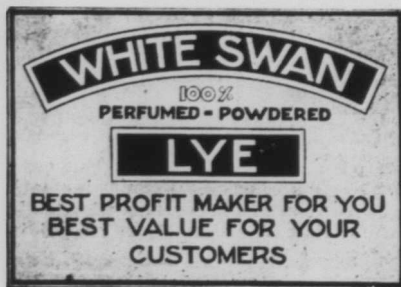
Do Cash Trade Only.

Since coming to Haileybury, the company have carried on a strictly cash business. They carry on hand at all times an average stock of about \$10,000 in groceries. This may seem a rather large stock for the population of this town, which is only between four and five thousand people, but owing to the large floating population that is constantly coming and going, this being the great distributing point, they have to carry a large stock.

F. C. Preston has had some eighteen years' experience in the general store business, having been associated with the Playfair-Preston Company, of Midland.

department is 18x80 feet, with a 14-foot ceiling.

The company has also a large dry goods and men's furnishing department. The size of the whole store is 50x80 feet.



BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



RICHARDS

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

Gustard Powder

The BIG Two-Power 5c. pkg.

Manufactured only by

EDWARD J. NATION & CO.
BRISTOL, ENGLAND

WE STOCK IT

W. H. ESCOTT

Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your

APPLE BARREL

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

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE

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

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disinfecta
as good"
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Sell

BENEFIT

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Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE**?



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Sell Clark's Meats

BENEFIT BY CLARK'S ADVERTISING

All the benefit of Clark's liberal advertising comes through the grocer.

If you are not handling Clark's Meats you are losing the benefit of all this advertising.

You are also disappointing customers who ask for Clark's Meats.

There is not a single reason why you should not handle Clark's Meats, and the most substantial one of all why you should—**IT WILL PAY YOU.**

Clark's Pork and Beans

Clark's Mince Meat

Clark's Tongue, Ham or Veal

Clark's Ox Tongue

Clark's Sliced Smoked Beef

Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

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

WRITE FOR SPECIAL PRICE LIST.

WM. CLARK, - MONTREAL

Manufacturer of High Grade Food Specialties

Be Careful About Your Salmon!

The scarcity this year will result in the packing of much salmon which will not be up to usual quality.

To ensure your getting reliable salmon, the kind your customers want, order

QUAKER BRAND SALMON

Only the choicest fish from the Fraser and Skeena Rivers find their way into the tins bearing the QUAKER label.

SECURE PRICES FROM

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

CANADA ON THE ALERT.

Trade Between This Country and South Africa Recognized by United States Authorities.

Edwin S. Cunningham, Durban, South Africa, writing from a United States standpoint in reference to the efforts of the Canadian government to promote trade between Canada and South Africa says:

"The Canadian government is on the alert to obtain as much of the South African trade as possible for its manufacturers. It is fully alive to the fact that this trade will be a very important one in time, and the appointment of a trade commissioner, with headquarters in Durban, for Natal, Transvaal, Orange Colony, Portuguese, and British East Africa, gives notice to the rest of the world that it is the intention to place the Canadian exporter in possession of as great an amount of information as is possible to obtain as to the trade conditions existing in this district, so that he may avail himself of the lower freight rate on certain articles made pos-

sible by the Canadian-Cape Direct Steamship Line.

"Many articles are carried by this line from St. John to Durban at a cheaper rate than they are carried from New York. Besides this, Canada being a reciprocating British colony, obtains a preference in the matter of duty upon her merchandise shipments. There is no doubt that American business will increase, or at least hold its present proportions in South Africa, but with an American line of steamers a trade between American ports and South Africa would materially increase.

"The value of imports into British South Africa from Canada in 1907 was \$1,927,528, and in 1908, \$2,055,445. The imports into Natal for the same two years were \$723,356 and \$557,726, respectively."

WEDNESDAY HALF HOLIDAY.

Some Toronto Grocers Want it the Whole Year Round—Their Reasons for it.

Toronto, September 15.—Some of the grocers who had their stores closed on Wednesday afternoon during June, July and August, and suffered no loss are now considering whether it would not work to have them closed not only during these months but during the whole year.

They claim that the ordinary laboring people who work no harder than they do, get a half holiday each Saturday, but as they could not ask for the Saturday they should have the half holiday each Wednesday. They also claim that during the winter, there would be no fruit to spoil and that nothing would interfere with business as it does in the summer.

They also say that it takes several months to get customers used to the store being closed, and if they were closed all the year on Wednesday afternoons they would find no difficulty. While these are discussing the advisability of weekly half holidays, there are others who are opposed to it entirely. They never close on any Wednesday. The trouble therefore would be to get them united.

However, those who close through the summer state that as soon as their customers get used to it, they lose no business. If this is the case it would show that the general public would sympathize with the merchants and govern themselves accordingly in making their purchases.

FIX RETAILERS' SUGAR PRICES.

B. C. Sugar Refining Company Issue Ultimatum to the Trade.

Vancouver, September 14.—The latest move in the sugar situation here is the ultimatum by the B. C. Sugar Refining Company that the dealer who sells its product shall sell it at a certain price come of the bringing here of sugar manufactured by no other firm. This is the outcome of its bringing here of sugar manufactured by the Glebe Company, of Greenock, Scotland. This has always been sold at 25c cheaper than the British Columbia product. Last week mention was made of a step by the B.C. Sugar Refining Company to meet this opposition.

In issuing the following circular to the trade, the B.C. Sugar Refining Company increase the price of sugar half a cent per pound: "The sugar covered by this invoice is sold to you under the conditions that it be not resold to the consumer at less than the following fixed prices, viz.: standard granulated in 10 lb. bags, \$6; standard granulated in 20 lb. bags, \$1.25, and further that no sugar is bought or sold by you other than that manufactured by the B. C. Sugar Refining Company, Ltd., and in case both of these conditions are not adhered to, further orders for sugar will be accepted from you."

The increase in the price of sugar is from \$5.50 to \$6 per 100 pounds, which is 75c more than the imported article.

TRADE NOTES.

M. J. Lavigne, grocer, Hull, Que., is dead.

David Durie, butcher and grocer, Toronto, died recently.

The Canada Pottery Co., Iberville, Que., has incorporated.

Beauchemin, McDuff & Co., grocers, Montreal, have dissolved.

James Murphy, general merchant, Mitchell's Bay, Ont., is dead.

Jos. D. McCleary, general merchant, Berwick, Ont., assigned to G. I. Goss.

The Nickel Plate Stove Polish Co., Windsor, Ont., has obtained a charter.

A. Grosland, general merchant, Hudson, Alta., has sold to Johnston & Hurum.

The Winona Fruit Growers, Limited, Winona, Ont., is a new Ontario company formed to grow and deal in fruit.

H. H. Cole and W. W. West, general merchants, Almonte, Ont., sustained losses by fire recently. They were insured.

W. W. Wallace, lately of Toronto, but more recently of Entwistle, on the new line of the G.T.P., has opened a grocery business in Stratheona, Alta., in the store building, on the corner of Whyte and Fourth street east. Mr. Wallace has been impressed with the possibilities of Stratheona as a centre of importance and has gone into the grocery line with the expectation of making the business pay and at the same time giving his customers the benefit of close and particular buying.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

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.

EPPS'S **GRATEFUL AND COMFORTING**

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

COCOA


NUTRITIOUS AND ECONOMICAL

So go The they it tie how

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PROGRESSIVE



DIGNARD, L.

PR

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Some Grocers have decided that it is not good business to import Fancy Biscuits

They do not question the quality of Fancy European lines—*before shipment*. But, they know that a long sea voyage depreciates the flavor of any food stuffs. Besides, it ties up cash in considerable quantities placing long orders months ahead. That's how they argue the point. They stock

CHRISTIE FANCY BISCUITS

because Christie's are immensely superior in *Quality, Purity, Nutriment* and lasting *Goodness* to any fancy lines baked on this continent. Our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, et cetera, are equal in every quality that makes for biscuit perfection to the best fancy lines in the old lands. Then our fancy goods have the merit of freshness. You can get them when you want them.

N.B.—Our latest fancy lines "Madeira Mixed" and "Cherry Rings" are the delight of biscuit connoisseurs.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our
VILLAGE
Biscuit
retails
3 lbs. for
25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

— PROFITABLE BISCUITS —

Sell them. It does not pay to sell biscuits that do not yield you a profit any more than it pays you to sell any other goods at cost. All our biscuits, very high quality, yield you splendid profits.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

If you are not quite satisfied with the receipts from your candy counters, put in a line of

Cowan's

Maple Buds, Cream Bars and Chocolate Confections

—Nut Milk Chocolate, Chocolate Croquettes, Milk Chocolate Sticks, and the rest, and note the improvement.

Pure, wholesome—Cowan's please almost everybody.

The Cowan Co., Ltd.
Toronto



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

PROVINCE OF ALBERTA, Tees & Perse, Calgary and Edmonton

By Royal



Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

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The flour
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presents.

FLOUR
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Winter wheat pat
straight rollers, b
Extra, 1 lb.
Royal Household,
Glenora, 1 lb.
Manitoba spring
strong
Two Roses, 1 lb.
Harvest Queen, 1 lb.

FEED—N
this market.

Ontario bran, per
Manitoba shorts,
bran, pe
Monillie, milled,
straight
Feed flour, 98 lb.

ROLLED
Market is st

Flour, Cereals and Confectionery Department

Millers Paying More for Wheat but Flour Prices Remain as Last Week—Some Figures About the World's Supply—No Change in Cereal Products—Good Demand for Confectionery.

The flour and wheat situation is still an unsettled condition. The old stock is pretty well exhausted and the new stock has hardly begun to move. According to the Hungarian estimate of the world's supply, this year's wheat crop exceeds last year by 262 million bushels. If this estimate is anything like correct, and the world's daily need is 1,400,000 bushels, then this surplus would feed the world 180 days, and the entire crop of this year would feed the whole world for over 6 years if we did not grow another bushel. This will probably explain why dealers in spite of all the newspaper reports are acting cautiously and according to their own judgment. Reports when figured out very often show their absurdity. At the Canadian National Exhibition an enthusiastic demonstrator made the statement that they served 30,000 people in one day with a little lunch. This would mean that, if they kept going for 8 hours, 62 people had to enter the booth, sit down, eat the lunch and get out again every minute.

Besides the uncertain reports, millers are taking this time of the year to repair their mills, which also has an effect on the market. Farmers are yet too busy to bring out much wheat, and in order to get supplies, millers in some places are paying \$1.02 which is a few cents higher than last week. The harvest in the Northwest is progressing rapidly, the quality of the wheat is excellent and the yield quite up to expectations. Although wheat is holding its own at the present time, it is, however, the general opinion that lower prices will rule later on.

Confectionery manufacturers state that there is a good demand for high class goods from the best grocers in the various cities. They expect that Christmas orders will be large this year in view of the better trade feeling in the country and the tendency of consumers to purchase confectionery for Christmas presents.

MONTREAL.

FLOUR—Trade has been fair. Prices have not changed.

Winter wheat patents, bbl	5 75
Straight rollers, lb	5 50
Extra, bbl	5 00
Royal Household, bbl	5 90
Glenora, bbl	5 40
Manitoba spring wheat patents, bbl	5 90
strong bakers, bbl	5 40
Five Roses, bbl	5 90
Harvest Queen, bbl	5 40

FEED—No changes are reported in this market.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
bran, per ton	22 00
Mouille, milled, per ton	28 00
straight grained, per ton	32 00
Feed flour, 98 lb. bag	1 55 1 85

ROLLED OATS—No changes in price. Market is steady but demand is only fair.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated	2 75
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 35
barrels	5 20

TORONTO.

FLOUR—There is not much wheat coming out. Farmers are not as much in a hurry to sell as was anticipated, and in order to get it, millers are paying \$1.02 a bushel, which is 2 cents higher than last week. One miller says, "we are paying \$1.02 but it is not worth it." They must have it to supply their trade. Although wheat is, on this account, a little higher, flour is still sold at the same price as last week.

Manitoba Wheat	
1st Patent	5 50 5 60
2nd Patent	5 30 5 40
Strong bakers	5 20 5 25
Winter Wheat	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—Local markets for both wheat and oats are a few cents higher, owing to light receipts, but the manufactured goods are without change since last week.

Rolled wheat, car load	3 00
oats	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs.	3 25 3 50
oats in bags, per bag 90 lbs.	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

TRADE NOTES.

Hunt & Co., tea importers, Montreal, now have their offices at 22 St. John St.

The Dominion Sugar Company, Wallaceburg, Ont., have appointed T. W. Edwards their resident representative in Toronto.

C. E. Colson & Son, Montreal, manufacturers' representatives, have moved their offices from 10 St. John Street, to No. 124 Coristine Building.)

A. E. Forde, now representing Geo. E. Bristol & Co., Hamilton, in central western Ontario, will cover the territory formerly looked after by W. T. Harris.

L. Chaput, Fils & Cie., Montreal, have purchased a powerful five-ton delivery truck for their local deliveries. It is made by the American Motor Car Co., of Lockport, N.Y., and, when loaded to its full capacity, will carry 18,000 lbs., about equal to what it would take six good teams to handle.

Geo. F. Foote, who up to some years ago represented Geo. E. Bristol & Co., Hamilton, Ont., but retired to go into business at Port Arthur, will, on October 1st, rejoin the old firm. Mr. Foote will have his old territory from Sudbury to Fort William and Rainy River country and along Port Arthur to the Sault branch.

Keep your eyes open.

The Grocery Trade is not all profit, and your nearest competitor is very much wide-awake! You will also be showing yourself to be a real live man, if you handle only the lines the public are clamouring for.

In Soda Crackers



are just a little better than all the rest. Extra care, extra facilities and extra good materials have made Mooney's the best Cream Cracker on the Market. Be sure and stock this line.

THE MOONEY
BISCUIT & CANDY
COMPANY
Stratford - Ontario

Cox's Gelatine



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

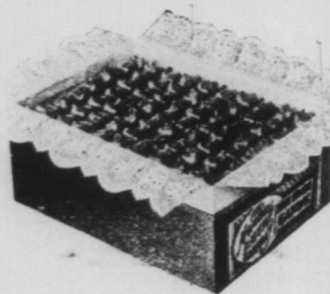
PURITY GUARANTEED BY THE MAKERS.

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

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

The Grocer's Encyclopedia From Week to Week

How Peanuts Grow and Different Types and Classes Produced in America—Various Uses of the Peanut in the Preparation of Human Food.



'BORDO' (REG.) CHOCOLATES

Facts About
Them That Talk:

Cost to YOU, per lb.—25c
You Can Get, per lb.—50c

Profit YOU Make
25c per lb.

Equal to 100% on your
investment

WHO said it would
not pay you to stock
"Bordo" (Reg.)
Chocolates?

Popular favor en-
sures quick sales.

The Makers:

The Montreal Biscuit
Company, "The
Originators"
MONTREAL

PEANUTS—There are several varieties of peanuts grown and placed on the market, with about five or six distinct kinds in the United States alone. Peanuts, to correct a wrong impression entertained by some, grow on the roots of the peanut plant something like potatoes. They shoot out from underground stocks which extend from the base of the stem. When ripened they have to be dug from the earth like potatoes and of course roasted before they are ready for eating purposes.

By classifying the varieties of peanuts according to types, we have the jumbo-large podded—and the smaller podded peas. These are subdivided into bunch and running peas. The kinds having a bunch habit of growth are the more general as they can be planted closer together than the running varieties.

The following facts about different classes of peanuts are interesting:

VIRGINIA BUNCH.—Large-podded variety, plant rather dwarf, stems upright, foliage rather light; pods clustered about the base of plant; usually two, sometimes three, seeds in a pod; pod bright and clean; colors of peas light brown; pods adhere well to plant in digging. The customary weight per bushel of this variety is 22 pounds.

VIRGINIA RUNNER.—Large-podded variety, strong grower, stems creeping,

foliage heavy; pods scattered along procumbent stems; pods and peas very similar to those of the Virginia Bunch, pods do not adhere well in digging. The customary weight per bushel of this variety is 22 pounds.

NORTH CAROLINA.—Similar to Virginia Runner, except that plant is not so large or vigorous, and pods and peas are both smaller. This variety contains a high percentage of oil.

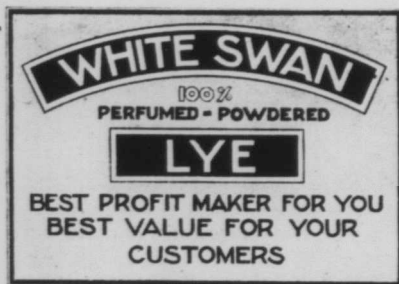
SPANISH.—Small-podded variety, strong grower, stems upright, foliage abundant and heavy; pods clustered about base of plant; usually two seeds in a pod, entirely filling the pod; pods rough and inclined to be darkened in color; color of peas light brown; pods adhere well to plant in digging. This variety frequently yields 60 bushels of marketable peas and 2 tons of hay to the acre. The peas of this variety are rich in oil content. The weight per bushel of Spanish peanuts is 28 pounds.

TENNESSEE RED.—Small-podded variety; similar to Spanish, except that the pods are longer, sometimes containing five or six peas crowded together, peas dull red in color. This variety is well adapted to stock feeding, but does not sell upon the market, owing to the color and quality of the peas.

DIXIE GIANT.—The variety known as Dixie Giant is so called, owing to the great size of its pods. It is distinctly a novelty, does not yield well and requires a long season for the pods to mature. Recommended only for southern part of Gulf coast States. The peas of this variety are very large and are desirable for the manufacture of fancy blanched nuts.

The peanut is eaten from the shell, as salted shelled peas, as blanched peas, in the so-called peanut candies and brittle, in combination with popcorn and puffed rice, in the form of peanut butter and as an ingredient of peanut and vegetable meats, peanut meal and salad oils.

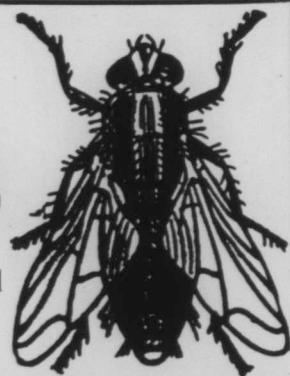
T. W. Edwards, traveler for Geo. E. Bristol & Co., Hamilton, is leaving to take up business in Toronto. His ground will be taken up Jas. McMannus, of St. Thomas. Mr. McMannus will cover the territory west of St. Thomas to Windsor, with headquarters in the former.



CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

WILSON'S FLY PADS

Annual sale many times larger than all
other Fly Poisons combined.
RETAILERS' PROFITS VERY LARGE.



Some day when you get tired and want to cut out the kicks

One queer fact strikes Me.
About the "Kicking Power" of cus-
tomers.

Never exerted to its utmost—
Since for every customer that comes
to Kick in Your Store,
Ten do their Complaining *Outside*.
In the *Public* and *Private* Places—
Where 'twill do the *most good* (?)

* * *

All trade, Brother Grocer, hinges on
Genuine Satisfaction.

And people are willing to pay some-
thing Additional for Security—
To be sure absolutely that a flour is
Right in Quality.

*Wouldn't YOU give a lot to sell
again every woman who visits your
store—even the Casual Customer?*

Isn't it worth the *Trivial Difference*
between Stingy Quality flour and
FIVE ROSES?

Isn't Permanency of Profit worth
that to you?

* * *

The Real Business Builder not only
gets his customer—

He gets her Again.

Why not be a *Real Business Builder*?
Some day, Brother Grocer, when
YOU grow tired and want to Cut
out the Kicks—*due to Poor Stuff*.

Poor Stuff and Cheap because enough
Care and Money are *not* expended at
the mills.

When that day comes, please remem-
ber we ask only one privilege—

To "show you" the Time, Care,

Worry, Experimenting FIVE ROSES
saves in Flour Sales.

* * *

Because it makes good with every
class of baking and cooking—

And *good-and-good*.

Because it *delivers the sales*, requires
no Allowances, no Deductions, nor
Excuses for Cheapness in Quality due
to Cheapness in Price.

No Controversy with Customers which
loseth Goodwill—

FIVE ROSES cuts out the Kicks.

How many flours can Land New
Business *without Losing Old?*

Business that *stays* with you with
Continuing Profit?

* * *

The dealer who sells FIVE ROSES—
He knows I speak truly.

He is astonished at the Good Things
all customers tell him about FIVE
ROSES excellence.

Otherwise you might think me *too
enthusiastic*.

But what about the dealers who have
sold it *Twenty Years*, and *will not
change?*

* * *

Yes, I know your business *has*
made headway.

But I want to get your Heart and
Soul so full of the Possibilities of
FIVE ROSES and Good Stuff—

That your Selling Enthusiasm will
compel you to outdo your best and
most epoch-making record of the past.
To lower your own Record, Brother
Grocer.

Don't you want to do it—right now?

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL—WINNIPEG

Makers of Five Roses Flour

THE CANADIAN GROCER

TO EMPLOY PROGRESSIVE METHODS.

A change in the proprietorship of the Maple Leaf Grocery, Goderich, Ont., has taken place. J. W. Vanatter, well known to the people of Goderich, taking over Mr. Snyder's interest in the business, which will now be conducted under the style of Morrish & Vanatter. Mr. Snyder has been in indifferent health for some time and has been seeking relief from the cares of business, and Mr. Vanatter, who recently took a trip out west, having decided to remain in Goderich the transfer was effected. The firm will employ progressive methods in their business, and with one of the best-located and most commodious stands in Goderich, a staff of experienced clerks and a large and excellent stock of good gro-



F. O. CREED.

Representative of the F. F. Dalley Co., Ltd., Hamilton, Who is Now on the Continent, Where he has Charge of The Company's Agencies in France and Spain, as Well as in Australia.

eries, will doubtless command a good share of the patronage of the town and vicinity.

"BACK TO MONTREAL" WEEK.

Although it is too early as yet to give any details as to the effect of so many visitors on the grocery trade of the city, it is plain from first indications that it will be largely increased. Several thousand visitors over and above the usual number means many more meals served, and that of course has its direct effect on the hotel and restaurant trade and through them on the grocers. Both wholesalers and retailers already report larger orders in preparation for the week, and prospects are that every one will feel it even more strongly later.

Decorations in the way of flags, signs, electric and otherwise, and banners are

visible everywhere, and as a special means of showing honor to the visitors, Wednesday, the 15th, has been set aside as a public holiday.

WAITING ON THE HEN.

A pioneer of country week work was praising the country vacation.

"A country vacation is better than a seashore one," she said, "You see things so much quainter. And the further into the country you go the quainter become the things you see."

"I once spent August in a village called the Head of Sassafras. The post office there was the general store. The morning after my arrival I went to the general store for my mail.

"A little girl preceded me with an egg in her hand."

"Gimme an egg's worth of tea, please," I heard her say to the post-master-store-keeper; "and ma says ye might weigh out an egg's worth of sugar, too, for the black hen's a-chuckin', and I'll be up again in a minute."

ENGLISH COFFEE.

The American opinion of coffee, as understood in the English home, is not high, and how the coffee of the English lodgings is esteemed may be understood from the following traveler's tale. It was his first morning in London "apartments," and his landlady came up with the breakfast, and as he began the meal opened a slight conversation.

"It looks like rain," she said.

"It does," replied the American, "but it smells rather like coffee."—London Chronicle.

NEW COLD STORAGE PLANT.

The B. Wilson, Company, Ltd., Victoria, B. C., have recently occupied their new cold storage plant, completed and equipped with an up-to-date plant involving an expenditure of \$100,000. Eight years ago the firm began business and since then it has grown so rapidly that several extensions have since been made.

ONTARIO AS A FRUIT GROWER.

A placard on the fruit exhibit of Ontario at the Canadian National Exhibition, Toronto, read as follows:

"Ontario produces 75 per cent. of all fruits grown in Canada,
60 per cent. of plums,
70 per cent. of apples,
80 per cent. of small fruits,
99 per cent. of peaches and grapes."

Tell Your Customers That :

SHAMROCK
BIG PLUG
SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by **MCDUGALLS**

Insist upon this make
D. MCDUGALL & CO., Glasgow, Scotland.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch

The Big Black Plug
Chewing Tobacco

Already a Big Seller

Sold by all the Wholesale Trade



Larger than our most sanguine expectations, which proves conclusively the popularity of

"MELAGAMA"

Ceylon tea, was our *demonstration* at Canadian National Exhibition. The daily average of free cups served the public reached the enormous number **30,143**. The effect — sales already show decided increase. Order at once. We guarantee the sale.

MINTO BROS. : : : TORONTO

The 7-20-4 Cigar

Make that the feature of your tobacco department. If you have no department, start one to-day, for there is money in such a proposition. And it's such cigars as **7-20-4** (notice how easy it is to remember it) that win and hold customers for you.

ASK THOSE WHO ARE NOW SELLING 7-20-4 CIGARS.

The Sherbrooke Cigar Company, Sherbrooke, Que.

Are You Keeping Your Tobacco Stock
Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

THE CANADIAN GROCER

Canadian Fruit, Vegetable and Fish Markets

Preserving is Brisk and Fruit Moves Rapidly—Grapes Coming on the Market—Tomatoes Escaped the Frost—Oysters in Season and are Now Coming on in Good Shape.

MONTREAL.

GREEN FRUITS—Early fall apples have made their appearance on the market. The lines shown are "Duchess" No. 1 and No. 2, and "Alexander" No. 1 and No. 2. California fruits are scarce and higher, the prices of homegrown basket goods being the same as last week. Pineapples are somewhat lower. The market continues good.

Apples, crates, basket	0 35
" Duchess, No. 1	3 25
" " No. 2	2 75
" Alexanders, No. 1	3 50
" " No. 2	3 00
Bananas crated, bunch	1 75 2 25
Blueberries, 20 qt. box	1 50
Cranberries, per crate	5 00
Cocanuts, bag	4 00
Grapes, California, Malagas, crate	1 75
" Tokays, crate	2 25
" Delaware, crate	1 75
Lemons, Verdillia, box	4 00
" Maoris, box	4 50
Limes, per box	1 00
Melons, Montreal, basket of 12 to 13	3 00 10 00
" Canadian, 6 to 9 in crate	1 50
Oranges, late Valencia	3 50 3 75
Peaches, California, box	1 50 1 75
" Canadian, basket	0 50 0 75
Plums, California, per crate	1 75 2 50
" Canadian, basket	0 40 0 70
Pears, California, (Bartlett) per box	3 50 4 25
" Canadian, basket	0 60 1 00
Pineapples, Florida, box	4 00 5 00
Watermelons, each	0 30 0 40

VEGETABLES — Few changes are apparent this week. A more varied assortment of cabbages are quoted and potatoes are of practically one grade. String beans are lower. The quotation is 25c. Trade is generally good.

Beets, old, bag	1 00
" new, dozen bunches	1 00
Carrots, dozen bunches	1 00
Cabbage, dozen	0 15 0 20
Celery, Canadian, dozen	0 40 0 75
Cauliflowers, dozen	1 00 2 00
Corn, dozen	0 06 0 10
Cucumbers, dozen	0 05 0 10
" basket	0 25
Green peppers, crate	1 50 2 00
Lettuce, dozen	0 15 0 40
Leeks, dozen	1 00
Onions, doz. bunches	4 00
" large, white, dozen	0 40
" Spanish, cases 150 lbs.	2 75
" crates 50 lbs.	0 90
Potatoes, Montreal, bag	0 80 0 90
Parsley, dozen	0 10 0 15
Peas, Canadian, bag	0 75
Parsnips, dozen bunches	0 40
Sage, dozen	0 60
Savory, dozen	0 50
Spinach, Canadian, box	0 50
String beans, bag	0 35 0 50
" basket	0 25
Tomatoes, Montreal, gin box	0 25 0 75
" hot-house, lb.	0 08
Turnips, bag	0 50
" new, dozen	0 15
Vegetable Marrows, dozen	0 50 0 60
Watercress, dozen	0 40

FISH—Fresh mackerel are very scarce this week but first class frozen appear at 10 cents per pound. Brook trout have gone up to 25 cents owing to short supply. B. C. salmon are again on the market. Barbotte and fresh perch are more plentiful, resulting in a price of 9 cents. Kippered and Labrador herring are higher. The market is considerably better than last week.

FRESH

Barbotte	0 09
Bluefish, per lb.	0 14
Brook trout, per lb.	0 25
Dore, per lb.	0 13
Eels, fresh, per lb.	0 09
Flounders, per lb.	0 10
Halibut, per lb.	0 10
Haddock, per lb.	0 04
Lake trout, per lb.	0 10
Market cod, per lb.	0 04
Perch, dressed, per lb.	0 09
Salmon, B. C.	0 17

Salmon, Gaspe, per lb.	0 18
Sea trout, per lb.	0 12
Steak cod, per lb.	0 06
Whitefish, per lb.	0 10

FROZEN

Dore, winter caught, per lb.	0 10
Halibut, per lb.	0 09
Mackerel, per lb.	0 10
Steak cod, per lb.	0 04
Salmon, B. C., red, per lb.	0 10
Salmon, Fall, per lb.	0 08
Salmon, Qualla, per lb.	0 09
Salmon, Gaspe, per lb.	0 18
Whitefish, large, per lb.	0 09
Whitefish, small, per lb.	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c per lb.	0 03
Green cod, No. 1 medium, per lb.	0 02
" large, per lb.	0 03
Labrador herring, bbl.	3 75
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 50
" half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B. C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Haddies, 15 lb. bxs., per lb.	0 08
Kippered herring, per box	1 25
Smoked salmon, sugar cured, per lb.	0 25

SHELL FISH

Lobsters, live, per lb.	0 30
Oysters, choice, bulk, Imp. gal.	1 50
" " Sealship" Imp. gal.	1 90

TORONTO.

GREEN FRUITS—The exhibition is over, the country friends have left and now the preserving rush is on and the demand for fruit is greater. Carload after carload as they arrive are picked up so rapidly that everything is cleaned up every night. Peaches are at their best, this week, and there never was nicer fruit sold in this market. Plums, also, are here in abundance and of every variety. Pears show up well. Apples are in good demand, and are sold by the basket. Lawtonberries hold out well and are still arriving daily. Grapes are coming in more plentifully, but they are still a little on the green side and therefore sour.

Apples, green, basket	0 15 0 35
Bananas	1 75 2 25
Blueberries, per basket	1 00 1 25
Grapes, small basket	0 25 0 30
Lawtonberries	0 05 0 07
Lemons, Verdelli	4 00 4 50
Limes, crate	1 25
Oranges, Cal. Valencia	3 25 3 75
" Cal. small	2 50
Peaches, St. John	0 60 1 00
" Early Crawford's	0 80 1 10
Plums, Canadian, basket	0 20 0 50
Pears, Can., basket	0 35 0 50
Pineapples, per case	4 75

VEGETABLES—The city stores are now largely supplied with vegetables from the local gardeners, which do not reach the market, and still the large quantities which arrive by train are all taken, and the market is cleared up each day. Cantaloupes and tomatoes are the leaders this week, and are selling at low prices. With so much cool weather and danger of frost, the tomatoes escaped well and the supply both for immediate use and for packing is liberal, and therefore canned tomatoes will be a reasonable price this year.

ONIONS

Yellow Danvers and Reds

If you want a car of Canadian Onions write us for F. O. B. prices we have large supplies to offer.

CANADIAN APPLES

Before placing your orders you will do well to write us for prices.



25-27 CHURCH ST. - TORONTO

The next two weeks will see large shipments of the finest Canadian Peaches, Pears and Plums arriving on this market.

THE LEMON CREED

There is more real—actual—value in a box of "ST. NICHOLAS" Lemons at any time of the year—in any year—than any other brand of lemons on the market to-day, yesterday, or any old day—and that has been so for 28 years. There may be times when things occur over which we, "The Common People," have no control: the carriers may not use the fruit right and we may be unable to get revenge—Providence may interfere (not just because we are in the lemon biz, but just because)—which things may make us lose money, but give "ST. NICHOLAS" a fair show—in fact, you may even handicap it some—and you will make more "REAL" money (the kind you can take a trip to California on) in a year than any other pack of lemons in existence to-day, or likely to be.

J. J. McCABE

AGENT

32 Church Street, TORONTO

Beans, wax, bush
Beets, per bunch
Cabbage, Canadi
Cantaloupes, Ca

Carrots, new, per
Celery, Canadian
Corn, dozen
Cucumbers, per l
egg plant, per b
Onions, Canadia
" Danvers
" new, Va
" Spanish
Peppers, green, 1
red, per
Potatoes, Canad
" sweet,
" sweet,
" dishes, per do
Tomatoes, Cana
Watermelons, ea

FISH—T
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in inside
with ice
gallon fo
standards.

blue fins,
Carp
Cod, fresh caught
Crabs, per bush
Eels, per lb.
Human haddie,
Haddock, fresh
Halibut, fresh
Herring, medium
Lobsters, each
Mackerel, each
Perch
Pike
Sea salmon
Trout, fresh cau
Whitefish, fresh
Yellow pickerel
Oysters, select,
standa

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THE CANADIAN GROCER

Beans, wax, basket.....	0 25	0 20
Beets, per bunch.....	0 15	0 20
Cabbage, Canadian, per barrel.....	1 25	1 50
Cantaloupes, Canadian, per basket.....	0 40	0 50
Carrots, new, per basket.....	0 75	0 80
Celery, Canadian, per doz.....	0 20	0 20
Corn, dozen.....	0 08	0 10
Cucumbers, per basket.....	0 35	0 40
Egg plant, per basket.....	0 40	0 50
Onions, Canadian, green, per dozen.....	0 25	0 25
Danvers, bag.....	1 15	1 25
new, Valencia, crate.....	3 00	3 25
Spanish.....	2 75	2 75
Peppers, green, per basket.....	0 30	0 35
red, per basket.....	0 50	0 60
Potatoes, Canadian, per bag.....	0 75	0 80
sweet, basket.....	0 65	0 65
sweet, per hamper.....	2 75	2 75
Radishes, per dozen.....	0 25	0 25
Tomatoes, Canadian, per basket.....	0 15	0 25
Watermelons, each.....	0 30	0 45

FISH—The fish market is very active, the demand is brisk, and the supply is increasing. Prices seldom change. Contracts are made for the season and dealers get very little chance to boost the market. The fish arrive in good condition which helps to increase the consumption. Oysters are now in season, and are coming in sanitary packages, solid meat. Instead of being in ordinary pails with the ice with the cysters, they are now packed solid in a tin inside of another which is packed with ice. They are selling at \$1.90 per gallon for selects and \$1.60 for standards.

Blue fins.....	0 06	1
Carp.....	0 03	
Cod, fresh caught.....	0 07	
Cassoes, per basket.....	1 00	1 10
Eels, per lb.....	0 08	
Human huddle.....	0 07	0 08
Haddock, fresh caught.....	0 07	
Halibut, fresh caught.....	0 10	
Herring, medium, per lb, fresh caught.....	0 05	0 06
Lobsters, each.....	0 25	0 30
Mackerel, each.....	0 15	0 20
Perch.....	0 07	
Pike.....	0 06	
sea salmon.....	0 17	
Trout, fresh caught.....	0 10	
Whitefish, fresh caught.....	0 10	
Yellow pickerel.....	0 09	
Oysters, selects, per gal.....	1 90	
standards, per gal.....	1 60	

M. L. Dufour, grocer, Montreal, has assigned to A. Desmarteau.

Montgomery & Co., general merchants, Nokomis, Sask., have sold to R. A. Dunlop.

CANADIAN

Musk Melons

also

Rocky Fords

are rapid sellers

Plums } all kinds in
Peaches } large supply

PEARS

Tomatoes } late variety,
 } smooth and
 } at their best solid

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.
HAMILTON, ONTARIO
Phones 2700 and 690



The North Pole

was first discovered by Cook or Peary. A new era for Lemons was opened when the trade discovered my Superior pack of Extra Fancy Lemons.

ORDER SICILY'S FINEST BRAND
BUSTER BROWN

Fratelli Follina,
Packers

W. B. Stringer,
Agent

CANADIAN FRUITS—Now at Their Height

Large
Quantities
arriving
daily.

PEAACHES
PEARS
PLUMS and
GRAPES

Prices
reasonable.

SEND US YOUR ORDERS

HUGH WALKER & SON
GULEPH, ONTARIO

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

**THE CANADIAN
PRESS CLIPPING BUREAU**

232 McGill Street,
MONTREAL

10 Front St. East,
TORONTO.

APPLES. If you want to buy or sell a carload it will pay you to get in touch with us.
THE DAWSON COMMISSION CO., TORONTO

Don't Forget

that quality counts with the general public. That is the reason why Chase & Sanborn's brands of Coffee are constantly winning new friends!

Chase & Sanborn

Montreal

"I's in Town, Honey" I brings yo' money!

Aunt Jemima's Pancake Flour is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling. : : : : :

AUNT JEMIMA'S PANCAKE FLOUR

is the best known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work. : : : :

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market. : : : :

Aunt Jemima's Rag Doll Family
Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood. : : : :

YOU SELL THE FLOUR - WE SEND THE DOLLS.
Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable business. Order your stock from your jobber.

THE DAVIS MILLING COMPANY - ST. JOSEPH, MO.
Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour.

MacLaren Imperial Cheese Co. - Distributors for Toronto
Rose & Laflamme, Ltd. - " Montreal
R. B. Wiseman & Co. - " Winnipeg



**We Want to Give Your Little One
A FULL SET OF 4 DOLLS
FREE**

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.

Canadian

Sale
by

J. A. Stron
MacKeown

Alex. Hill,
out out rec

B. R. Pass
to P. H.

The Windse
sold his

Mary E. St
to Beatr

Elizabeth
sold to F.

S. G. Greg
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AGENT:
Bros. Montr
Calgary, Alta

Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

Ontario.

J. A. Strong, grocer, Toronto, has sold MacKeown Bros.
 Alex. Hill, grocer, Picton, Ont., was out out recently.
 B. R. Passmore, grocer, Toronto, has sold to P. H. Rucker.
 The Windsor Fish Co., Windsor, Ont., sold his business.
 Mary E. Smith, grocer, Hamilton, has sold to Beatrice Black.
 Elizabeth Jackson, grocer, Toronto, sold to F. M. Osborne.
 S. G. Gregg, general merchant, Fordch, Ont., has sold to H. McCabe.
 R. Hawkestone, general merchant, Bas-stoke, Ont., has sold to J. B. Climo.
 Williams Bros., grocer, Toronto, has sold his stock at 1216 Yonge St. to J. A. Hill.
 L. Deutschmann, general merchant, Toronto, Ont., has sold to R. B. Keeler & Sons.
 Geo. Kelusky, general merchant, Bancroft, Ont., advertises his stock, etc., for sale by auction.
 Thos. Hutchinson, manufacturer of

soda water, St. Thomas, Ont., has been succeeded by H. T. Gough.

Quebec.

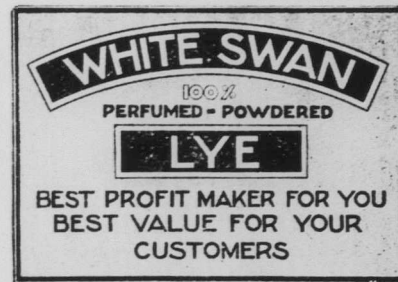
Assets of F. X. Paquet, grocer, Quebec, are to be sold.
 Assets of Jos. Brunelle, grocer, St. Pie, Que., are sold.
 C. E. Jerome, grocer, Montreal, has assigned to A. Desmarceau.
 A meeting of creditors of A. Trudeau, grocer, Montreal, has been called.
 F. Berube, general merchant, Thetford Mines, Que., assigned voluntary.
 Assets of Hector Cote, general merchants, St. Raymond, Que., has made a
 Assets of Moise Drolet general merchant, Mount Carmel, Que., are to be sold.
 Demand of assignment has been made on E. Guertin, grocer and baker, Gattisby, Que.
 Demand of assignment on Elias Heff, wholesale grocer, Montreal, has been dismissed with costs.
 Demand of assignment has been made on Arthur Trudeau, grocer and flour merchant, Montreal.

H. Pelletier & Frere, general merchant, St. Raymond, Que., has made a voluntary assignment.

H. L. M. Vaudry, grocer and dry goods merchant, Waterloo, Que., dissolved, Mary O. Vaudry registered.

Western Canada.

G. A. Ford, general merchant, Lang, Sask., has sold to McDonald & Co.
 Creighton Graham & Co., general merchants, Alameda, Sask., have dissolved.
 Dysart Trading Co., general merchants, Dysart, Sask., have removed to Fillmore.
 Max Rose, general merchant, Cupar, Sask., has assigned to J. M. Wessel, Regina.
 F. Whelphy, general merchant, Winnipeg, has sold his grocery stock to G. T. Grant & Co.
 W. Pederson, general merchant, Walpole, Sask., is succeeded by Robinson, McConnell & Evens.



PERFECTION IN PACKING

We think that we have pretty well solved the problem in our fourteen years experience. We "know how" just as the experienced grocer knows what the people want.

BRUNSWICK BRAND SEA FOODS



Our herring are the finest obtainable—coming from Passamaquoddy Bay where they are captured in weirs or traps—and as packers we have made good.

They give satisfaction.

They are easy to sell.

They mean repeat orders.



CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



**THE MAXIMUM
OF EFFICIENCY
IN THE GROCERY**

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

**"WALKER BIN"
FIXTURES
WILL HELP
WONDERFULLY**

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue :
"Modern Grocery Fixtures"



**The Walker Bin and
Store Fixture Co.,**

LIMITED

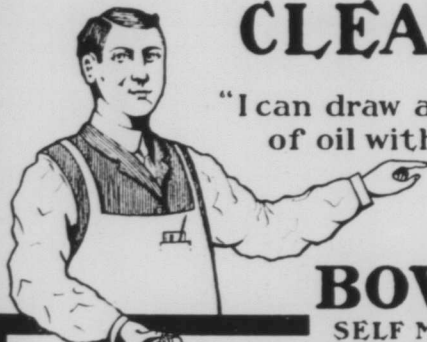
BERLIN, ONTARIO

Designers and Manufacturers of
Modern Store Fixtures

REPRESENTATIVES:

Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man,
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

CLEAN HANDS



"I can draw an accurate gallon of oil without soiling my hands in the least with my

**BOWSER
SELF MEASURING
OIL TANK**



That's because the Bowser pumps the oil right into the customer's can,

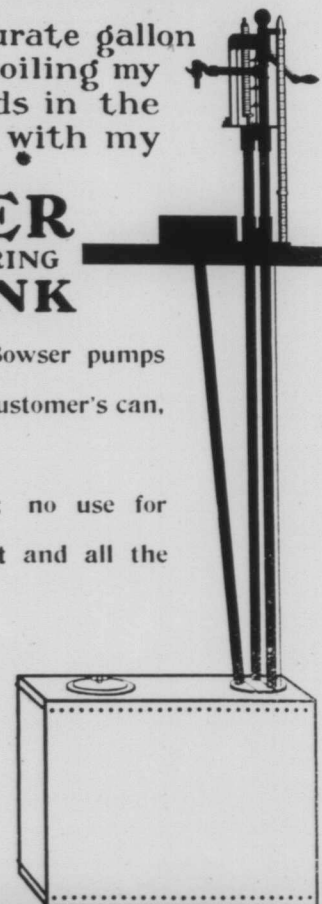
and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5057. There is something in it for you.

S. F. BOWSER & CO., Ltd.

66-68 FRAZER AVE., TORONTO



Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

Allison COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 - No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A.

Order them from your Jobber

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet

ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked, \$2.00 per bottle, delivered. Book 6 D free. **ABSORBINE, JR.**, (mankind, \$1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Gout, Varicose Veins, Varioles, Itch, Allays Pain. **W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.** LYRANS Ltd., Montreal, Canadian Agents.



THE PEOPLE OF
JAMAICA

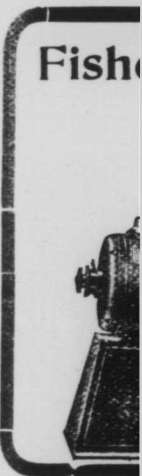
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON

"GLENER"

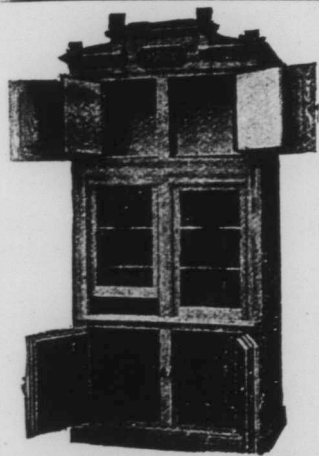
might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



Ask
WINNIPEG
(and
VANCOU
HAMILTON
SC
TORONTO
LONDON-
ST. JOHN,
REGINA, S

Woo



The
**"ARCTIC"
REFRIGERATOR**

has proved and is still proving uniformly and completely efficient.

The system of construction gives a perfect circulation of cool, dry air.

Get our Catalogue and Discounts

JOHN HILLOCK & CO., Ltd.
154 George St., Toronto

Tea Lead,
Best Incorrodible
"Pride of the Island"

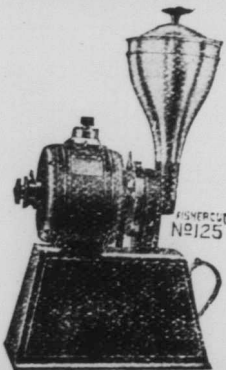
Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

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

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

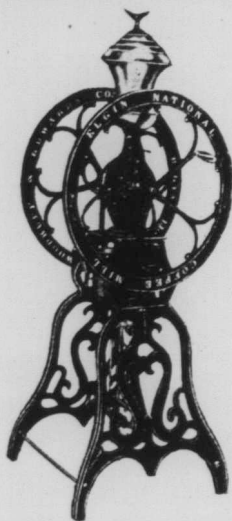
The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY
You save both when you have McGregor's Patent
BAG HOLDER

It holds all kinds from 1/2 to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.
KILGOUR BROS.
19 Wellington St. West, - TORONTO



An exclusive special
feature of
THE
**Elgin National
Coffee Mills**

is the adjuster, by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture, (apart from its profitableness) in any store.

A high-grade mill at a
LOW COST.

Ask any of the following Jobbers for our Catalogue,
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

**A Great
Selling Team**

☞ Buyers must be moved through several steps to be brought to the buying point.

☞ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

☞ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder. W. H. GILLARD & CO.

Table listing various baking powder products like 'Imperial Baking Powder' and 'Royal Baking Powder' with prices per tin and per dozen.



MAGIC BAKING POWDER

Table listing Magic Baking Powder products in various sizes (6oz, 4oz, 8oz, 12oz, 2lb, 5lb) with prices.



ROYAL BAKING POWDER

Table listing Royal Baking Powder products in various sizes (6oz, 4oz, 8oz, 12oz, 2lb, 5lb) with prices.

Text describing Canadian Canners Limited, listing prices for various fruit syrups and preserves.

Text describing White Swan Spices and Cereals Ltd., listing prices for various spices and cereals.



Table listing Cook's Friend Baking Powder products in various sizes (1 lb, 2 lb, 5 lb, 10 lb, 20 lb, 50 lb) with prices.

Text describing White Swan Spices and Cereals Ltd., listing prices for various breakfast foods, cereals, and flours.

In 10-box lots or case. Gillet's Mammoth, 4 gross boxes.

Table listing Gillet's Mammoth cocoa products in various sizes (1 lb, 2 lb, 5 lb, 10 lb, 20 lb, 50 lb) with prices.

Table listing various cocoa products like 'London Pearl', 'Unsweetened Chocolate', and 'Queen's Dessert' with prices.

Table listing various chocolate products like 'Milk chocolate wafers', 'Chocolate wafers', and 'Nonpareil wafers' with prices.

Table listing various coffee products like 'Borden's Condensed Milk', 'Jersey Cream', and 'Reindeer' with prices.

Text describing Mott's Diamond Chocolate, listing prices for various sizes and quantities.

Table listing Mott's breakfast cocoa products in various sizes (1 lb, 2 lb, 5 lb, 10 lb, 20 lb, 50 lb) with prices.

Table listing Walter Baker & Co. products like 'Premium No. 1 chocolate', 'Breakfast cocoa', and 'Caracas Sweet chocolate' with prices.

Table listing Canadian Coconut Co. products in various sizes (5 lb, 10 lb, 20 lb, 50 lb) with prices.

Table listing various coffee products like 'Best Shredded', 'Special Shred', and 'Macaroni' with prices.

Text describing Borden's Condensed Milk Co., listing prices for various sizes and quantities.



Table listing various coffee products like 'Jersey Cream', 'Reindeer', and 'Club House' with prices.

Table listing various coffee products like 'Robinson's patent barley', 'Mephisto', and 'Purity' with prices.

Table listing various coffee products like 'Cafe des Epicures', 'Cafe l'Aromatique', and 'Presentation' with prices.



Table listing various coffee products like 'Cafe des Epicures', 'Cafe l'Aromatique', and 'Presentation' with prices.

Table listing various confectionery products like 'Imperial holder', 'Large size, doz.', and 'Med. size' with prices.

Text describing Claren's Imperial Cheese Co. Ltd., listing prices for various sizes and quantities.

Table listing various coupon books like 'Allison's' and 'Un-numbered' with prices.

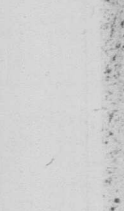
Table listing various beef products like 'Vita' Pasteurized Extract of Beef with prices.

Table listing various infant food products like 'Robinson's patent barley', 'Mephisto', and 'Purity' with prices.

Table listing various lobster products like 'Mephisto' and 'Purity' Canned Lobsters with prices.

Table listing various flavoring extracts like 'SHIRRIFF'S' with prices.

Table listing various jam and jelly products like 'Wilson's Fly Pads' and 'Jams and Jellies' with prices.



**RISING SUN
STOVE POLISH**

**SUN PASTE
STOVE POLISH**

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The world's
Best
Shoe Polish

2

Preserves the
boots and
makes them
pliable. Is
waterproof

2 IN 1

Rapid Seller
leaving a good
profit for you

1

Order to-day
and don't
delay

The
F. F. DALLEY
Co. Ltd.

Hamilton,
CAN.
and
Buffalo,
N. Y.

Royal Polishes

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

**ROYAL POLISHES COMPANY
MONTREAL**

AGENTS: Ottawa - General Supply Co. of Canada, Ltd. Winnipeg - H. W. Glasco & Co. Vancouver - Wm. Erichsen & Son. Halifax - J. C. Calder. Sherbrooke - E. H. Bowen. And all dealers.

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the traveling man you are sending out to represent you.

- TOM MURRAY, Chicago.

A specialty that is in reality a staple, but one that yields more than staple profits—that sort of a proposition will always appeal to you. In

"VOL-PEEK"

GRANITE CEMENT

for Mending Holes in Pots and Pans.

this is what we offer you. It is a great seller all the time—and yields you a large profit. *Send for a trial lot.*

H. NAGLE & COMPANY
LAPRAIRIE, QUE.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails
1/2 doz. in crate

25-lb. Pails and 75-lb. Tubs

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Go

5-lb. wood pulp.....
Pure assorted jam, 1
doz. in case.....

Jelly
IMPERIAL I

Assorted Case,
MacLennan Imperial

Assorted Case,
Lemon (Straight
Orange (Straight
Raspberry (Straight
Strawberry (Straight
Chocolate (Straight
Cherry (Straight
Peach (Straight
Lemon (Straight, 8 lbs. 10¢ case

THE GENUINE. I

Prices: Onta
less than 5 cases, ...
cases, or more.

Goodwillie's Fruits

IN GLASS



Have You Tasted Them Yourself ?

If not Do So

Agents:

Rose & Laflamme Limited
Montreal and Toronto

Malaga Table Raisins

Malaga Loose Muscatels

Jordan Shelled Almonds

Valencia Shelled Almonds

PACKED BY

José Segalerva

Malaga, Spain,

are the best goods of their kind on the market to-day.

These lines are all reasonable.

Agents:

Rose & Laflamme, Ltd.
Montreal and Toronto

3-lb. wood pulp..... Per lb. 0 062
Pure assorted jam, 1-lb. glass jars, 2 doz. in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLennan Imperial Cheese Co. Limited.



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Weight, 8 lbs. to case. Freight, grate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices Ontario and Quebec:
Less than 5 cases..... \$5 00
5 cases, or more..... 4 95



List price
'Shirriff's' (all flavors), per doz. 0
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO BOAR'S HEAD LARD COMPOUND.

Tierces..... 0 104
4-bbls. 0 11
Tubs, 60 lbs. 0 11
20-lb. Pails. 2 25
20-lb. tins.. 2 15
Cases 3-lb.. 0 112
" 5-lb.. 0 103
" 10-lb.. 0 104



F.O.B. Montreal.



GUNNS
"EASI-FIRST"
LARD COMPOUND.

Tierces ... 0 104
Tubs .. 0 104
20-lb. pails. 0 11
20-lb. tins. 0 104
10-lb. " 0 114
5-lb. " 0 114
3-lb. " 0 114

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb..... \$0 40
Fancy boxes (36 or 50 sticks), per box..... 1 25
"Ringel" 5-lb. boxes, per lb..... 0 40
"Acme" pellets, 5-lb. cans, per can..... 2 00
" (fancy bxs. 40), per box 1 50
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00

Liquorice lozenges, 10 glass jars..... 1 75
" 20 5-lb. tins..... 1 53
"Portly" licorice 13 sticks..... 1 45
" 100 sticks..... 0 72
Dulo large cent sticks, 100 in box.....

Lye (Concentrated)

GILLETT'S PERFUMED. Percase
1 case of 4 dozen..... \$3 60
3 cases of 4 dozen..... 3 50
4 cases or more..... 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz \$1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00



ST. CHARLES CONDENSING CO.

PRICES:
St. Charles Cream-family size, per case..... \$4.70
Ditto, hotel. 4.90
Silver Cow Milk 5.00
Purity Milk..... 4.70
Good Luck..... 4.00

Mustard

COLMAN'S OR KEEN'S
D.S.F. 4-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... " 0 25
F.D. 4-lb. tins..... per doz. 0 85
" 1-lb. tins..... " 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts 24's 6 50
" 4-pts. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
4-pint bottles, 3 & 6 doz., per doz..... 0 90
pint 3 doz..... 1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 4-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 4-lb. containing 30 1-lb. and 60 4-lb. pkgs. per box \$3.00
Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00
MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 4-lb. " 2 75
No. 3, " 60 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs
1 case 2 85
5 cases 2 75



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz..... \$0 95
Parrot Food, 4-lb. pkts., 1 doz cartons 0 45
Parrot Food, 2-lb. pkts 1 35
Bird Cage Sand, about 1 1/2-lb. bags, 1 gross cases, per doz..... 0 30
Bird Cage Grit, about 1 1/2-lb. bags, 1 gross cases, per doz..... 0 30

Mince Meat

Wetley's condensed, per gross, net... \$12 00
per case of 3 dozen, net..... 3 00



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	\$13 30
" " black	"	13 30
Oricle soap	"	12 30
Gloria soap	"	12 30



3 doz. to box \$3 00
6 doz. to box \$7 20
30 days



1 Box Price \$1.00
5 Box Price \$4.90
Freight paid on 5 box lots.



On Quick Supply Soap and other household necessities, call on The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDS & CO., LIMITED.

Laundry Starch—	per lb.	
No. 1 White of Blue, 4-lb. cartons	\$9 07	
No. 1 " " " "	0 07	
Canada Laundry	0 06	
Silver gloss, 5-lb. draw-tid boxes	0 08	
Silver gloss, 5-lb. tin canisters	0 08	
Edward's silver gloss, 1-lb. pkg.	0 07	
Kegs silver gloss, large crystals	0 07	
Benson's satin, 1-lb. cartons	0 07	
No. 1 white, 4-lb. and 8-lb. bags	0 05	
Canada White Gloss, 1-lb. pkg.	0 05	
Benson's enamel, per box 1 50 to 3 00		
Culinary Starch—		
Benson & Co.'s Prepared Corn	0 07	
Canada Pure Corn	0 06	
Rice Starch—		
Edward's No. 1 white, 1-lb. car.	0 10	
" " " " " " " "	0 10	

SEAF FINE STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$9 00
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06
Finest Quality White Laundry	0 06
1-lb. Canisters, cases of 24 lb.	0 06
Garrett's 50 lb.	0 06
Rees 100 lb.	0 06

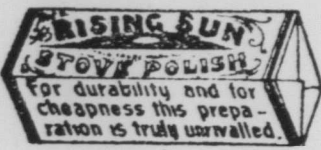
Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 06
5-lb. top trunks, 8 in case	0 06
6-lb. enameled tin canisters, 1 in case	0 06
Kegs, ex. crystals, 100 lb.	0 06
Frankford Gloss—	
1-lb. fancy boxes, cases 30 lb.	0 06
Canadian Electric Starch	
Boxes of 60 fancy pkg., per case	3 00

Stove Polish.

Per gross

Rising Sun, 5-os. cakes, 1-gross boxes	\$8 50
Rising Sun, 5-os. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste 5c. size, 1-gross boxes	5 00



JAMES DOME BLACK LEAD
6a size \$2 40
2a " 2 50

EDWARDS & CO., LTD.
Crown Brand Perfection Syrup.

Barrels, 700 lbs.	0 03 per b.
Half-barrels, 350 lbs.	0 034 "
1 barrels, 175 lbs.	0 032 "
1 1/2 2 lbs.	1 30 each
3 1/2 lbs.	1 80 "

Wholesale Retail

1/2 size	2 50	2 70
1 size	2 25	2 45
2 size	2 00	2 20
3 size	1 75	1 95
4 size	1 50	1 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.	
Wholesale	Retail
Green Label, 1s and 1/2s	25 30
Green Label, 1s and 1/2s	27 35
Blue Label, 1s, 1/2s, 3/4s and 1s	30 40
Red Label, 1s and 1/2s	36 50
Gold Label, 1s and 1/2s	44 60
Red-Gold Label, 1/2s	55 80

GEO. E. BISTOL & CO.,
Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—	
Black, Mixed, and Green Ceylon.	
25c.	1s, 21c.
30c.	1s and 1/2s, 23c.
40c.	1s and 1/2s, 25c.
50c.	1s and 1/2s, 35c.
75c.	1s and 1/2s, 50c.

100 lb. lots freight paid.



1st Label, 1/2s	21	0 26
Orange Label, 1s and 1/2s	0 23	0 40
Blue Label, 1s	0 20	0 25
Brown Label, 1s and 1/2s	0 28	0 40
Brown Label, 1/2s	0 00	0 00
Green Label, 1s and 1/2s	0 25	0 50
Red Label, 1/2s	0 40	0 60

LAPORTE, MARTIN & CO., LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs.	0 25
Princess Louise, hf-c, 80 lbs.	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs.	0 18
Duchess, cases 60 lbs.	0 19



Wholesale Retail

Yellow Label, 1s	0 20	0 25
Green Label, 1s and 1/2s	0 21	0 25
Blue Label, 1s and 1/2s	0 24	0 30
Red Label, 1s, 1/2s, 3/4s and 1s	0 25	0 35
White Label, 1s, 1/2s and 3/4s	0 35	0 50
Gold Label, 1s and 1/2s	0 42	0 60
Purple Label, 1/2s and 3/4s	0 55	0 80
Embroidered, 1/2s and 3/4s	0 97	1 00



Wholesale Retail

Pink Label, 1s and 1/2s	30c.	40c.
Gold Label, 1s and 1/2s	35c.	50c.
Lavender Label, 1s and 1/2s	42c.	60c.
Green Label, 1s and 1/2s	50c.	75c.

Canisters

Gold Tins, 5s	35c. 1.75	50c. 2.50
Gold Tins, 3s	35c. 1.05	50c. 1.50
Gold Tins, 1s	36c. each	50c. each
Gold Label, 1/2s	18c. ea. 36 lb.	25c. ea. 50 lb.
Red Tins, 1/2s	35c. ea. 70 lb.	50c. ea. 100 lb.
Red Tins, 1/2s	18c. ea. 72 lb.	25c. ea. 100 lb.



Wholesale Retail

Black, green, mixed, 1/2s	0 70	1 00
" " " " " "	0 55	0 80
" " " " " "	0 44	0 60
" " " " " "	0 40	0 60
" " " " " "	0 38	0 50
" " " " " "	0 35	0 50
" " " " " "	0 30	0 40
" " " " " "	0 32	0 40
" " " " " "	0 25	0 30
" " " " " "	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Teas, in 1 and 1/2-lb. lead packages, black or mixed.

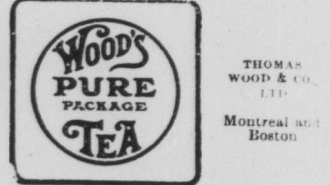
Black Label, 1-lb., retail at 25c.	\$0 20
1-lb.	0 21
1/2 lb. Label, retail at 30c.	0 23

Green Label, 1/2s 40c. 0 30
Red Label, 1/2s 50c. 0 35
Orange Label, 1/2s 40c. 0 42
(sulf. 1 label) 50c. 0 50

RIDGWAYS
London, Vancouver, Winnipeg and Calgary



Pure Gold Jelly Powder 1 00
Pure Gold Salad Dressing Powder 1 00
Discounts on application



Wholesale Retail

Wood's Primrose, per lb.	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA
LIMITED—EMPIRE BRANCH.

Cheving—Black Watch 5s	
Black Watch 11s	
Robs 5s and 10s	
Bully 6s	
Currency 5 1/2s and 10s	
Stag 5s	
Old Fox 12s	
Pay Roll Bars 7 1/2s	
Pry Roll 7s	
Plug smoking—Shanrock 6s, plug or bar	
Rosebud Bars 6s	
Empire 5s, and 10s	
Amber 8s, and 3s	
Ivy 7s	
Starlight 7s	
Cut Smoking—Great West Pouches, 7s	

JOS. COTE, QUEBEC.

Cigars

St. Louis (union), 1-20	\$33 00
St. Louis, 1-10	35 00
Champion, 1-20	35 00
Champion, 1-10	35 00
El Sergeant, 1-20	35 00
El Sergeant, 1-10	35 00

Out tobacco.

Pettit Havana, 1/2, 1-12-1-6	0 00
Quennel, 1-4, 1-3	0 00
" " " " " "	0 00
Cote's Choice Mixture, 1/2-lb. tins	0 00
" " " " " "	0 00
" " " " " "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	\$1 00
Absorbine Jr., per dozen	0 50
Yeast.	
Royal yeast, 3 doz. 5 cent pkgs.	1 00
Gillett's cream yeast, 5 doz. in case	1 00

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock
Spratt's MEAT "FIBRINE" **Dog Cakes**

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?
Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Black-
berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, . . . Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and
therefore **GOES FURTHEST** of any
Washing Soda sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pick-
ford and Black steamer
leaves Halifax for Ber-
muda, The British West
Indies and Demerara, and
is away thirty-eight days.
A delightful trip for
moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cut- lery, 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
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BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying busi-
ness of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our
publication.
These can be sold and will provide the
capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send
you 5 copies for next week and everything
necessary.

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10 Front Street East, TORONTO, CANADA

BE BEFORE HAND

with your Autumn order
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and avoid possible incon-
venience from delay.

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LIMITED
MONTREAL

Canned Fruits

The quality of

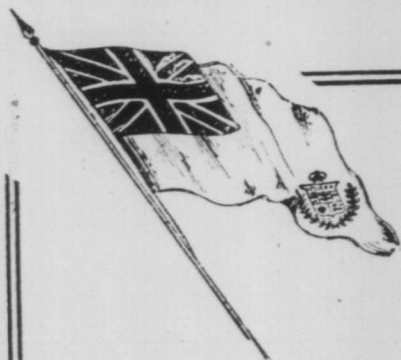
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LAUREL
BRAND**

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

4 Free
Phones
Use Them
Freely

Kiji, Japan. This season's in store.
Extra Value, Extra Quality. Let us
send you sample and price.

Ceylon and Indian Teas up 2c
per pound. No change in our
prices. Inquire.

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GEO. E. BRISTOL & CO.
WHOLESALE GROCERS

HAMILTON,

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Montreal: 701-702

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