

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 20, 1907.

NO. 38.



You'll be asked for

Robinson's Patent Barley

This most healthy and nourishing food for children is having a steadily increasing sale among grocers. Druggists used to sell it exclusively, but as it is a **food**, should be sold by grocers. The profit is a good one. Why not make it?

Write for sample and particulars, or ask your jobber for it.

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

Your Profit Has Always Been Good

on **Edwardsburg Starches and "Crown" Brand Corn Syrup**

THE gradual and heavy advance in the price of corn during the past six months, and the prospects of a still very much higher price in same, has forced us to make an advance in the price of our products. This advance will enable you to secure a better profit, as it will prevent the sale of Syrup and Starches at close margins of profit. See the new schedule of prices in this week's issue of The Canadian Grocer.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

Xmas Plum Puddings in Bowls

prepared by **CROSSE & BLACKWELL,**
Ltd., London, England.

These puddings in bowls will appeal to
those who **DISLIKE GOODS PACKED IN
TINS.**

High Grade goods, cleanliness in manu-
facture, rich fruity flavor, these puddings will
suit your customers. Try them. An order with
your wholesale house will bring them to you.

CROSSE & BLACKWELL,
LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS:

C. E. COLSON & SON,

MONTREAL.



When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contain
no injurious drugs, or chemicals, or fac-
titious flavorings. Absolutely pure and
hence of greatest strength. Sold and
known the world over as "strongest and
best."

When in doubt buy "*Fry's.*"

Cox's Gelatine

The oldest and most reliable
Gelatine produced. Sure in results—quality never varies. The
Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's.*"

Codou's Macaroni

Made only from the
real Taganrog (Russian) Wheat. No other wheat produces
such good Macaroni. Not the cheapest but the "best."

When in doubt buy "*Codou's.*"

SOLD BY LEADING WHOLESALERS EVERYWHERE.

Sept 20



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

NEWFOUNDLAND

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

TORONTO.

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

HAMILTON.

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

TORONTO.

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

VANCOUVER.

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

MONTREAL

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

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

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

FOR SALE

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

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

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

WINNIPEG.

DO YOU wish to extend your business to this
GREAT WEST COUNTRY
WE CAN handle your account to our
MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

REGINA.

G. C. WARREN
REGINA

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

**HONEYMAN, HAULTAIN
& CO.**

STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale
Commission Merchants
REGINA, SASK.

Green Apples

IN

CAR LOTS

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

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

SWIFT'S
"SILVER LEAF" LARD

The Standard of Quality

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

H. W. MITCHELL
WINNIPEG, MAN.

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

(Continued on page 4.)

TWO SNAPS

For quick buying and subject to being unsold. We offer

New Australian Lexia Raisins

Fine, clean, light colored, dry fruit, exceptionally good quality

Boxes, 28-lbs. 7½c.

Singapore Pineapple

Whole Pines, fine quality, cases 4 doz., 95c. doz.

You'll have to hurry to get in on these. Don't wait, but send us your order at once.

The EBY, BLAIN CO., Limited

Wholesale Grocers

TORONTO

Your Tea Sales

The Grocer's "goodwill" depends largely on his tea trade: Consumers are very critical of the "cup that cheers," and judge the grocer and all his goods by the quality of the tea he sells. It is therefore imperative that his teas should be of such "stand out" character that he can meet all opposition.

We know that competition is very keen and we have always recognized that the retailer has no easy task in combating the attack on his tea trade.

We are a solely Wholesale House, and rely entirely on the Retailer for our trade, and thus his interests and ours are identical. It is therefore to our advantage to help the Retailer, and as our sales this year have shown a very large increase, we feel sure we can help many a Retailer to likewise increase his sales in both Package and Bulk by handling our teas. Write us for samples and prices, and be convinced of the exceptionally fine quality we can offer you.

BLUE RIBBON TEA CO., Limited

Manufacturers' Agents—Continued.

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

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

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

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

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

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

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

QUEEN CITY WATER WHITE OIL
GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.
FOR SALE BY ALL DEALERS

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

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

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- CALGARY, ALTA.
- HAMILTON, ONT.
- LONDON, ONT.
- MONTREAL, QUE.
- HALIFAX, N.S.
- QUEBEC, QUE.
- ST. JOHN, N.B.
- TORONTO, ONT.
- OTTAWA, ONT.
- VANCOUVER, B.C.
- WINNIPEG, MAN.

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

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

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

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

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

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

The Oakville Basket Co.,
OAKVILLE ONT.



DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS,
CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O.

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

COMMON SENSE

KILLS { **Roaches and Bed-Bugs**
Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

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

DON'T BE SURPRISED

if there is a **scarcity** of all kinds of Canned Goods **this Fall**. Season is very backward and freakish.

The **Wise** Grocer is placing his **entire** season's order **now**.

He is **insisting** upon getting the products of the **CANADIAN CANNERS, Limited**, as same are

Guaranteed as to Quality

Brands are :—

"Aylmer," "Little Chief," "Auto," "Log Cabin," "Horseshoe," "Kent," "Lynn-valley," "Maple Leaf," "Lion," "Thistle," "Grand River," and "White Rose."

QUAKER CANNED GOODS

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

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As is
REPUTA

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The fir
period
of 22!

QUALIT

You

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Ask
lot. It

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always

Repetition AND Reputation



The Profit is Good
The Freight Prepaid
The Sale Guaranteed

As is well known we are constantly REPEATING that the good REPUTATION of "SALADA" is of continental knowledge.

The sale is by long odds the largest of any tea in America, and is increasing enormously.

The first eight months of this year, as against the corresponding period of 1906 (all branches combined) show an actual increase of 22½ per cent., which is a record we are proud of.

QUALITY MUST and WILL PREVAIL

Samples and Wholesale Terms on enquiry—

Address "SALADA," Toronto, Montreal, New York, Etc.

Your Trade For **OLIVES**

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

ROWAT'S Brands of **OLIVES**

The finest selected Spanish Olives only are packed - all sizes and varieties of styles. Ask your jobbers' travellers for a trial lot. It will be

Rowat's Olives

always after that.



The pickle of the people is the

STERLING **BRAND** **PICKLE**

A Canadian-made pickle, of best selected Canadian vegetables, made in a factory with all facilities and equipment for the manufacture of choicest goods.

Buy from your jobber or direct from the manufacturers.

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA



National Licorice Co.

Brooklyn, N.Y.

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

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

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

"Gingerbread"

BRAND

Molasses

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

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

When Ordering

Valencia Raisins

Remember these Marks—

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

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

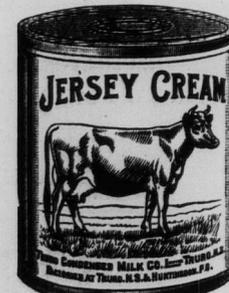
Agents: ROSE & LAFLAMME
Montreal and Toronto

A LONG STORY IN
FEW WORDS

Reliable



Preferable



Saleable



Profitable

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

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

| | |
|--------------------------------|---------------------------|
| Muscateles, from Malaga | Raisins, from Valencia |
| Cane Sugar, from West Indies | Mangoes, from West Indies |
| Oranges, from Seville | Ginger, from Jamaica |
| Red Peppers, from Zanzibar | Capsiouns, from Zanzibar |
| Nutmegs, from Penang | Mace, from Penang |
| Cloves, from Penang | Cinnamon, from Ceylon |
| Tomato Puree, from Italy | Garlics, from Italy |
| Shallots, from Channel Islands | Soy, from India |
| | Lemons, from Messina |
| | Virgin Malt Vinegar |

A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geary Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas: London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

LEA'S

THE PICKLE WITH THE
HOME-MADE FLAVOR

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

—PACKED BY—

The **Lea Pickling & Preserving Co.**

SIMCOE, - ONTARIO



“WAGSTAFFE’S”

Fine Old English Xmas Plum Puddings

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

Our Celebrated Mincemeat

and

Plum Puddings

Will be ready for delivery on October 1st.

Get your orders in early.

Our New Season's Jams, Jellies

and

Sealed Fruits

are now in hands of the jobbers.

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

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON

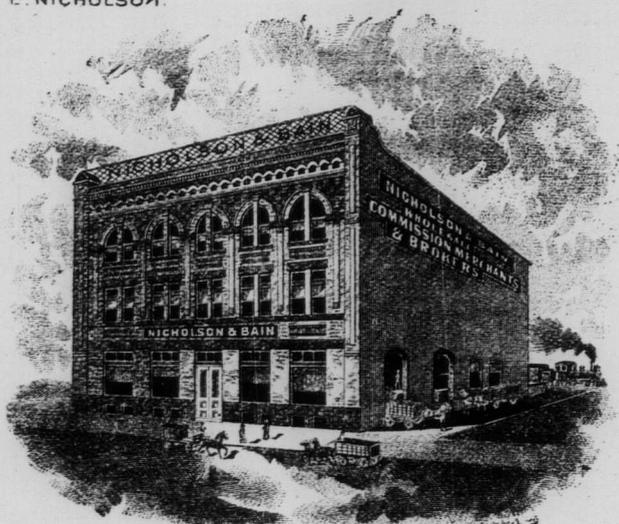
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CANADA

E. NICHOLSON.

CABLE ADDRESS: D H BAIN
NICHOLSON, WINNIPEG

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



BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS :

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

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY

WINNIPEG

EDMONTON

ESTABLISHED 1882.

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The Woman That Said to her grocer, "Mr. Smith, I've brought back these canned goods because they're bad," had not been served with **Old Homestead Brand**.

Do You Fully Realize that when you sell canned goods to a woman she holds you responsible for the quality? It's a fact. If you sell a thrifty housewife a bad can of peas she blames you—not the canner. She wants you to take them back.

The Incomparable Quality of our goods, however, will make hosts of friends for you, but never an enemy. Every can of **Old Homestead Brand** which passes over your counter is a friend-maker. No customer who has ever tried

OLD HOMESTEAD BRAND OF CANNED GOODS

has ever gone back on them. The reason is as clear as the light of day. **Our splendid factory** has every appliance that science can suggest to turn out canned goods of the highest grade. **Expert inspectors** go over every piece of fruit and vegetable. Anything with the **slightest taint** is at once **absolutely rejected**. No bruised or over-ripe fruit or vegetable ever gets into a can on which is the label of **Old Homestead Brand**. It is the brand of **Canned Perfection**. The verdict of thousands of Canadian women is that **Old Homestead** is the brand of **Purity**.

Then, Just Think of Your Profit !

The Old Homestead Canning Co.
PICTON, ONTARIO

TAPIOCA

Yes. We have it. If you are in need drop us a card.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited
Windsor, Ont.

JAPAN TEAS

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

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

PICKLING SPICE

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

A Trial is Convincing

Order Without Delay

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants
Almonds

Raisins
Filberts

Walnuts
Figs

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

Fall trade coming on.

Anticipate your wants.

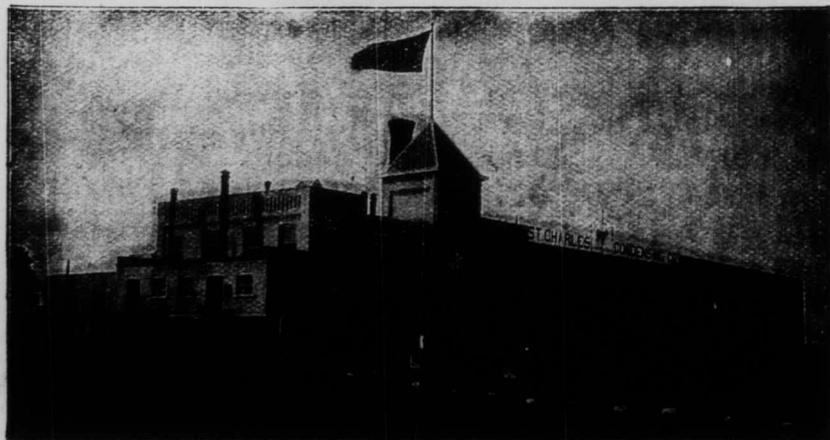
Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK**. Can be purchased through any wholesale house.

St. Charles Condensing Co.

IS THERE MONEY IN THE BRAND?

That's naturally your first question when asked to stock any brand of goods on the market. Well, as far as my brand of Jams and Jellies is concerned I refer you to 90 per cent of the grocers in Canada. They say that



E. D. S. Brand JAMS and JELLIES

is distinctly the greatest money maker on the market. They go on to assert that "**E. D. S.**" *Jams and Jellies* are the wholesomest and best on the markets of the Dominion and—

I can prove the truth of their assertions by government documents.

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

E. D. Smith's Fruit Farms,

WINONA, - ONTARIO

Kops Ale and Stout

(NON-ALCOHOLIC)

Are prepared from ingredients of undoubted purity, and the bitter principle is derived from the finest hops. The ALE has a delicious and appetizing aroma, and is an agreeable salutary bitter, and whilst they both will be found to act as tonic stomachics and aids to digestion, they are so free of alcohol that they will be found a veritable boon to total abstainers. Sufficiently aerated to make them pleasantly sharp.

HAVE YOU TRIED THEM? IF NOT, DO SO AT ONCE.

By introducing them to your customers you are likely to create steady demand and permanent trade in a very profitable line.

LET US SEND YOU PRINTED
MATTER and FURTHER PARTICULARS

KOPS BREWERIES, LONDON, S.W., ENGLAND

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

DRIED FRUITS

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

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

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

ALL RELIABLE SHIPPERS

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

THOS BELL, SONS & CO., Montreal

HAYCASTLE
and **PARADISE**
CURRENTS

The choicest growths
from the most favored
Districts in Greece.

We have new selected
Valencias in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers !

Do you want your goods

Sold in British Columbia ?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

THE CANADIAN GROCER

IN STOCK

Canned Peaches

FOR PROMPT SHIPMENT.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

"Keep Up with the Twins"

Handle



"Keep Up with the Twins"

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK CO., - MONTREAL

For Toilet and Bath

You will find our Soap unexcelled
in Purity, Quality, etc.

We are offering liberal terms to the trade

SAVONS FRANCAIS, C. Pagnuelo, Manager.

Office : 392 St. James St.
Factory : 1653 Notre Dame St. E. **Montreal**

A Result of Study

We determined to make absolutely the best Laundry Soap on the market, and we spent considerable time and money in study. The result is

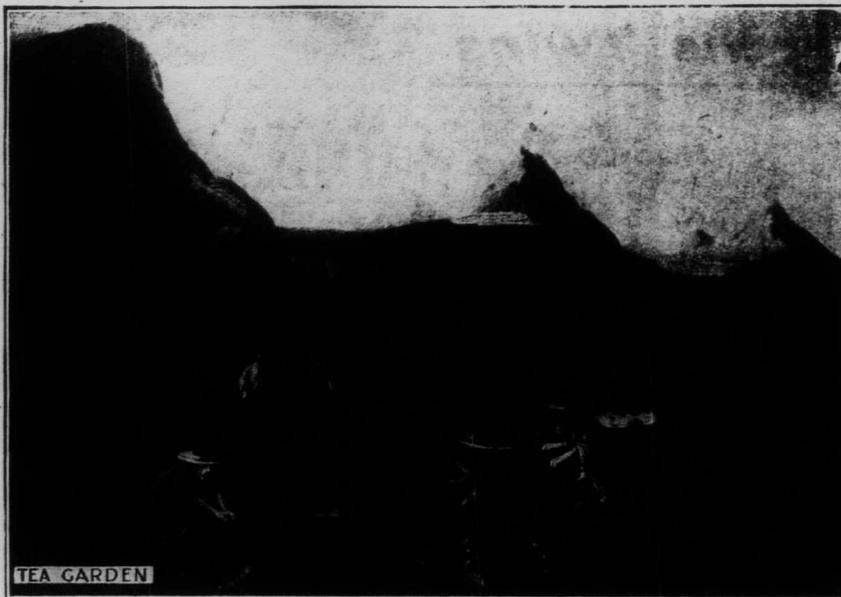
CANADIAN CASTILE SOAP

THE ONLY OLIVE OIL LAUNDRY SOAP

It pleases customers

Will make big profits

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada



TEA GARDEN

Ridgways Celebrated Teas

Sold in $\frac{1}{4}$, $\frac{1}{2}$, and 1 lb. Tins, also 3-lb. and 5-lb. Canisters.

| | | |
|----------------------|------|---|
| Capital Household, | 40c. | } In very attractive tin packages |
| Five o'Clock Tea, | 60c. | |
| Her Majesty's Blend, | 1.00 | |

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To **John Robertson & Son, Ltd.**
41 Common St., MONTREAL
SOLE AGENTS FOR CANADA

Allison Coupon Books

Are the ball-bearings that will make almost any business run smoothly. Here's how they work:



If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with \$10.00; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. Then he pays for the book and gets another one. No pass books, no charging, no lost time, no errors, and no disputes. Allison coupon books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

The EBY, BLAIN CO.
Canadian Agents

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.



QUEEN QUALITY PICKLES
Sweet-Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

YOU CANNOT DENY

that the more perfect the goods you handle the better your reputation. It is an indisputable fact that every complaint registered against you by a customer is a knock at your success. Why risk complaint. Handle only the

Farmer Brand Canned Fruits and Vegetables

Then you will never have a customer trying to get his money back. Instead, he'll come back with more money for more **Farmer Brand**.

Farmer Brand is the best brand because it contains only fruits and vegetables of flawless quality, canned scientifically under sanitary conditions, which are unexcelled.

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

"BALMORAL"

Regd.

JAMS

are the best and finest on the market.

"BALMORAL"

Regd.

Pure Fruit Jellies

Red Currant, Black Currant, Gooseberry, Wild Bramble, etc., are simply delicious. Everybody says so.

J. W. WINDSOR

MONTREAL

SOLE AGENT FOR CANADA

STOCK THE BEST.

"KIT"

COFFEE

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

"K C" Sauce

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

WORCESTER SAUCE

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

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

For Prices and all Particulars write to

KIT Coffee Ltd., Govan, GLASGOW.



To be had in Montreal from Mathewson's Sons, 202 McGill St.

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane
Table Syrup

The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural
Flavor Food Products

Montreal - - - Canada



BOOST YOUR BUSINESS

The best and only way to give your business the permanent boost is to satisfy your customers—always.

For doing this, there's nothing like

Mathieu's Nervine Powders

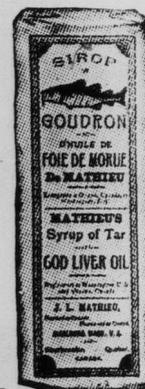
because a headache cured is a permanent customer sure. (18 powders in every 25c. package.)

Quite a number of people take Mathieu's Syrup of Tar and Cod Liver Oil throughout the summer. A word to the wise is sufficient.

J. L. MATHIEU CO.,

Proprietors,

SHERBROOKE, P.Q.



"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co. EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Get acquainted

with our now famous brands of

Matches

Get a bigger profit

by selling our "LAURIER" and "TOGO" brands.

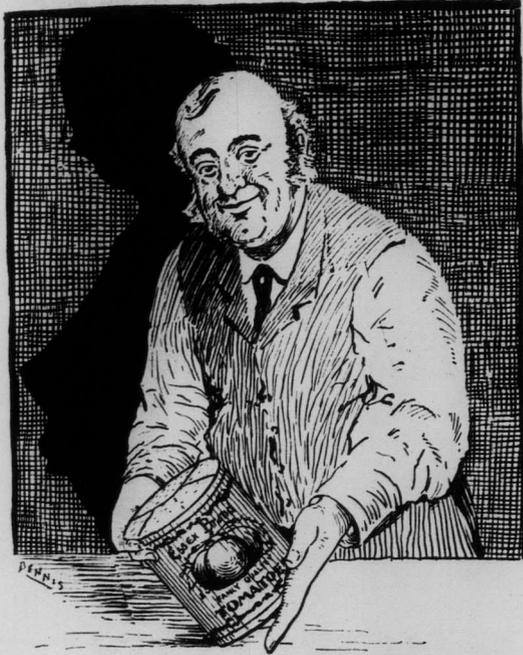
Get wise to the fact

that we save you money on freight. This is a very important item with you. Write for particulars. Take time to drop us a post card.

The Improved Match Co., Limited

Head Office:
**BOARD OF TRADE,
MONTREAL.**

Factory:
**DRUMMONDVILLE,
P.Q.**



THE KIND THAT SELL !

Grocers who believe in giving satisfaction as well as getting it will find it well worth their while to handle Essex Canned Goods, which have a reputation past the common for quality and flavor. The demand last year was away in excess of the supply and we were obliged to refuse orders. Some lines are already sold out this year, with nothing in sight to take their place.

No one employed in this factory but clean British Subjects.

The Essex Canning and Preserving Co., Limited

28 WELLINGTON STREET EAST - - - TORONTO, CAN.
 Factory at Essex, Ontario.

The Money-Making Grocer

is the man who handles customer-satisfying goods. The enormous demand for



2 in 1

shoe polish absolutely proves its value, both as a shoe polish and as a profit-puller for you. Don't let your stock of 2 in 1 run low. The demand is unceasing.

The F. F. Dalley Co.

LIMITED
 Hamilton, Canada. Buffalo, U.S.A.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
 The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
 Concentrated Lye,
 Laundry Chips,
 Broken Caustic, etc.

NO PREMIUMS PRICES RIGHT

SAMPLES AND PRICES
 ON APPL'GATION

98 St. Charles - Montreal
 Borromee Street,

Rowley's Valencia Raisins and Almonds

Do you want to satisfy your customers?
Do you want to make a decent profit?
Do you want to stock the best goods?

F. W. ROWLEY

Canadian Standard—
Quality Extra Fine—Valencias

F. W. ROWLEY

Finest Valencia
Shelled Almonds

F. W. ROWLEY

Superior Onions

S. BODI

Finest Selected

F. W. ROWLEY

Superior Oranges

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denla, Spain

Agents: Wm. C. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

Every pound of

CRYSTAL GRANULATED SUGAR

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

Insist on getting **CRYSTAL** granulated.

MANUFACTURED BY THE

Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg.

DELAY IS COSTING MONEY



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

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

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

Shipped f.o.b. Hamilton, Ont.
THE AMERICAN COMPUTING CO., Indianapolis, Indiana



Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

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

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Pickles,
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Special
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QUIC

It's the "Come quick returns. the housewife see —tastes it at the it as one of the n outside influences

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C

Be ready for h come-again coffe your business re

Sole makers—R. Pa

Agents: RO

Tartan BRAND

SIGN OF PURITY

Just received a new consignment of

TARTAN PICKLES

packed in 10oz. and 20oz. bottles, patent glass stoppers. We have had a large sale for these Pickles, which are packed specially for us in the old land. One trial order will convince you that they are the best goods packed. Also Rowat's Malt Vinegar in decanters to retail at 10cts. Special values in all kinds of Rice. Have you sent your order in for Wagstaffe's Goods? Do not delay. For price or information see our travellers or phone 596, free to buyers.

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



QUICK RETURNS!

It's the "Come-again Quality" coffee that ensures quick returns. Take "CAMP" Coffee for instance—the housewife sees it advertised—hears it talked about—tastes it at the table of a friend—and decides to buy it as one of the necessities of her household. All these outside influences bring her to your counter asking for

"CAMP" COFFEE

Be ready for her—"CAMP" is the "buy-and-come-again coffee." Every bottle you sell adds to your business reputation.

Sole makers—R. Paterson & Sons, Coffee Specialists, Glasgow

Agents: ROSE & LAFLAMME, Montreal.

"ROYAL CROWN"

Witch-Hazel Toilet Soap

The soap that backs up good advertising with good quality—and pays the grocer good profits.

Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents.

Wm. H. Dunn, 394-395 St. Paul St. Montreal
Agent for Quebec and Lower Provinces

TODHUNTER'S BRANDS

are brands that advertise your store as one handling the best goods put up

Here are a few of our leaders:—

Todhunter's "Excelsior" Coffee, 1 lb tins
 " " "Our Own" Blends
 " " Century Cocoa, 2 sizes, to retail at 10c. and 25c.
 " " Chocolate, T. & M. Plain, 1/4s and 1/2s

Todhunter's Pure Cream Tartar in 10c. and 25c. tins
 " " Herbs, finest fresh and new pack

Todhunter's Flavoring Extracts, all sizes and flavors; unsurpassed
 " " Jelly Powders
 " " English Mustard, 1/4 and 1/2 lb. tins

YOU WILL WANT THESE GOODS RIGHT NOW WRITE FOR PRICES. PROMPT AND CAREFUL SHIPMENT.

TODHUNTER, MITCHELL & Co.
 TORONTO, ONT.

100% PURE



St. George's
Baking
Powder

Makes Light, White Biscuits
 Cake & Pastry.

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

MOLASSINE MEAL

"The food of the century"

FOR HORSES, CATTLE AND POULTRY

Try a sample box of

MOLASSINE DOG BISCUITS

Sole Importer

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
 Montreal and Toronto.

A CLOSE SCRUTINY



Search with a magnifying glass, but you won't find anything better than

Greig's White Swan Jelly Powder

That's why so many merchants all over Canada will have no other line on their shelves, and why so many housewives insist on being served with it and none other.

Made from the finest gelatine and powdered sugar and flavored with Greig's flavors—famous for quality—it is impossible to produce anything better, purer or more wholesome.

Fifteen different fruit and wine flavors to choose from. Put up in handsome counter cartons of one dozen. It's time to sort up your Fall stock.

THE ROBT. GREIG CO., Limited
TORONTO

GREIG'S White Swan BRAND

How to Make Your Business Grow and Yield More in Actual Cash Returns

Make it your business to stock only those brands of groceries and provisions which will add to your reputation. There may be divergencies of opinion about some lines, but when it comes to **Canned Fruits** and **Vegetables** there can only be one opinion—Stock

Burlington Brand

There are reasons for the superexcellence of our Brand—reasons known to most grocers—reasons which all should know. The best fruits and vegetables—only the best can reach our canning department—our factory is peerless and our processes do not spoil fruit and vegetable goodness.

Burlington Brand is simply the superexcellence of Fruits and Vegetables in cans. The demand is great. Can you meet it?

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

WANTED

A Capable Managing-Editor

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

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

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

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

The MacLean Publishing Company

232 McGill Street, - - Montreal
10 Front St. East, - - Toronto

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MATHEWSON'S

RED

VICEROY SALMON

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

The Grocery Clerks Are Getting Wise

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

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

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

Bee Brand Jelly Powders

Six for 25 Cents

**Strawberry
Raspberry
Lemon**

**Pineapple
Cherry
Nutto**

These are the six flavors of Bee Brand Jelly Powder mostly in demand. We can supply you with any other desired.

You should handle these lines if you are looking for more profit.

Write us to-day for a trial lot if you have not found out what business-getters these lines are.

Snowdon, Forbes & Co.

— MAKERS —

449 St. Paul St.

Montreal

Packers!

The Government insists upon pure food and sanitary factories.

Commence right by using clean, sanitary cans, the kind that is to be depended upon, made by

ACME CAN WORKS

Montreal

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

Secure the best. In this case, **Acme Cans, extra coated tin plate**, are the best.

Do not experiment.

Prunes Prunes Prunes

Have just taken into store car of Griffin and Skelley

PRICES RIGHT.

WARREN BROS. & CO. Limited
TORONTO

PHENIX WASHING POWDER

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

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

It is warranted *the best* on the market; we have every faith in it; the manufacturers have, too; they have copyrighted the process of manufacture.

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

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

14 Place Royale, MONTREAL



Pride of
Canada

Maple Goods



Inferior Maple Syrups and Maple Sugars may pay the grocer who handles them once or twice, but the public soon find out the genuine.

ADOPT THE SAFE POLICY

Sell only the **real, genuine, reliable** brand Maple Syrups and Maple Sugars,

PRIDE OF CANADA.

IT PAYS.

The Maple Tree Producers' Association
WATERLOO, - QUE.

The Safe Policy

THE MONEY VALUE OF APPEARANCE

You know, Mr. Grocer, how much a good appearance has to do with creating the best class of business. We know, too. So we have given

SHIRRIFF'S Highly Concentrated
Pure Fruit Essences

an appearance worthy of their high quality. Although they don't stay long on your shelves—being such quick sellers—while they are there they add to your store's appearance.

THE IMPERIAL EXTRACT CO. 18-22 Church St.
TORONTO



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Canadian Agents: 1

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customers

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White



NEW VALENCIAS

Have we your order?

If not, order at once through our travellers or wire at our expense.

Due in a few days—

Trenors, Blue Eagle, Finest Selected Valencias

JAMES TURNER & CO., Limited, Hamilton, Ont.

**AN INFLAMED TENDON
NEEDS COOLING.**

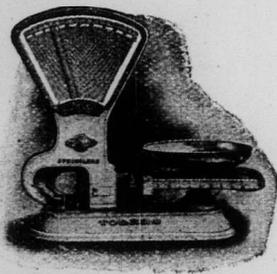
ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. \$2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

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

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.



You'll Save

a mighty lot of time, trouble and mental worry—as well as considerable money, by using

Toledo Computing Scales

Isn't that worth investigating? Write us about it.

The Toledo Computing Scale Co., Hamilton, Ont.

Vinegar

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

It's the Repeat Orders You Want

White, Cottell's Delicious Natural Malt Vinegar

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

White, Cottell & Co.,

WARNER RD., CAMBERWELL,
LONDON, ENG.

**PLEASURE
OR
PROFIT ?**

Some grocers seem to be in business for their health.

They appear content to handle goods for the fun of turning them over. "Anything to get trade."

A policy of this sort is senseless and destructive, and will eventually ruin any business.

The Modern Grocer.

I pride myself on being somewhat aggressive. I like to be in front or near it. I like to think that I am doing my share of setting the pace. And no man can occupy such a position or try to lead in this way without offending some others in his own line and running up against many who do not agree with him. I stop to think over this at times and try to see wherein I am wrong, if I am wrong, or how the other fellow is at fault, or takes the wrong view. In order to be aggressive, or be in front, or set the pace, a grocer must break away from hard and fast prices and occasionally depart from what some of the brethren will surely hold are the only truly logical rules of the retail grocery business. But I question whether I depart more radically than do many of those who are ready to find fault.

Here's something that happened a few days ago: A salesman comes in who asks me if I need anything. I do not, and he proceeds to see if he can create an artificial want or two. In feeling around, he finally says: "I see you have some of that Red Anchor Salmon—a good fish that, and I can make you a very low price on it. I can sell you that salmon so that you can make a leader of it at 15 cents. The regular list on it to-day is \$1.70, but I can put it in to you so it will net you \$1.55 with the cash discount." Not being interested in salmon, this remark did not "take hold" of my inner consciousness—I hardly noticed it, for I was looking after the work going on in my store and thinking of other things. But, as the selling drawl kept working on my nerves, it gradually struck in and I began to "take notice." Suddenly, then, I turned to the salesman: "\$1.55 did you say? and sell at 15 cents a can?" He nodded. "Not here, Mr. Van Dyke, not here. You will have to go to some of my good friends who are continually telling about Johnson and his 'ruinous cut prices' and sell them some of that fish to hand over to their customers at much less than it costs them to do business. Why, do you know what I am getting for that salmon? Go and look, and you will see that not a can is sold for less than 19 cents, and, by the dozen I get \$2.25 for it. Yet it cost me much less than the figure you now name to me. It strikes me that if all my worrying friends would study their own business sufficiently to know a little about it and thereby learn to get a profit on their goods, not being so mad after opportunities to buy 'leaders' they would have less to talk about!"

And is it not true? Is there any sense in buying goods to sell at a margin less than 10 per cent. on the selling end of the deal? There most certainly

is not. I further said to my salesman friend: "I am dropping out the Red Anchor brand, and your people's private brand, and all the so-called well-known brands I know of, with the exception only of some which are in absolutely imperative demand. Why? Because every one of them is cut to pieces. Not long ago I got in a 'future' on the Jamestown brand. I took the time to call up the seller and ask what it was retailed for. He told me 20 cents. Costing me \$1.80, I certainly could not sell it for less than 20 cents, so I agreed; but I put in the proviso that, if I learned of others cutting it, I would follow the cut. Sure enough, not two weeks had passed when I found a man who was selling it for 18 cents and giving two cans for 35 cents. Not for me. I met the cut and dropped the brand. I will not handle goods for the fun of turning them over."

Genuine "Leaders."

Truth is, you do not need to buy leaders. You can find them any day in your stock. Look over the goods and pull out the stickers. Put these out in front, push them, advertise them at 'way down figures—cost, or below, if need be. That will clean out your stock in good shape and at the same time enable you to stir up a lot of interest. And you need not fear that you will ever run out of those things; for, try as we may to avoid it, we all get stuck occasionally and I fear will continue to get stuck a sufficient number of times to keep up the supply of things we shall be always glad to sell "regardless of cost." And right here is my justification for cutting. We get the goods and it is good business to unload them promptly, get the money out of them and start over. You will make more that way than by holding onto them and letting the capital rot itself out. Get rid of them—clean 'em out—be ready for live stock and good offerings. That is the way to turn defeat into victory.

Another excellent way to get leaders is to LEAD! For instances, along comes a fellow with a new thing. Say it is Dr. Price's Jelly Dessert. It is "the same thing" as the half-dozen other successful ones in the field, except that we may notice that it is put up in more flavors and may therefore be a better seller. It is offered under a deal whereby we sell one package and give another with it. Then the maker pays us full retail price for the freely-given package. Here, now, is the chance for the quick actor. He gets out after the business by offering the one package for 9 cents, and advertising his offer, each package bought to carry one free along with it. What has he then done? He has got 19 cents for two packages—a merely nominal cut; he has sold a lot

of the goods, seemingly at prices much lower than others could make, and he has been a leader in the most obvious sense, for he has got there first, ahead of all the others, and he has stirred up a good business interest among buyers.

Get Your Profit.

These opportunities are coming along so often that the man with the "git up and git" to seize the chance when it comes his way can almost always make a leader out of a money-making commodity every day. For the rest he can cull his stock out as I have suggested.

It is, indeed, not a matter of regulation, legislation, association or co-operation, as the word is commonly understood. It is a matter strictly of education. We must learn that inevitably two plus two makes four, and that each of us must make his own margins. As the druggist said to me years ago: "We do not live on the price; we live on the margins!" True for you, old boy! And it is time the grocer learned that it is not in selling \$300 worth of goods in a day that money and success are made. It is in selling whatever you do sell, let it be much or little, at a profit over what the goods cost, plus expense. Let the grocer say to himself truly what my good friend who wrote us what was published last week, said; that the grocer aims to get just about so much whether he sells to Mr. High Price or Mr. Simple Life, and then let the grocer have the nerve to do as he says.

Do you know that dried apricots costing 20 cents a pound cannot be sold profitably at 25 cents? Well, you should know it, and you should get 27 cents for them. On the other hand, you may know that sugar on a gross margin of 10 per cent. is a fine thing for the grocer to handle. And now why are these things so? Because the apricots waste very much in quality, in sampling, in weight, through shrinkage. Besides that, you sell one pound, and often half a pound of such fruit. You deliver the article which you sell for 13 cents, or even, in the west, 15 cents, at a cost to you of about 7 cents to 10 cents. But with sugar it is different. The waste, shrinkage, and even overweights, amount to very little, while it is the exception for you to sell any quantity less than 50 cents' worth and more often it runs into the \$1 package. Then again, sugar is nearly always bought along with other goods. The point of difference comes in the nature of the goods. At present "cots" are a luxury and as such must pay luxurious profits—don't forget that, and don't forget the "margin!"

TRADE NOTES.

J. Walley & Son, general store, of Birtle, have sold out to Hough & Wickware.

Charles Jeffrey, groceries and crockery, of Blenheim, has sold to J. B. Little.

Wm. A. Hazlett, grocer, of Vancouver, has been succeeded by J. D. Miller.

Fitzgerald & Duncan, groceries and drugs, of London, have been succeeded by Duncan Bros.

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EFFECTIVE WINDOW DRESSING

A Winnipeg Store's Strong Tinned Goods Display—Some Hints to Card-Writers—Ticket Everything in the Window.

I. J. Davis, whose store is at the corner of Notre Dame and Spence streets, Winnipeg, is responsible for the window shown on this page. Mr. Davis, apparently, did not dress the window himself, though he has no reason to be ashamed of it on that account. It was put in by Geo. D. Sinclair, city representative in Winnipeg for the E. W. Gillett Co. This type of window is now well known in pretty nearly every town and city in Canada, and most grocers have a Gillett window display at one time or another.

The window shown here is a typical

that these sales were made for the most part to casual passers-by, who were not regular customers.

THE CARD WRITER.

Tea and Coffee Journal

The card writer is indispensable. Everything in the window must have a price ticket on it.

Everything you display on the floor and on the counters must speak right out. If the card writer knows his business he won't wait for copy. The manager must let him understand it.

A fly-specked or a greasy ticket is worse than none—almost.

electricity; be able to rig up fifty incandescent lights for the window. That's the kind of a card writer to have.

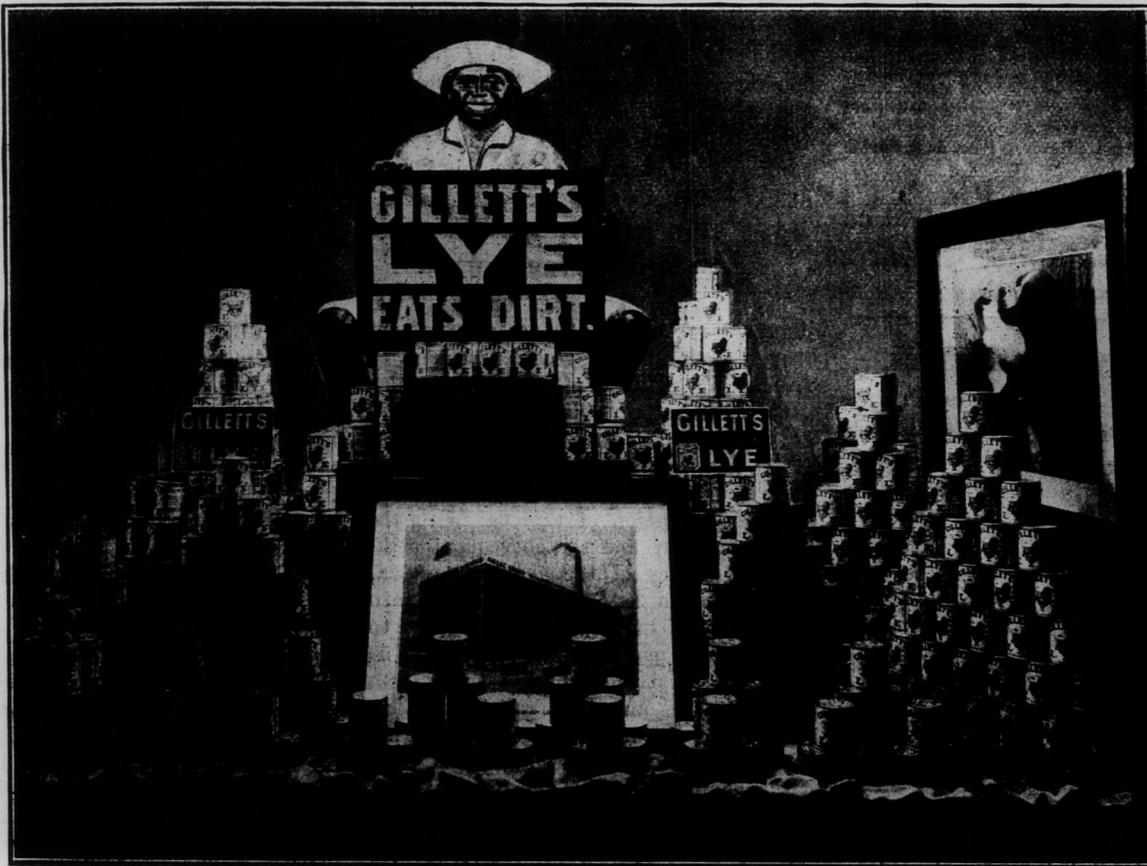
His work must have no frills to it. The outside signs, especially, must be read at a glance by the people passing on the car and by passers-by on the other side.

Good idea to have the initial letters and the price in red; the rest black. Avoid the use of colors on the glass. Let him keep the lettering on the brass signs in shape.

If he doesn't know how, the maker of the sign will tell the firm.

Tickets on everything. That's the game. Every kind of fresh vegetable. Every kind of fresh fruit. "Numbers" on every piece of meat and every fish.

Buy your wire sign holders by the gross. They should be in charge of the sign writer. This man should never write a sign Saturday, but should keep out on the vegetable department or do relief work in other departments.



A Winnipeg Window—T. J. Davis' Store.

example of a strong effect produced by simple material. The articles used are a few signs, pictures, and several dozen tins of lye. The picture, in fact, might well have been omitted without detracting from the general effect. It bears no relation to the article displayed, and serves no purpose but that of distracting attention. For the rest, the window, while not in any way remarkable, serves its purpose admirably, and, as such, may be labelled a success. Mr. Sinclair tells us that it resulted in the sale of every tin of baking powder in Mr. Davis' store within three or four days after the window was dressed; and further,

He must pick them off and replace them without being told.

A card must be on the desk of each cashier informing people the department for which she makes change. He must have his fish bulletin ready every Thursday night.

It's his business and his privilege to follow up the ads. and the ad. man. He must be able to make a frame and cover it with heavy manila paper. A dozen of these ought to be in reserve for the Friday and Saturday specials.

This is the effectual follow-up scheme for the retail grocer.

He must know the elementary end of

A CHINA WINDOW.

J. A. McCrae & Son had a fine window display last week, which reflected credit on the designer. It was neatly draped with long curled strips of pink crepe paper, in front, and on the sides, the electric globes shaded with the paper, also throwing a pink light. In the centre was a neat display of Darby ware, also a sign reading:

Royal Crown Darby Ware.
The manufacturers have had the proud distinction of catering to the tastes of the Crown family and nobility since 1770.

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, Newfoundland and abroad.

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MONTREAL 232 McGill Street
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TORONTO 10 Front Street East
Telephone Main 2701

WINNIPEG 511 Union Bank Bldg
Telephone 3726

VANCOUVER F. R. Munro

ST. JOHN, N.B. Geo. S. B. Perry
7 Hunter Wharf
J. Hunter White

UNITED STATES—

CHICAGO, ILL 1001 Teutonic Bldg.
J. Roland Kay

GREAT BRITAIN—

LONDON 88 Fleet Street, E.C.
Telephone Central 12960

MANCHESTER J. Meredith McKim
92 Market Street
H. S. Ashburner

FRANCE—

PARIS Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH Louis Wolf
Orell Fussli & Co.

Subscription, Canada and United States, \$2.00
Great Britain, 8s. 6d. Elsewhere . . . 12s.

Published every Friday.

THE NIAGARA CANNERIES.

The report of Dr. Hodgetts, Provincial Health Inspector, recently issued, censuring sanitary conditions in connection with some of the Niagara canning factories, has aroused considerable comment throughout Canada. The Grocer, feeling that the matter was too serious to be passed over, and recognizing that the general acceptance of such facts would in all likelihood mean a serious blow to the canning industry of Ontario, determined to investigate the conditions complained of. A member of the staff was sent to the district early in the week. He visited every canning and preserving factory in that section, made a thorough and impartial inspection of the factories, methods of housing employes, and general sanitary arrangements. His report, which will appear next week, is a refutation, to a great extent, of statements made in Dr. Hodgetts' and Dr. Bell's reports regarding conditions in this industry.

Dr. Hodgetts' report, recently published, is the result, not as many suppose, of a recent visit, but of a visit made some time last fall. At that time, he states, his attention was called to the matter by Mr. Holmes, a factory inspector, and Dr. Bell, a medical inspector. Dr. Hodgetts told The Grocer re-

EDITORIAL

presentative that he had inspected only a few of the factories in the vicinity of St. Catharines. Why, then, did he couch his report in such a way as to apply to all the factories of the Niagara district?

Whether there has been a material change in the sanitary conditions of these factories and buildings since last fall, we are not in a position to say. The managers of the various factories say not, though, of course, some improvements have been made. This statement, at least, can be unhesitatingly made. Conditions such as are complained of in Dr. Bell's report are not now prevalent in these canning factories. The managers of all those factories stated that Inspector Holmes had visited their plants this season, and had expressed himself as satisfied with existing conditions.

Some of Dr. Hodgetts' statements in his report are applicable to a small extent, but not to all these factories. Some of them, in their methods and sanitary arrangements, are absolutely above criticism.

A TAPIOCA SUBSTITUTE.

The scarcity of tapioca on the Canadian market before the recent shipment from Singapore was received, has given rise to a condition of affairs in which grocers, and the public in general, will be interested. For some years past there has been manufactured in Germany, and to some extent in France also, an imitation of tapioca. With the recent scarcity and the consequent stiffening of prices of the genuine tapioca, this imitation has found its way into the Canadian market, and has been, to some extent, purchased by grocers. The article in question is manufactured from potato paste, and in appearance, at least, is a remarkably good imitation of the Singapore and East Indian tapiocas, having all the pearly whiteness and hardness of the original, and in the opinion of some people, surpassing it in general appearance.

How the substitute behaves under the cooking process does not seem universally agreed upon. One wholesaler says that boiling resolves it into a state of pure mush. Another affirms that it holds the glutinous form of cooked tapioca. It seems hardly likely, however, that an article manufactured from a paste, would, when cooked, so closely resemble the tapioca grain, and the first statement seems the more reasonable one. Granted the truth of this, then, the substitute will not have the particular food value of the genuine tapioca, and it is just here that danger to the grocer may arise. It seems scarcely

probable that any quantity of this paste imitation-tapioca has been purchased unwittingly by Canadian grocers, but it would be wise for the retailer to test any recently-purchased stock of tapioca before distributing it to his customers. The imitation is of such good appearance that even an old grocer might be readily deceived.

What has caused the shortage in tapioca is rather an interesting question. It appears to be the result of over-production in the Singapore and East Indian fields some time ago. In consequence of this, the price dropped and kept falling till the article scarcely paid for manufacture. With this condition, the producers seem to have used their land and factories for other purposes, in many cases for rubber production, and gradually the available supply of tapioca has been exhausted, and the price has risen. This peculiar circle promises in time to remedy itself, but in the meantime the substituted article should be carefully watched, and sold as a substitute, if it is found to be worth selling at all.

AS OTHERS SEE US.

J. Christopher McRitchie, of G. Walker & Son, Glasgow, who is an occasional correspondent of The Grocer, and from whose pen we published an interesting, if somewhat acrimonious, letter, in our issue of March 1st, 1907, writes to us from Edinburgh, enclosing a clipping from a Scotch daily of the visit, recently concluded, of the Dominion Dairy Commissioner to Europe. Mr. McRitchie apparently objects to Canadian produce appearing in Scotland; he is indignant at Scotland's recognizing the existence of any article of food other than that produced by Scotland, and he becomes almost vituperatively eloquent when he allows himself to speak of Canada and Canadians in general. If you have a copy of The Grocer for March 1st of this year, turn up Mr. McRitchie's letter and read it. It is worth while, and for this reason—the writer is evidently typical of a large and, unfortunately, increasing number of Old Countrymen, who regard with a dignified and sweeping disfavor Canada, and everything connected with Canada. Their attitude is one of blind, unreasoning and jealous hostility. Jealousy, in fact, is apparently the only tangible factor in their opposition, and jealousy would seem to be accounted for, in this, as in most cases, by ignorance. In the course of his former letter, Mr. McRitchie says:

"I consider Canadians a very selfish race, and the treatment meted out to some 'Old Country' visitors to your domain very discreditable. I know I received more courtesy in the States.

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Personally, I never visited a more selfish and inhospitable country. Your folks forget what they owe to the Mother Country. Let all that forced emigration from here cease and it would make a big difference to Canadians—Canada, without 'British prestige,' and 'capital,' would be another story. Only ignorant, bigoted, conceited and selfish Canadians won't admit such a view, and, unfortunately, they are apparently in the majority. Remember, we have other sources of supply for our food than Canada. Personally, I actively discourage 'Made in Canada' goods, for very good reasons—for 'value received.'"

In view of Mr. McRitchie's ill-concealed admiration for the land of the thistle and the rose, the last remark seems almost unnecessary.

Six months have not sufficed to cool Mr. McRitchie's patriotic ardor. Under date of September 6, he writes to us:

"It is just as well for your folks to remember that the frequently despised 'Old Country' is still their safest and best market. We, here, take 95 per cent. of your total exports. And it will be a bad day for us here when we put a tax on food imports in order to give your folks a preference over other equally deserving nations. Your premier, Sir Wilfrid Laurier, told me on his recent visit that he had no objection to my arguments. Well, let us keep our food supply open, and then your greedy Ontario manufacturers won't get a chance to 'sweat' the western farmers after they have made more out of us through getting higher prices wrung from the British people.

"What a slow, humbugging set of folks many of your business people are! 'Hustle' with them means 'bustle' and 'fuss,' and they take an age to settle an ordinary business proposition." (This from a Scotchman, too). "Yet they think they are very smart! What a lot of procrastination there is in the Queen City!"

"P.S.—Don't guess, but make certain."

Now won't somebody take up the cudgels for Canada? Here is an opportunity for some aspirant to achieve fame at a bound. To undertake to show a Scotchman the error of his ways is to assume a task herculean in its proportions. And yet, the longer the gauntlet remains unlifted, the longer must Canadians be pointed out to a derisive world as "ignorant, bigoted, conceited and selfish." On whose shoulders shall the mantle fall?

BLACK AND GREEN.

The Statistical Department at Ottawa have sent us the tea imports for the fiscal year ending June 30th last.

They consisted of 18,459,499 lbs. Ceylon and India black tea, and 2,548,745 lbs. of the same countries' green tea, a total of all kinds of Ceylon and India tea of 21,008,244 lbs.

China supplied 562,457 lbs. of black, and 600,787 lbs. of green; total China teas, 1,163,244 lbs.

Japan supplies 4,226,406 lbs.

All other countries, including Java, 92,666 lbs.

Thus the total importations of tea into Canada during the fiscal year amounted to 26,490,580 lbs., about four-fifths of this coming from Ceylon and India—a wonderful change to take place in a few years. For how much of this change are the packet tea men responsible? Certainly a considerable proportion.

SHIPPING GREEN CHEESE.

Attention is once more called to the shipping of cheese before it has matured, in the report of the Canadian High Commissioner in London. The report deals with the year which ended March 31, 1907, and speaking of green cheese the Commissioner says:

"The short-sighted policy—not to use a stronger term—of shipping Canadian cheese in an immature or green conditions, cannot be too strongly condemned. That this practice has, during the current year, prevailed to a most regrettable extent, is evidenced by the numerous communications that I have before me from leading importers of this staple Canadian product. As I have been requested by several firms of standing to bring this matter as forcibly as possible to the attention of the Canadian shipper, I append quotations from some of the letters that I have received, in the hope that they will command the most serious attention, and have some effect in leading to the discontinuance of a practice which cannot but fail, if persisted in, to have a disastrous effect upon a trade which has been built up by great care and expense on the part of the Canadian government and people."

Several letters are quoted, in which the writers strongly deprecate the practice of Canadian makers in allowing cheese to leave the factory before it has fully matured.

Ordinarily cheese requires ten days after making to mature properly. The scarcity of old cheese and the temptingly high prices offered for the new led many makers to ship their cheese to Montreal, or another central point, before it was really fit for selling. In Montreal stocks have been so low at times that everything received has been rushed across the ocean to fill standing

orders. It is true that good prices were secured, but equally true that the temporary profit was discounted by the loss in reputation suffered by Canadian cheese. Recipients of green, or immature, cheese are likely to form a very bad opinion of the Canadian article under these circumstances, because they cannot help losing money on it, and Canada has not yet reached that stage where she can disregard complaints.

The practice, if continued, must have a disastrous effect upon the cheese trade. The words used in the report are none too strong. It is a short-sighted policy to jeopardize the reputation of any article of Canadian manufacture for the sake of some slight extra monetary consideration in a year of abnormal markets.

QUALITY IN DAIRY PRODUCTS.

J. A. Ruddick, Dominion dairy commissioner, whose recently concluded European tour in the interests, and for the advancement of Canadian produce, has already been productive of such gratifying results, has, in his evidence given at Ottawa on the result of his trip, laid especial stress upon the vital necessity of exporting to England Canadian produce of the very highest standard of quality only. This advice is given as the outcome of Mr. Ruddick's personal observation, and is strongly backed up in some statements made recently by a competent authority, who, speaking in this connection, said:

"It is certainly the fact that some very large traders on this side are studiously dropping the practice of selling the main lines of produce under specific names. They are encouraging the public to rely on their grocer's judgment, rather than to depend on names of origin or brand names, which are both troublesome and dangerous. For instance, it is the practice with one of the largest firms of distributors never to sell butter as 'Danish' or 'Irish,' but simply according to quality and price. From a retailer's point of view this refusal to be bound by names is entirely right. But the producers, like Canada or Ireland, Denmark or Holland, must note carefully the difference as regards the trade demand. The trade do not ignore these national names or brands, which are so often of real importance as a guide to quality. The moral is that the producers must take care to keep their special names before the trade, and leave the traders to look after the final destination and the public preferences. Let the Canadians attend to quality, and see that the trade here know the names and brands that stand for quality, and they need not trouble to ask whether the public here know it is 'Canadian' they are buying when they get good bacon, cheese, eggs, butter, apples, or anything else."

GROCERY NEWS FROM ATLANTIC TO PACIFIC

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

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

MONTREAL.

"I am cutting out credit altogether," said a centrally-located grocer the other day, "and the more cash business I do the better I am pleased in every respect. I thought at first that I would lose trade by adopting the cash system, but I have found this idea to be erroneous. I am doing a better business today than ever I did."

It is a great thing to be able to conduct a cash business—to do away with credit and all it means. Sometimes, though, it is impossible to avoid giving credit, and once the ball starts rolling it is difficult to stop it.

It is not possible for a country grocer to carry on a strictly cash business and succeed. That is, nine times out of ten. There are some who are doing well, but their number is few. In the city, however, a cash business is always possible for the man who insists upon it. It is merely a matter of education. Educate the people to pay cash and they will pay cash and get credit elsewhere.

I know of one grocer who did a cash and credit business for a while. He found that his customers, when they had cash went to his competitors, "so as not to run up the bill" at the credit store. That settled his credit. He sells for cash now, and he has his trade—no running to the other fellow.

Of course, one is always sure to offend somebody in refusing credit, especially when a party has been buying for cash for weeks and asks for credit "just once." Better to offend and lose that one customer than to break the hard and fast "cash" rule, though, once the step is taken, for "just once" too often means every day.

An uptown grocer who is doing a cash business is now and then asked for credit, but he very nicely explains that he is too busy to keep books, make up accounts, and look after credit, so that he really cannot begin selling for anything but cash. He says he loses a few customers, but they are replaced by others, and eventually, he loses nothing.

Montreal grocers take a wonderful interest in horse-racing. He was lucky, who, during the past two weeks, was able to find all his grocer acquaintances behind the counter or in the office. Racing has been the attraction at the Blue

Bonnets course, and many a retailer has dropped a few "tens" playing the ponies.

Racing is a fine thing to look at, and to put your money on a horse is the easiest way to increase your cash in hand—provided the horse wins. But the average retailer is not in a position to run risks. Some way or other the grocery business does not permit of the proprietor losing more than half a dozen "tens" a week. But everybody liked the races.

"Say, those window-dressing articles you run in The Canadian Grocer are just the thing," said a clerk the other day, "we dress our windows by them very often. We get any number of bright ideas from them." It is good to hear the like of this once in a while.

A grocer was remarking on some figs that were lying in a box on his counter. They were pretty well dried up in appearance, the sugar having "come to the surface." It did not bother this retailer. He prepares a tub, or boiler, of hot water, into which he pours a small measure of molasses. He dips the figs into the mixture and they resume their usual moist, attractive state.

On the city council there are several grocers, among them Jos. Ward, R. Turner, J. B. A. Martin (formerly of Laporte, Martin & Co.), N. Lapointe, E. Lariviere. Messrs. Lariviere, Martin and Lapointe are on the road committee, the former being chairman. The point is, cannot these men do something toward bettering the roads in the centre of the wholesale district, in the heart of the grocery and provision centre of the city? Some of the streets are in disgraceful condition—not only are they anything but pretty to look at, but they are such as to play havoc with wagons, with merchandise and with horses. Place d'Youville, for instance, on a wet day is three inches of mud and water.

Grocery men are good business men—cannot the grocery brigade on the city council inaugurate a movement for better streets where they are so badly needed? Business men would appreciate their action.

CHATHAM.

Officials of the C. W. & L. E. electric road declare that the report to the effect that arrangements had been completed between that line and the M.C.R. for a crossing at Charing Cross, were

premature. The right of way across the M.C.R. has not yet been secured, and the matter will probably have to go before the Railway Commission for adjudication. The M.C.R. are said to have a watchman on duty night and day to prevent the laying of the tracks.

Judge McHugh, of Windsor, has handed down his decision in a case of interest to hundreds of farmers and tobacco growers. Frederick W. White of Harrow, was induced to take stock in the McAlpin Tobacco Company, of Leamington, on the assurance that he would receive 6 per cent. on his money, and that the company would purchase his tobacco at a specified price for a certain term of years. A note, taken in payment, was endorsed to the Traders Bank, who, after the failure and winding-up of the company, sued for \$300 and interest. White defended on the ground of fraud, alleging that the bank had ample notice of the circumstances. Judge McHugh sustained this contention, dismissing the action with costs.

The exposure of fruit, vegetables, fish and other eatables offered for sale by grocers and butchers, was warmly criticized at a recent meeting of the Board of Health. Dr. Charters introduced the subject, urging that action should be taken to compel a discontinuance of the practice. The manner in which meat is brought into the city, often in open wagons without covering of any kind, was also criticised. The secretary was instructed to write the Toronto Health Department for a copy of their regulations on this subject.

Dr. Hall, M.H.O., reported that a second test of the city's milk supply, made recently, presented much more satisfactory results than the first test, which took place some time ago.

Chatham will not have a free mail delivery service for some time to come. The matter has been agitated off and on for a couple of years; but a recent letter from R. M. Coulter, Deputy Postmaster-General, states that Chatham, though possessing more than the required \$20,000 annual revenue, has less than the necessary 12,000 population, and is, therefore, ineligible.

The Canada Flour Mills has raised the price of wheat from 82c to 87c standard, in order to bring in wheat in larger quantities.

J. P. Taylor, the Park street grocer, accompanied by George Taylor, left last week on a holiday trip to Edmonton, Alta.

J. D. Baxter, until recently in the bakery business in Dresden, is moving his family to this city.

Chas. Jeffrey, who has conducted a grocery business in Blenheim for some time past, has sold out to J. B. Little, of London.

C. H. Mills, of Thos. Stone & Son, sec-

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Jas. R. Palm poses establishi bakery here, ha land on Patter have been let 1 to cost in the Building operat shortly.

Representative 15c store were in a view to locati They were unab vacant store lary pose; so that t abandoned, at l

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The last train morning and we enjoyment for oi for the inner m

The only two of who closed Charlie Hicks and deserve credit fo for themselves v what the other fe a dozen stores clo rest kept open b have closed.

All previous re the building line a total of \$502 \$15,800 of this w improvements alone spent on factorie

There was anot Saturday with a both buyers and side and outside particularly large sale and there wer Hamilton grocers: the local people. changed, except which took a drop. had at any fair up. The Irish ma ing as low as 7 the first time this generally, among

Mrs. C. F. Lee for sale and her

THE CANADIAN GROCER

retary of the local Board of Trade, will shortly return to his old home in Berlin, where he has accepted the management of the Berlin Leatherette Co.

Jas. R. Palmer, of Tilbury, who proposes establishing a large wholesale bakery here, has purchased a block of land on Patterson avenue. Contracts have been let for a fine brick bakery, to cost in the neighborhood of \$3,000. Building operations will be commenced shortly.

Representatives of a large 5c, 10c and 15c store were in the city last week with a view to locating a branch in Chatham. They were unable, however, to secure a vacant store large enough for their purpose; so that the scheme had to be abandoned, at least for the present.

GUELPH.

The Guelph and Goderich excursion was a success and certainly means a lot for Guelph merchants. The trains were all crowded and everybody had a good time. We went, we saw, but we did not see much to eat or drink. In fact, the eatables and drinkables were mighty scarce. Lake water may be alright in its place but to live on it for 24 hours makes a fellow feel like saying, next time we will take a bottle along. On an occasion like this it pays to be an alderman. There is no doubt we will receive a big share of the trade between here and Goderich and the new line means a great future for both Guelph and Goderich in the way of business.

The last train came home at 6.15 next morning and we got a lot of external enjoyment for our \$1.25 but not much for the inner man.

The only two grocers we have heard of who closed up for the day were Charlie Hicks and Inglehart & Co. They deserve credit for being able to decide for themselves without waiting to see what the other fellow would do. About a dozen stores closed altogether and the rest kept open but might just as well have closed.

All previous records were broken in the building line in Guelph this year, a total of \$502,750 being spent and \$15,800 of this was spent on store improvements alone, while \$137,400 was spent on factories and extensions.

There was another bumper market on Saturday with a large attendance for both buyers and sellers in both the inside and outside markets. There was a particularly large amount of fruit on sale and there were a large number of Hamilton grocers and dealers as well as the local people. Prices remained unchanged, except plums and potatoes, which took a drop. The plums were to be had at any fair offer from 25 cents up. The Irish man's favorite fruit being as low as 75 cents a basket for the first time this year. But business, generally, among the stores was quiet.

Mrs. C. F. Lee is offering her stock for sale and her store to rent. T. B.

Coulson, general merchant at Eden Mills, is also offering his business and store for sale. These are two good chances for someone with a little ginger and a little money.

The butcher business lately carried on by G. D. Sleeman has been taken over by Barbar & Richardson and will be run by the latter gentleman.

Does it pay a grocer to order his canned goods ahead subject to any price that may be asked? The travelers have been booking orders all summer for fall delivery and have no price to offer yet. It may pay, but I doubt it very much. Why should a retail grocer have to buy and carry all winter the stock his wholesaler ought to carry for him? The travelers all tell us they are protecting us. But are they protecting us or the wholesalers? Don't think for a minute it is the retail merchant they are worrying about.

Of course, there are exceptions, but as a general rule most grocers can buy at any time during the winter at or very near the same price as the fall and don't have to tie up their money in canned goods. Sometimes they can be bought cheaper in the winter, but in

Read Peterborough's remarks on the adoption of the cash system for grocers.

Woodstock has a few timely paragraphs on cleanliness in the grocery store.

Read what Kingston says about Sunday jam-making.

\$15,800 was spent on store improvements in Guelph this year. What about your town?

this case we have the frost to contend with, though it is not any more of a risk than filling up your cellar with a large stock of canned goods at fancy prices. A grocer has got to be a pretty level-headed fellow to run a business successfully and if the wholesalers are protecting the retailers, as they claim, why should the retail grocer have to carry the stock and run all the risk? It takes a lot of good judgment, but the most of the buying ahead business for a retail grocer is just speculation and you get caught about as often as you make any money out of it.

The first new raisins to arrive in the city came last week and are quoted at 8 cents, which looks good.

The Rock Maple pickle factory was sold by auction yesterday and was bought with all the fixtures and stock by Jos. Kolit, who will continue to run it.

We hear some complaints from private people that the grocers should not be allowed to buy up the fruit and green stuff so early. But that is an old story here and I firmly believe that

when the fruit, etc., is bought to retail again in the city, the public are greatly benefited, as they have it right in their own neighborhood by seven o'clock, and can easily depend upon their grocer buying the best for his own people, and he often knows what they want better than they do themselves.

Then, again, he gets a better price from the wholesaler than they could possibly do, because of the quantity he must buy. The wholesaler cleans up his load early, and is ready to go home with his money in his pocket, while if he waits on the market to sell in small lots and don't sell, he immediately starts to peddle from door to door, and they have not the same chance to get back at the wholesaler if their fruit is not what it is represented to be, which is sometimes the case. So, as it is, the public ought to thank the grocer for the care and trouble he takes for them, as he could just as easily lay in bed another couple of hours and still buy his fruit before the public handle it all over, by buying it in loads and not going near the market.

Your correspondent came in for his share of abuse for saying in a recent issue that the police were not all they were cracked up to be, and some of the Wyndham street merchants tried to blame the fact to the fruit displays being ordered in on Saturday. They could get much nearer home, and not get off on Wyndham street, either. However, suppose it was for that reason. If they are breaking the law, which apparently is the case, the police should not have let it run all summer, and longer, for that matter. It was not attended to before their attention was drawn to it. We are sorry for nothing we have done so far, and don't feel inclined to drop in line with the Wyndham street merchants as hero worshippers of our police force for the sake of leaving our fruit on the sidewalk. If we break the law we expect to be accountable to the law, but we don't intend to be muzzled. We are good friends with both the police and merchants, have no axes to grind, and are not personally interested either way.

HAMILTON.

Grocers are beginning to be anxious about the price that canned tomatoes will open at. That they will be high, no one questions. The best-posted grocers are looking for a price at about \$1.25. This will leave the retailer a small margin (as much as he will ever get on canned tomatoes), selling at two tins for a quarter, and it is to be hoped, that this year the canners will keep the departmental stores off the wholesale list, as they are very unfair competitors for the grocers. The corn situation looks pretty bad, maybe worse than tomatoes, with the quality likely to be very poor, also. The writer had a chance of buying some good old corn at 72½c the other day, but now the people want 80c, and even at that, I believe it is better to buy on samples of old corn that is good, than

wait for the new pack, and I would advise grocers to lay in a stock of the old at a fair price, as the chances are very much in its favor.

* * *

Sugar sales are small, and although the raw market may be strong, the demand is so much less, that I think instead of sugar advancing, we may more reasonably look for a decline. Some time ago, I think it was The Grocer's Guelph correspondent, who referred to pushing sales of 100 lb. bags of sugar, and a very silly practice it certainly is. See how it works out in Hamilton: The grocers are selling 100 lb. bags at \$4.55 to \$1.60 each, and are retailing 20 lbs. for \$1.00. Selling at \$4.55, they make a gross profit of nine cents on an investment of \$4.46. Now, do you wonder why retail grocers get rich so quickly? In most cases if they let the consumer alone they will buy the dollar's worth every time. A great many times the customer will do better for you than you can do yourself.

INGERSOLL.

Far out on the autumn breezes is now borne the appetizing odor of catsup and the other relishes which the housewife is preparing for the winter's store. Grocers' delivery wagons also rattle by more frequently than usual, and circumstances in general indicate that with the advent of autumn there has come an increase in the volume of business. The preserving season is not as active as in previous years, owing to the scarcity of fruits and the resultant high prices, but there is, nevertheless, a large demand for sugars, spices, etc., and the busy period which the grocers have been looking forward to since "dog days" has arrived. Plums are probably more plentiful here than in many sections, and the prevailing price is seventy-five cents per basket, or \$2 per bushel. Peaches are about double the price of a year ago and the supply is very small.

The rains of the past few days have done much to ripen the tomatoes, and a good crop is reported. They are being marketed daily by local growers, with eighty cents per bushel as the ruling price.

Butter is one of the staple articles which shows but little fluctuation in price here. Ingersoll is in the peculiar situation of being surrounded by cheese factories, as well as having the factory of the St. Charles Condensing Co. in its midst. Of course, these are very valuable institutions to the town, but as the major portion of the milk supply is taken to the factories, but very little butter is manufactured, the consequence being that it is usually as high here as in any other place. Thirty cents per pound is now the ruling figure for first-class creamery butter, which is apparently the most in demand.

* * *

The prolonged drought has reduced the cheese production in this section. The pasturage has been very short for some weeks and there has naturally been a marked falling off in the flow of milk. The rains, however, of the past few days have relieved the situation materially.

* * *

Much interest is now being centered upon the apple outlook. From what can

be learned, the crop will not be as heavy as last year, and it is doubtful if the quality will be as good. Exporters are now calling upon the producers and preparations are being made for packing and shipping.

KINGSTON.

Owing to many circumstances, such as clerks being off on holidays, excitement over advancing markets, investing and overstocking causing financial cramps, and many other accidents too numerous to mention, I did not feel in a position to write and add my little quota to the most valuable and interesting columns of grocery news from Atlantic to Pacific, which is one of the most valuable of the grocer's assets. I sometimes feel discouraged about this correspondence business. Then I take up a Grocer and commence reading Belleville, Chatham, Guelph, Hamilton, Quebec, and others, and after reading I feel as though the letters were personal, and that I must answer them. I sometimes wonder what they look like and would be glad to have their faces sent me on a postal card. I can buy an album now for 10c at Knox's big 5, 10 and 15c store, which opened here a week ago, and took in over \$1,500 opening day. Such a jam, everyone crowding somebody into jelly and the rattle of double boilers, tin pans and bakers' knick-knacks would deafen you. Other dealers in other lines claim it stirred up trade and brought people to the city and their sales were increased. Well, it is best to look at the shining side and see the good points.

* * *

I am sure all the correspondents regret Editor Armstrong's leaving The Grocer's staff.

* * *

The Made in Canada exhibition in Kingston promises to be one of the biggest and best things we have had since the famous grocers' picnic. The ladies interested in the affair are very enthusiastic and expect to make a lot of money for a very deserving institution, the General Hospital.

* * *

The general aspect of the canned goods situation is not very inviting to the retailer who has a small stock on hand. Buy as you go is a good rule year in and year out, but some years the early buyer of futures gets the plum. The retailer cranes his neck to see what prices for tomatoes, peas and corn will appear above the horizon and say retailers who have bought, and have stocks on hand are fools if they do not advance with the market. Getting trade by cut prices is like bagging fog—you can't hold it.

* * *

O Wee Kay No salmon is sold here yet at 15c; corn and peas, 10c. 3 for 25; tomatoes, 10c. It is ridiculous. If you hire a carpenter you pay \$2.50 a day, a laborer \$1.75 to \$2. Natural gas has gone up, and the retailer who does not advance with the market will be in the soup. The fruit and vegetable peddlers have things their own way. Our officials are afraid to carry out the bylaws they are sworn to protect, and our aldermen seem to be doing little to protect the honest grocers and market gardeners.

Carloads of New Brunswick and Nova Scotia potatoes are coming in and are of good size and quality. A great many have their coats rubbed off, but still they are a good investment, as potatoes are very small around here. Jobbers are asking 95c a bag. Cars are being offered at 75c to 77c.

Albert Glover has just completed a large brick warehouse for potatoes.

* * *

Saturday market was a large one and prices were good: Tomatoes, 75c to \$1 bush; potatoes, \$1 a bag; pickling prices were good: Tomatoes, 75c to 30c; eggs, 20c.

* * *

The fruit dealers and grocers had large shipments of plums sent in and a large amount of this had to be sacrificed. One dealer turned 100 baskets over to the W. J. Crothers Co., Ltd., for jam. Prices started at 75c, and in the evening sold for 40c and 50c a basket. It is a bad practice for fruit growers to load up dealers on Saturday. The dealers advertise low prices for Saturday night. People wait till that time to buy, and you can smell jam cooking all day Sunday. If some preacher took for his text "plum jam" he would have few empty pews. There would be a jam surely.

I don't think there is enough honey in this district to make 50 sheets of fly paper.

LINDSAY.

Trade here has been somewhat dull this last week, as the farmers seem to be waiting to do their buying next week when they come in to attend the big Central Fair held here. This is always one of the big events of the season and lasts three days.

Numerous towns have been complaining of short weight on butter, etc. Lindsay was not considered to be on this list until last Saturday, when it was found out that some farmers in this part were "cheating" the public.

The shortage was on butter. Our market clerk had always boasted of the good weight given on our market, and to prove his statement went over to a basket nearby and picking out a supposed pound print, found that it only weighed fifteen and one-half ounces. Several other prints also lacked. Five prints supposed to weigh five pounds, lacked about four ounces.

The market was very brisk, the following being the prices: Eggs, 18c to 20c; butter, 25c to 26c; chickens, 60c and \$1; ducks, 80c and \$1; apples, 15c per peck; cream, 25c per quart, and hay, \$13 per ton.

Lindsay is very well supplied with grocery stores, there being eleven on the main street. On going into Lindsay stores, it will be noticed that each merchant deals in groceries, and groceries alone, there being not a general store among them.

The fruit question is one that every grocer is paying special attention to now. Plums seem to be plentiful, selling for ninety cents per basket. Peaches are very scarce, and are retailing at \$1.75 per basket. Grapes are just beginning to arrive, and are selling from fifty to sixty cents per basket. Great quantities of sugar are being disposed of these days. One grocer remarked

that when he s a dollar in his habit for him book "granulat are smiling the their fall suppl the late advan about sixty cent

Fair week wa with the local required the warehouse staff were in for the wants of custo tage of the lo the city.

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THE CANADIAN GROCER

that when he saw a man come in with a dollar in his hand it was becoming a habit for him to put down in his order book "granulated sugar." Many grocers are smiling these days because they had their fall supply of syrup bought before the late advance in price, which was about sixty cents per case.

LONDON.

Fair week was, as usual, a busy time with the local wholesale grocers, and it required the combined efforts of the warehouse staffs and the travelers who were in for the week to attend to the wants of customers, who took advantage of the low railway rates to visit the city.

Brokers report some changes in prices, not the least notable being an advance of 6d to 1s in currants. Stocks of this fruit in the country have been allowed to run pretty low and the natural consequence has been a brisk demand. Valencia raisins are a little lower. As yet no large quantities have been bought, wholesalers holding off for lower prices. No change in sugar. There has been a slight drop in low-grade teas, while some higher grades have advanced a little. Japans keep very high.

One of the breakfast food firms adopted a novel method of advertising their goods during fair week. At their own expense, they arranged in the windows of some of the downtown grocery stores attractive displays, in the shape of arches made up of artistically-printed boxes of their cereals, interwoven with vari-colored ribbons. The effect was very pleasing and served the double purpose of advertising the goods and saving the merchants the trouble of dressing their own windows at a very busy time.

Plums and tomatoes are coming in quite freely just now, the warm weather, with plentiful rains, having had the effect of ripening the latter very rapidly. The result is that baskets of these products take up a large amount of room in the city stores. Plums are now selling at from 60 cents per basket up, and tomatoes, which for weeks have been held at 45 cents, can now be bought for 30 cents a basket retail.

Hucksters are still openly violating the city by-law, in spite of the city council having, at the instance of the Grocers' Association, instructed the market clerk to keep a sharp lookout after these gentry. A few mornings ago two prominent grocers saw one of them buy out the entire lot of garden truck brought into market by a farmer, and transfer it to his own wagon. The clerk was looked up, and the first prosecution may be expected any day.

Wholesale grocers state that the outlook for the pack of canned goods is an exceedingly gloomy one. This is partly as a result of the shortage of the fruit and corn crops, but wholesalers state that the report made by the provincial medical authorities upon the filthy condition of factories will, in all likelihood, result in the curtailed sale of canned goods.

The crusade against dishonest milk dealers is still being carried on. This week a Dorchester farmer was charged before a county magistrate with intro-

ducing water in too liberal measure into milk sold to the Union cheese factory in that township, and was fined \$25 and costs.

Driven to their wit's end by the restriction of the area in which they can carry on their business in the streets of London, the Greek banana and peanut men are now seeking small locations in the business part of the city, where expenses will be light. One of them has taken up a position in an unused hallway on Richmond street, near King, and there finds business quite active. It is not likely, however, he will be allowed to remain there long.

What was at one time a sore grievance to retail grocers, was the custom of certain wholesalers selling direct to consumers. It was not the proprietors, but their employes, who were the offenders in this respect, the latter yielding to the importunities of relatives and friends, and procuring goods for them at prices intended only for the retailers. The proprietors, however, have put a stop to the practice, and now it is rare that a complaint is made in this connection.

PETERBOROUGH.

Should the grocers of Peterboro adopt the cash system? This is a question which has been receiving considerable attention here for some time, and both pro and con arguments have been put forth. Other lines of business have adopted the cash system, why not the grocers? There is little doubt but that it would be more profitable all round if it could be worked satisfactorily; but several grocers, to whom your correspondent spoke regarding the matter, said it was hard to lay down a hard and fast rule regarding payments in the grocery trade. Two years ago the coal merchants of Peterboro adopted the cash system, refusing to deliver coal or wood unless money was close in sight. The following spring the grocers of the city noticed that they had more accounts on their books than at the end of any former spring, and they had no difficulty in finding the cause of this state of affairs. The coal man got his money; the grocer did not. He had to wait until the customer was able to pay up. If the cash system were universal among the grocers of the city, everything would be all right, but unless there is united action, it will not work out well. Incidentally, this is a point in favor of co-operation among the grocers.

T. G. H. Duene, grain buyer for the American Cereal Company, has returned from a trip to the Canadian west. He states that the western harvest will be well up to the average.

A big howl is being made in wards one and two of the city regarding the high assessment. These are the two new wards, and they have grown rapidly during the past few years, and the residents claim that the valuation this year is altogether too high. Many of them express their willingness to sell their property at the assessed value.

Barney Cain, who for some time has been connected with the wholesale gro-

cery establishment of Chas. Rishor, has resigned his position and has gone to Belleville, where he will take a course in Albert College, in preparation for entering the Methodist ministry.

The city council has taken into consideration the proposal to establish a public abattoir in Peterboro, where all animals intended for consumption could be slaughtered. The claim is made that many diseased animals will be offered for sale to the butchers of the city, now that there is a rigid inspection at the packing houses. It is likely that the scheme to have a public abattoir will go through, as the butchers of the city are in favor of it, and the council has taken it up.

The Peterboro Cereal Company have forwarded five cases of their breakfast food, Canada Flakes, to Hong Kong, China. This shipment was made from Vancouver in August, and it is expected that the goods will find a ready sale in the Oriental land.

Grocers report business as being generally fair during the past week. A big trade has been done in fruit.

W. C. Tully has purchased from S. C. Ward the grocery store located at the corner of Aylmer and Murray streets. Mr. Tully has re-stocked the store and as he has had considerable experience in the grocery trade, there is every prospect that he will make a success of the business. The location is a good one, and the previous owner had many customers.

Peterborough is well supplied with grocers, there being three wholesale and sixty-five retail establishments in the city. As the population of the city is about 15,000, this means that there is a grocery store for every 250 inhabitants approximately. It would almost appear as if there were too many groceries for the size of the city, but the majority of them appear to be doing a good business. The wholesale men report trade as being unusually brisk, no doubt due to the large number of retail establishments.

There has been some trouble between a Belleville cheese buyer and several factories in the Peterborough district, regarding difference in weight between the weighing of the cheese at Peterborough and Belleville. The buyer claimed that there was a difference of about one pound per box between the figures given. The question of "short weight" cheese was discussed at a recent meeting of the local board, when it was decided that the buyer shall have the privilege of weighing several cheese from each factory's product at Peterborough, this weight to govern the sale of the respective lots.

QUEBEC.

Business is brisk at the present time in grocery circles. Wholesalers, as well as retailers, have been very well satisfied with the week's trade. Prices of leading staples are firm. The fruit season has been one of the most successful on record. A heavy pack of all lines

of canned goods is noted. The market is very strong, though there is no immediate indication of an advance. Collections are still slow and no improvement is remarked since last week.

The butter and cheese situation is very satisfactory. Creamery butter continues in small supply, with good demand; prices have advanced a cent per pound. Cheese is a little higher and the demand is excellent. We quote: Creamery butter, 23c to 24c; second choice, 22½c to 23½c; fresh butter, 21c to 23c; colored cheese, 11½c to 12½c; white cheese, 11½c to 12c. A new advance is expected. Eggs continue to arrive in small quantities and are priced from 22c to 23c. The demand for pork is still good.

Owing to the unfavorable weather, the fish markets are in a quiet condition. The arrivals have been much smaller than usual and the market is practically bare of good fish. On account of the shortness of supplies, prices are firm, with a poor demand.

Trade is fairly good in flour and grain markets. Retailers are buying heavily, fearing a new advance in prices. The advance registered this week is considerable and wholesalers sell at the following quotations: Indian corn, 82c. Flours: Winter patent, \$4.75 to \$5; Manitoba patent, \$4.75; straight roller, \$4.25 to \$4.50; seconds, \$5.10 to \$5.80; patent Hungarian, 98 lbs. \$2.75; Ontario patent, \$2.15 to \$2.25; straight roller, \$2.10; oat flour, \$1.50; Indian corn flour, \$1.60.

Sealed tenders are asked and will be received till the twenty-third day of September, by the city clerk, to supply hay, (timothy hay, 15 lbs. per bundle), oats, straw, bran, gandricle, for the fiscal year, from the first day of November next, 1907, to the thirty-first day of October, 1908, for the fire department.

At their annual meeting, a couple of days ago, the Grocery Clerks' Association, presided over by M. Boissonnault, elected the following officers for 1907-08: Hon. president, Adj. Pouliot; president, J. A. Gagnon; vice-president, J. A. Rochette; secretary, Wilfrid Cantin; assistant secretary, J. E. Falardeau; treasurer, Uld. Fiset; assistant treasurer, J. A. Drolet; auditors, Uld. Lachance, Nap. Drolet; committee, J. A. Roy, L. N. Fiset, Jos. Gosselin, Ad. Poitras, J. A. Rochon, N. Boissonnault, Alb. Bernier, Jos. Dubuc, Eng. Paradis, Eng. Vermette, F. T. Allaire, E. Falardeau.

Fruits and vegetables are abundant this week on the market. A decline is noticeable in bananas, which were priced last week at \$2.50; present quotations are from \$2. to \$2.50. Peaches, per box, had a decline of 50c. and are now quoted from \$1.75 to \$2.25. Tomatoes are sold for 85c per box, green grapes, 75c per basket, and blue grapes, 60c.

The export trade of cheese from Quebec for England has been since the first

of May this year, 44,885 boxes. Last year, for the same period, the shipment was 14,381 boxes.

ST. CATHARINES.

St. Catharines has returned to its normal condition, now that the holiday excursion and half-Wednesday vacations have expired. The merchants are alive to the fact that business must be looked after, and apparently every one of them is doing a profitable trade.

Changes have occurred recently, and new business has been established. Donald L. Cruickshank, for more than thirty years a prominent and successful grocer, concluded that he needed a rest, and his business was taken over by T. B. Hare, of St. Thomas, who has been in the business for a number of years. Mr. Hare had for some time been in Toronto; from thence he went to St. Thomas, and since his advent to St. Catharines he has made many friends. He occupies the Cruickshank stand at the junction of St. Paul and Geneva streets, and by its favorable position he should secure a good trade.

A new venture has been made by J. C. Ellis, who for a time conducted a tailoring and gents' furnishing business. Mr. Ellis and his wife have embarked in the grocers' trade on St. Paul street, a point where business should be good for no supply store has been in that neighborhood since W. T. Richardson changed his location to Geneva street, several years ago.

Since opening business, both Mr. and Mrs. Ellis say the patronage has been better than expected.

Andrew Foster, of the firm of Andrew Foster & Co., met with a misfortune to his left leg some years ago, from which he had suffered a good deal from time to time, and was finally compelled to have an operation amputating the limb below the knee. Mr. Foster has almost fully recovered from the operation, and is sometimes seen in his store. It was a remarkably quick cure, as Mr. Foster is well advanced in years, and his many friends congratulate him on his speedy recovery from what many thought would be his death.

There is a good deal of crockery, china and glassware used in St. Catharines and surrounding country. The outside world come to this city for their wares and can procure supplies in all lines they need. The American Bazaar is an up-to-date store, replete with fancy goods, commodities for the table, glass, china, silver, gold, and the proprietor, ex-Alderman J. T. Petrie, takes good care to have sets of the choicest of wares in his show windows, occasionally, showing varieties that have been secured from London, England, Paris, France, and German manufacturers. Mr. Petrie is also a live grocer, supplying the needs of his many customers.

The Horticultural Society is no mean asset to St. Catharines and elsewhere. The promoters are the most energetic and prominent people of St. Catharines and other towns. A two days' show will occur this week in the Armory main floor, permitted by military authority, and hundreds of people will avail themselves of the opportunity of seeing nature cultivated by man—crude to begin with, but by culture, exceeding what old Nature intended.

The farmers and fruit growers have had an anxious year. The grain, of which little is grown in this part of Ontario, excepting oats, has been a poor crop. The late spring retarded planting, the cold summer, with dry weather retarded growth, and practically the two kinds of vegetables and fruit—tomatoes and grapes—are the ones the growers look to for profitable results. The rose bug hurt the grapes on sandy soil, but the clay land vines reap a bountiful supply. Tomatoes will be a good crop if the frosts keep off, but until the last few days, ripening was very slow. All sorts of commodities bring good prices in the St. Catharines market, and are readily sold.

TORONTO

The ordinary housekeeper is getting a little anxious regarding her supply of fruit and vegetables to be canned for winter and spring consumption, and the grocer is besieged these days with inquiries as to this and that in the fruit line. This week the situation has been a little relieved by a somewhat plentiful supply of plums, but when 80 or 85 cents a basket and \$1 for the best ones is asked, the customer usually frowns a little. Tomatoes are selling well and a lot of culls and wrinkled ones, which do very well for catsup, are going for 25 cents. Better ones go at 30 to 35 cents and the best at 40. The beginning of the pears this week helped some, too, and the early apples supplied many a household with good old-fashioned and appetizing "apple sass." There has been a big demand for cucumbers and peppers for pickling purposes and a good supply of cauliflower and cabbage has also helped in this good work. For table purposes muskmelons sold well at from 5 to 30 cents apiece.

An Old Country grocer, who has also seen a good deal of the development of things in this city, Samuel Hazlitt, passed away at his home, 362 Bathurst St., on Sunday, Sept. 8. Mr. Hazlitt was born at Castleblaney, County Monaghan, Ireland, and learned the grocery business in the Old Country. He came to Toronto about forty years ago and after some time opened a store here and ultimately became a well known merchant. He had been ill for some months and the end was not unexpected. Mrs. Hazlitt, whom he married in Toronto, survives him, as do also two sons, U. S. and J. K., who are wholesale confectioners in the city, and one daughter.

It's rather a pleasure to an up-to-date grocer to take a walk up upper Yonge Street these evenings to see how the

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early closing movement is taking hold. There's scarcely a grocer from College to Bloor—and there are a good many stores in that section—but closes at six or very shortly after, on every evening but Saturday. The big fellows, especially, are prompt in shutting up and up around the corner of Yonge and Charles, where Simpson and Barron and Davie Bell are making things go, you would find it hard to get an order in for love or money at a minute after six. Davie Bell, by the way, is happier than ever in his recently enlarged store, and his two big show windows, which he keeps in good shape, give a fine idea of the cleanliness and brightness of the interior of the store. Above Bloor two or three of the smaller men keep on working till eight and even till ten, regularly, and they claim they have to do this to supply the poorer class of trade which surrounds them.

VICTORIA, B.C.

The summer season is drawing to a close, and one might say that in Victoria it has been a strenuous one, conditions here being exceptionally bright, and each month's business exceeding that of the previous one by a very substantial margin. Many of the grocers have found it difficult to procure sufficient experienced help to handle their rapidly-increasing business, but, in spite of the busy times, the grocers have managed to find time for a little recreation, every Thursday afternoon having been observed as a holiday, and all grocers and butchers closing their stores at 12.30, and remaining closed for the balance of the day. And every merchant in the city found a spare day for the annual picnic on August 8th, which was a grand success. The picnic was to have been held on July 25th, but on account of a disastrous fire just previous to that date the outing was postponed till August.

The MacLean Publishing Co.'s representative, R. J. Gay, was in the city last week, and seemed to have a busy time. If Mr. Gay is always so busy, he is likely to be dubbed "The live man from the east."

At present the canned goods question is interesting the grocers very much. The new prices are exceptionally high, the Canners' Association evidently trying to keep abreast of the times on prices, but there is such a thing as over-doing matters. For it means the retailer will have to sell tomatoes at 20c a tin, and corn, peas and beans at 15c a tin, and fruits, etc., at correspondingly high prices.

Of course, everyone realizes that there is an upward tendency on almost all lines of groceries, but there is, or should be, a limit to everything, and the Canners' Association should bear in mind that there are live business men in California who are only too anxious for an opening for their goods in the Canadian market, and even if they don't fear competition, they should not overlook the fact that at such advanced prices the consumption will be much less.

At last the much vexed liquor question has been settled, and all grocers

having a license have been compelled to divide their stores and keep the liquor separate; in one way this is a satisfactory state of affairs to the temperance element in the city, but it has spoiled many of the finest stores, which are now cramped for room, and are all cut up with partitions and separate entrances.

The summer has been exceptionally dry, and consequently, the hay and potato crops are short, and prices high, so the grocer will have to figure which will be the cheaper as a motive power for delivery, hay and oats or gasoline.

The lack of good pasture has kept butter at an unusually high figure; in fact, the supply of local creamery is not nearly adequate to the demand, and for some months the grocers have been getting 45c per pound, and still there does not begin to be enough.

Flour has advanced 40c per barrel, is the latest news. It was high before, and one wonders when it will reach the pinnacle.

Sugar has been fairly reasonable in its movements this season. This is due to a little competition. Some Scotch and China sugars were put on this market, and the result was a drop of 40c per hundred-weight.

WOODSTOCK.

Your correspondent has been jaunting around the country on his holidays, something he doesn't get with the regularity of the seasons, for the past couple of weeks, and that explains why there has, for two or three issues, been no Woodstock letters in The Grocer. But that wasn't what I started out to say. I intended to tell all Grocer readers that in no place I was in, did I see any finer grocery stores, for the size of the place, nor any half as good, as we have right here in Woodstock. I was in Quebec and Montreal and Toronto, and smaller places, and stores that were better than Woodstock's were scarce, while there were stores without the clean and inviting appearance local grocers delight in showing to visitors and patrons. And Woodstock's stores are probably no better than those of its surrounding towns and cities, though, of course, we would like to believe that they are. It is probable that the dealers in smaller places pay more attention to detail than do those in large centres of population and trade. They become more closely acquainted with their customers, and feel a personal pride in displaying a store from which they need have no scruple in taking home goods for the table.

I always think that if grocers and men in other kinds of retail business who dispose of table goods, realized how much depends upon appearance, they would be more careful of the surroundings of articles they expect people to buy and eat. I do not buy goods to run a house, but if I were in that business, I know the places where I would not buy goods. They are the places where you see cut hams, sausages, etc., lying on the counter, entirely unprotected by netting or otherwise, and see the flies

making it their happy hunting ground: where you see fruits and vegetables piled up on the pavement in front of the store at the mercy of the dust and filth of the street, and every passing canine; where the clerks wear dirty aprons, and where griminess and dust reign supreme and in no danger of molestation. Most everyone takes a deep interest in the source of what he eats, and there is no surer way of increasing business than in making that store a model of cleanliness, brightness and beauty.

While I am on the matter of cleanliness, there is another matter that should be earnestly taken up by health authorities everywhere, in my humble opinion. That is the manner many bakeries have of delivering their bread. You see the driver of the wagon stop in front of a store or residence, and, if the former, go in with the loaves of fresh, warm bread, piled up high in his arms. It is, to say the least, not a sanitary way of doing things, and the introduction of the wire basket, while only a partial remedy for the evil, is to be welcomed. The only true solution is in the introduction of separate paper bags, one for each loaf, in which they should be placed as soon as baked, and not removed before delivery.

There are not many stores in Woodstock where china and crockeryware may be purchased. The store of Poole & Company is the only grocery which handles this adjunct to the grocery trade. "We do not make a specialty of it, either," said Mr. Peter Poole to your correspondent to-day. "We keep the department merely for the convenience of customers, and do not pretend to have a full assortment of all kinds of fancy dishes. Our stock is made up of what is in most demand, what the people ask for, and what we do keep is good." Mr. Poole keeps his display in good order, and it is an attractive feature of his big store. He makes a specialty of fresh fruit, and always has a good supply on hand of those which are in season.

The departmental store of the E. J. Coles Company is one of the business establishments Woodstock has of which the city is proud. They have there the largest display of china to be found in Woodstock, and the stock is always large and strictly up to date. They have also a splendid grocery department, well equipped, and a furniture flat. In addition to these, all manner of incidentals are carried in stock. The staff is a large one, and the clerks are courteous. They are all trade winners, and, what is more, trade keepers.

The fruit season locally has been rather disappointing. No crop has come up to the average, and the consequence is that many good housewives are wondering where their fruit is to come from next winter. Even plums, usually considered as the last hope, this season failed to a considerable extent. Apples are a fair crop in this vicinity, though probably not as many as usual will be sold for export purposes.

Additional Correspondence on Page 51.

THE CANADIAN GROCER

indeed, be a philanthropic move to request the Government to appoint an equalizing price committee offering a \$1,000,000 prize to the grower who would live up to his contract and play fair. 'The Pleasure of Packers' has not yet gone to the publishers and it may be quite a while before all sections have been heard from and experience handed in."

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

| FRUITS. | Group No. 1 | Group No. 2 |
|-------------------------------------|-------------|-------------|
| Apples, standard, 3's..... | 1 07½ | 1 05 |
| " preserved, 3's..... | 1 32½ | 1 30 |
| " standard, gal..... | | 2 95 |
| Blueberries— | | |
| 2's, standard..... | 0 95 | 0 92½ |
| 2's, preserved..... | 1 45 | 1 42½ |
| Gals., standard..... | | 4 50 |
| Cherries— | | |
| 2's, red, pitted..... | 2 27½ | 2 25 |
| 2's, " not pitted..... | 1 77½ | 1 75 |
| Gals., red pitted..... | | 8 90 |
| " not pitted..... | | 7 40 |
| 2's, black, pitted..... | 2 27½ | 2 25 |
| 2's, " not pitted..... | 1 77½ | 1 75 |
| 2's, white, pitted..... | 2 42½ | 2 40 |
| 2's, " not pitted..... | 1 92½ | 1 90 |
| Currants— | | |
| Gals., red, solid pack..... | | 7 65 |
| Gals., red, standard..... | | 5 40 |
| 2's, red preserved..... | 2 12½ | 2 10 |
| 2's, red, H. S..... | 1 92½ | 1 90 |
| 2's, black, H. S..... | 2 02½ | 2 00 |
| 2's, black, preserved..... | 2 25 | 2 22½ |
| Gals., black, standard..... | | 5 90 |
| Gals., " solid pack..... | | 8 40 |
| Gooseberries— | | |
| 2's, H. S..... | 2 27½ | 2 25 |
| 2's, preserved..... | 2 50 | 2 47½ |
| Gals., standard..... | | 6 75 |
| Gals., solid pack..... | | 8 75 |
| Lawtonberries— | | |
| 2's, H. S..... | 2 27½ | 2 25 |
| 2's, preserved..... | 2 52½ | 2 50 |
| Gals., standard..... | | 7 75 |
| Peaches— | | |
| 1½'s, yellow (flats)..... | 1 72½ | 1 70 |
| 2's, yellow..... | 2 25 | 2 25 |
| 2½'s, yellow..... | 2 65 | 2 62½ |
| 3's, yellow..... | 2 25 | 2 25 |
| 3's, yellow (whole)..... | 2 42½ | 2 40 |
| 2's, white..... | 1 77½ | 1 75 |
| 2½'s, white..... | 2 55 | 2 52½ |
| 3's, white..... | 2 75 | 2 72½ |
| 3's, pie..... | 1 32½ | 1 30 |
| Gal., pie, peeled..... | 4 67½ | 4 65 |
| Gal., pie, not peeled..... | 3 72½ | 3 70 |
| Pears— | | |
| 2's, Flemish Beauty..... | 1 67½ | 1 65 |
| 2½'s, Flemish Beauty..... | 2 02½ | 2 00 |
| 2's, Flemish Beauty..... | 2 17½ | 2 15 |
| 2's, Bartlett..... | 1 82½ | 1 80 |
| 2½'s, Bartlett..... | 2 22½ | 2 20 |
| 3's, Bartlett..... | 2 37½ | 2 35 |
| 3's, pie, not peeled..... | 1 32½ | 1 30 |
| Gal., pie, peeled..... | 4 12½ | 4 10 |
| Gal., pie, not peeled..... | 3 42½ | 3 40 |
| Pineapple— | | |
| 2's, sliced..... | 2 02½ | 2 00 |
| 2's, grated..... | 2 12½ | 2 10 |
| Pure maple syrup, bul., per lb..... | 0 61 | 0 07 |
| Compound maple syrup, per lb..... | 0 64 | 0 05½ |
| Pur. Townships sugar, per lb..... | 0 08 | 0 09 |
| 2½'s, whole..... | 2 82½ | 2 80 |
| Florida 2's, sliced or grated..... | | 2 60 |
| Singapore, 1½'s, sliced..... | | 1 50 |
| 2½'s, whole..... | | 2 30 |
| Plums, Damson— | | |
| 2's, light syrup..... | 1 20 | 1 17½ |
| 3's, light syrup..... | 1 72½ | 1 70 |
| 2's, heavy syrup..... | 1 35 | 1 32½ |
| 2½'s, heavy syrup..... | 1 67½ | 1 65 |
| 3's, heavy syrup..... | 1 97½ | 1 95 |
| Gal., standard..... | 3 37½ | 3 35 |
| Plums, Lombard— | | |
| 2's, light syrup..... | 1 25 | 1 22½ |
| 3's, light syrup..... | 1 75 | 1 72½ |
| 2's, heavy syrup..... | 1 40 | 1 37½ |
| 2½'s, heavy syrup..... | 1 72½ | 1 70 |
| 3's, heavy syrup..... | 1 97½ | 1 95 |
| Gal., standard..... | 3 57½ | 3 55 |
| Plums, greengage— | | |
| 2's, light syrup..... | 1 30 | 1 27½ |
| 2's, heavy syrup..... | 1 45 | 1 42½ |
| 2½'s, heavy syrup..... | 1 72½ | 1 70 |
| 3's, heavy syrup..... | 2 00 | 1 97½ |
| Gal., standard..... | 3 87½ | 3 85 |
| Plums, egg— | | |
| 2's, heavy syrup..... | 1 72½ | 1 70 |
| 2½'s, heavy syrup..... | 2 00 | 1 97½ |
| 3's, heavy syrup..... | 2 32½ | 2 30 |

| | | |
|----------------------------------|--------|-------|
| Rhubarb— | | |
| 2's, preserved..... | 1 77½ | 1 75 |
| 3's..... | 2 52½ | 2 50 |
| Gal., standard..... | 3 52½ | 3 50 |
| Raspberries, Red— | | |
| 2's, L. S. (Shafterberries)..... | 2 12½ | 2 10 |
| 2's, H. S..... | 2 24 | 2 25 |
| 2's, preserved..... | 2 52½ | 2 50 |
| Gals., standard..... | 7 77½ | 7 75 |
| " solid pack..... | 10 52 | 10 50 |
| Raspberries, Black— | | |
| 2's, black, H. S..... | 2 27½ | 2 25 |
| 2's, preserved..... | 2 52½ | 2 50 |
| Gals., standard..... | 7 77½ | 7 75 |
| " solid pack..... | 10 52½ | 10 50 |
| Strawberries— | | |
| 2's, heavy syrup..... | 2 27½ | 2 25 |
| 2's, " preserved..... | 2 52½ | 2 50 |
| Gals., " standard..... | 7 77½ | 7 75 |
| Gals., " solid pack..... | 10 52½ | 10 50 |

VEGETABLE

| | | |
|--|-------|-------|
| Asparagus— | | |
| 2½'s, tips, California..... | 3 77½ | 3 75 |
| 2's, Canadian..... | 2 80 | 2 77½ |
| Beets— | | |
| 2's, sliced, sugar and blood red..... | | 1 10 |
| 2's, whole, "..... | | 1 00 |
| 3's, sliced, "..... | | 1 35 |
| 3's, whole, "..... | | 1 25 |
| Beans— | | |
| Fancy brands..... | 1 32½ | 1 30 |
| 2's, golden wax..... | 0 92½ | 0 90 |
| 3's..... | 1 37½ | 1 35 |
| Gals., "..... | 4 02½ | 4 00 |
| 2's, refugee or valentine (green)..... | 0 92½ | 0 90 |
| 2's, crystal wax..... | 1 02½ | 1 00 |
| Red kidney, 2's..... | 1 67½ | 1 65 |
| Lima 2's..... | 1 32½ | 1 30 |
| Corn— | | |
| 2's..... | | 0 92½ |
| Gal., on cob..... | | 4 65 |
| Carrots— | | |
| 2's..... | 0 97½ | 0 95 |
| 3's..... | 1 07½ | 1 05 |
| Cabbage— | | |
| 3's..... | 0 92½ | 0 90 |
| Cauliflower— | | |
| 2's..... | 1 47½ | 1 45 |
| 3's..... | 1 87½ | 1 85 |
| Parsnips— | | |
| 2's..... | 0 97½ | 0 95 |
| 3's..... | 1 07½ | 1 05 |
| Peas— | | |
| 1's, extra fine sifted..... | 1 07½ | 1 05 |
| 2's, standard..... | 0 92½ | 0 90 |
| 2's, early June..... | 1 02½ | 1 00 |
| 2's, sweet wrinkled..... | 1 07½ | 1 05 |
| 2's extra fine sifted..... | 1 37½ | 1 35 |
| Gals., No. 4..... | 3 72½ | 3 70 |
| Pumpkins, 3's..... | 0 95 | 0 92½ |
| Gal..... | 3 12½ | 3 00 |
| Spinach— | | |
| 2's..... | 1 52½ | 1 50 |
| 3's..... | 2 12½ | 2 00 |
| Gals..... | 5 17½ | 5 15 |
| Squash— | | |
| 3's..... | 1 20 | 1 17½ |
| Gal..... | 3 52½ | 3 50 |
| Tomatoes— | | |
| 2's..... | 1 00 | 0 97½ |
| 3's, all kinds..... | 1 20 | 1 17½ |
| Gal., all kinds..... | 3 62½ | 3 60 |

ONTARIO MARKETS.

POINTERS—
Sugar—Very strong.
Corn Syrup—Prices raised.
Dried Fruits—New crop currants and Valencia expected.
Vegetables—New Brunswick potatoes show large percentage of rot.

Toronto, Sept. 20, 1907.

Business has been active in most lines during the past week, but some houses report collections as only fair. Opinions are divided as to whether the raise in price of corn syrup and starch will have the effect of checking consumption. The majority are of the opinion that it will not, as starch is too much of a staple, and corn syrup will be no higher in proportion than maple syrup, to which the consumer might have turned in the event of a lower price ruling in the latter. The advance is likely to be maintained for some time. The corn situation is growing worse daily, and crop reports are not such as to warrant the expectation of lower prices.

Canned goods are moving freely, but

the new pack—corn and tomatoes—looks bad. Most of those interested are agreed that the canners will not be able to deliver more than 50 per cent. of their orders. Much, of course, depends on the weather, but the crops are so late that even the most favorable conditions can hardly alter the situation very much. The tapioca shipment which arrived recently from Singapore is said by wholesalers here, to be of none too good a quality. The demand, following a period during which no stocks were to be obtained, has naturally been very strong, but it is thought that the present supplies will be sufficient to take care of consumption until the next consignment arrives in November.

SUGAR—The situation in refined is very strong; but no immediate advance is expected. Acadia continues on a 10c lower basis than the other refiners. Late advices from New York state that the outlook is for a steady refined market, with contracts safe from decline.

Willett & Gray take the following view of the raw situation:

"In consequence of weakness which developed in the European markets during the week under review, carrying beet sugar quotations from 10s 3d to 9s 10½d, there developed a desire to sell by the holders of Surinam, Porto Rico and Cuba sugars.

"Buyers met this desire fairly well and business resulted to the extent of fully 125,000 bags centrifugals, including Surinams at 3 15-16c, basis 96 degrees, Cubas at 2 9-16c, and f., basis 95 degrees, equal to 3.95c for 96-degrees test, and Porto Ricos at 3.95c per pound, 96 degrees test basis, which is the official quotation at the close.

"At the close London shows a tendency to improve again, with a steady market at 17s for beet sugars, per cwt., f.o.b. Hamburg, equal to 4.11c per lb. for 96-degrees test centrifugals here.

"The business done shows an advance of .03c per lb. for the week, showing a stable condition notwithstanding the fluctuations in European beet sugar. Cane sugar in Europe made no change in quotations. The crop news of Europe and Cuba changed during the week from unfavorable to favorable, and remained favorable at the close. The European beet market, being at this season entirely a weather crop market, is influenced to fluctuations with every change of weather.

"The only effect of these fluctuations here is to make holders sell or withdraw at current values.

"Some days they are sellers; other days they are not sellers, when in hopes of improvement, and if it don't come, they are sellers again. This keeps a comparatively firm and steady market here without fluctuating prices, and resulting in a quiet business generally not reported until a few days old.

"Louisiana crop conditions continue favorable, and the prospects of turning out the largest crop in the history of Louisiana are improving. The largest crop on record was the one of 1904-05, when the crop amounted 335,000 tons.

"As the time draws near for the crop of domestic cane sugar, the planters show more interest in the general situation here, and the course of the European markets must be studied carefully for suggestions of the future.

"The general situation looks steady and firm, with the question of im-pro-

THE CANADIAN GROCER

MANITOBA MARKETS

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

All indications now point to a fairly good crop at high prices, and unless something happens another year of prosperity is assured in the West. There is, accordingly, a marked revival of confidence among the trade.

Except for advances in salt and jams, there are no new features of interest in the Winnipeg wholesale grocery market. Business continues fairly active.

CANNED GOODS—Upton's jams and marmalades have been advanced to 52 cents per pail, an advance of 2 cents. We quote:

| FRUITS. | | Group No. 1 | Group No. 2 & 3 |
|---|-------|-------------|-----------------|
| Apples— | | | |
| 3's standard, per doz. | 1 29½ | 1 27 | |
| gallons, per doz. | 3 47½ | 3 45 | |
| Cherries New— | | | |
| 2's red pitted, per doz. case | 2 41½ | 2 39 | |
| Currants New— | | | |
| 2's red, heavy syrup, per doz | 2 19 | 2 14 | |
| 2's black | 2 19 | 2 14 | |
| Gooseberries New— | | | |
| 2's, heavy syrup | 2 31½ | 2 29 | |
| Lawtonberries New— | | | |
| 2's heavy syrup | 2 41½ | 2 31 | |
| Peaches— | | | |
| 2's yellow flats | 2 30 | 2 27½ | |
| 3's | 3 12 | 3 09½ | |
| Pears— | | | |
| 2's, F.B. | 1 81½ | 1 79 | |
| 3's | 2 33½ | 2 37 | |
| 2's Bartlett's | 1 96½ | 1 94 | |
| 3's | 2 59½ | 2 57 | |
| 2's Globe, light syrup | 1 51½ | 1 49 | |
| Plums— | | | |
| 2's Damsen, 1 s. | 1 34 | 1 31½ | |
| 2's Lombard, 1 s. | 1 39 | 1 37 | |
| 2's Greengage, 1 s. | 1 44 | 1 41½ | |
| 2's Egg, heavy syrup | 1 86½ | 1 84 | |
| Raspberries— | | | |
| 2's red, light syrup | 2 26½ | 2 24 | |
| 2's black, heavy syrup | 2 41½ | 2 39 | |
| Pineapples, whole, 2 lb., per case | | 3 5 | |
| " sliced, 2 " | | 3 85 | |
| " grated 2 " | | 4 4 | |
| Strawberries (new), per case | 4 83 | 4 78 | |
| Raspberry J. M. (Smith's)— | | | |
| 12-oz. bottles per doz | 1 65 | | |
| 1-lb. | 2 21 | | |
| 4-lb. | 4 75 | | |
| 5-lb. tins, each | 0 59 | | |
| 7-lb. | 0 8 | | |
| VEGETABLES. | | | |
| Beans (new) per dozen— | | | |
| golden wax | 1 06½ | 1 04 | |
| refugee | 1 06½ | 1 04 | |
| " crystal wax | 1 16½ | 1 14 | |
| " red kidney | 1 21½ | 1 19 | |
| lima | 1 40½ | 1 41 | |
| Coru— | | | |
| 2's (new) per dozen | 2 13 | 2 08 | |
| (No. 4) 2's | 1 66½ | 1 64 | |
| (No. 3) 2's | 1 16½ | 1 14 | |
| (No. 2) 2's sweet wrinkle | 1 21½ | 1 19 | |
| (No. 1) 2's extra fine sifted | 1 51½ | 1 49 | |
| Sucotash— | | | |
| 2's | 2 63 | 2 58 | |
| Beets— | | | |
| whole | 2 08 | | |
| sliced | 2 28 | | |
| whole, 3-lb. | 2 64 | | |
| sliced | 2 84 | | |
| Spinach— | | | |
| 2's, per doz. | 3 13 | 3 08 | |
| 3's | 4 09 | 4 04 | |
| gallon, per doz. | 11 10 | | |
| Asparagus per doz. | 2 89 | | |
| Tomatoes— | | | |
| per case | 2 79 | 2 71 | |
| Beans golden wax | 1 98 | 1 93 | |
| refugee | 1 98 | 1 93 | |
| MEATS. | | | |
| Pork and beans 1's, per doz. | 1 25 | | |
| " 2's | 1 90 | | |
| " 3's | 2 60 | | |
| Clark's 1 lb. plain, per case | 2 25 | | |
| " 2 " | 1 80 | | |
| " 3 " | 2 25 | | |
| " 2 " tomato sauce, per case | 2 25 | | |
| " 3 " | 1 80 | | |
| " 1 " Chili | 2 25 | | |
| " 2 " | 1 90 | | |
| " 3 " | 2 25 | | |
| Soups, per doz. | 1 25 | | |
| Curried chicken (Man. Can. Co.) per doz | 3 25 | | |
| turkey | 3 25 | | |
| chicken, per doz | 3 30 | | |
| turkey | 3 30 | | |
| duck | 3 30 | | |
| Corned beef | 2 65 | | |
| " 2's per doz. | 1 50 | | |
| Roast beef | | | |
| 1's, per doz | 1 50 | | |
| 2's | 2 65 | | |

| | |
|--------------------------------|------|
| Potted meats, 1's, per doz. | 0 55 |
| Veal loaf 1 lb., per doz. | 1 25 |
| 1 lb. | 2 50 |
| Ham loaf 1/2 lb. | 1 25 |
| 1 lb. | 2 50 |
| Chicken loaf 1/2 lb. | 1 25 |
| 1 lb. | 2 50 |
| Lunch tongue 1's, | 3 50 |
| Sliced smoked beef | 3 65 |
| 1-lb. tins, per doz. | 1 80 |
| 1-lb. glass, | 3 10 |
| Chipped | 3 35 |
| 1-lb. tins, | 1 45 |
| 1-lb. tins, | 2 50 |
| 1-lb. glass, | 3 05 |
| Sliced bacon, | 3 25 |
| 1-lb. glass, | 3 25 |
| Lobsters (new) 1/2 s, per doz. | 2 31 |
| 3's, | 2 91 |
| 1's, | 4 00 |
| Salmon (clover leaf)— | |
| 1 to 4 cases, per case. | 7 61 |
| 5 cases and over. | 0 50 |

SUGAR—

| | |
|-------------------------------|------|
| Montreal granulated, in bbls. | 5 00 |
| " in sacks. | 4 95 |
| " yellow, in bbls. | 4 60 |
| " in sacks. | 4 45 |
| Wallaceburg, in bbls. | 4 90 |
| " in sacks. | 4 85 |
| Berlin, granulated in bbls | 4 80 |
| " in sacks. | 4 65 |
| Icing sugar in bbls. | 5 60 |
| " in boxes. | 5 30 |
| " in small quantities. | 6 20 |
| Powdered sugar, in bbls. | 5 40 |
| " in boxes. | 5 60 |
| " in small quantities. | 5 65 |
| Lump, hard, in bbls. | 5 95 |
| " in 100-lb. cases. | 5 95 |
| " in 100-lb. cases. | 5 95 |

SYRUPS AND MOLASSES—

| | |
|---|-------|
| Syrup "Crown Brand," 2-lb tins, per 2 doz. case | 2 35 |
| " 5-lb tins, per 1 " | 2 75 |
| " 10-lb tins, per 1 " | 2 55 |
| " 20-lb tins, per 1 " | 2 60 |
| " Sugar syrup, per lb. | 0 02½ |
| Beaver Brand, 2 lb tins, per 2 doz. case. | 3 10 |
| " 5 " " " " | 3 60 |
| " 10 " " " " | 3 30 |
| " 20 " " " " | 3 20 |
| Barbadoes molasses in 1-bbls, per gal. | 0 40 |
| New Orleans molasses in 1-bbls, per lb. | 0 03½ |
| Porto Rico molasses in 1-bbls, per lb. | 0 04 |
| Blackstrap, in bbls, per gal. | 0 31 |
| " gal. bats., each. | 2 25 |

COFFEE—

| | |
|---|-------|
| Whole green Rio, per lb. | 0 08½ |
| " roasted " per lb. | 0 11 |
| Ground roasted Rio | 0 12½ |
| Standard Java in 25-lb. tins, per lb. | 0 33 |
| Old Government Java in 25 lb. tins, per lb. | 0 32 |
| Mocha | 0 32 |
| Imperial Java, in 25 lb. tins, per lb. | 0 29 |
| Pure mocha | 0 25 |
| Maracaibo | 0 19 |
| Choice Rio | 0 17 |
| Par | 0 16½ |
| Seal Brand (C & S) in 2-lb tins, per lb. | 0 32 |
| " 1-lb " | 0 33 |
| Local Blends— | |
| Mocha and Java in 2-lb. tins, per lb. | 0 23 |
| 1-lb. | 0 24 |

MINCE MEAT—

| | |
|----------------------------------|-------|
| Mince meat, 7 lb. pails, per lb. | 0 69½ |
| " 25 " | 0 08½ |
| " 12 oz pkgs., per doz. | 1 05 |

PICKLES—Local brands are quoted as follows:

| | |
|---------------------------|------|
| Sour— | |
| 1 gal. pail. | 70 |
| 3 " | 1 81 |
| 5 " | 2 75 |
| Crock | 65 |
| Bottles, 18 oz., per doz. | 2 00 |
| 20 " | 2 25 |
| Chow— | |
| 1 gal. pail. | 75 |
| 3 " | 1 95 |
| 5 " | 3 00 |
| Crocks | 70 |
| Bottles, 18 oz., per doz. | 2 00 |
| 20 " | 2 25 |
| Sweet— | |
| 1 gal. pails. | 60 |
| 3 " | 2 15 |
| 5 " | 3 25 |
| Crocks | 75 |
| Bottles, 18 oz., per doz. | 2 25 |
| 20 " | 2 50 |
| Onion— | |
| 1 gal. pails. | 90 |
| 3 " | 2 40 |
| 5 " | 3 75 |
| Crocks | 85 |
| Bottles, 18 oz., per doz. | 2 50 |
| 20 " | 2 75 |

SALT—There has been a general advance in the price of salt. Quotations are now as follows, f.o.b., Fort William:

| | |
|------------------------|------|
| Salt, 3's per bbl. | 2 50 |
| 5's | 2 40 |
| 7's | 2 35 |
| 7 0's | 2 30 |
| 20's | 2 20 |
| 50's cotton bags each. | 0 32 |
| 50's jute | 0 25 |

| | |
|---------------------------------|-------|
| Ordinary rite in bbls., per bh' | 1 10 |
| coarse | 1 10 |
| Rock Salt, per ton. | 11 00 |

FOREIGN DRIED FRUITS—Quotations are:

| | |
|---|-------|
| Australian raisins— | |
| extra dessert, | 0 08 |
| Extra brown | 0 08½ |
| Sultana raisins, bulk, per lb. | 0 13½ |
| cleaned, | 0 14 |
| 1 lb pkgs | 0 16 |
| Table raisins, Connoisseur clusters per case. | 2 60 |
| extra dessert, | 3 40 |
| Royal Buckingham, | 4 0 |
| Imperial Russian, | 5 25 |
| Connoisseur clusters, 1 lb pkgs, per case (20 pkgs) | 3 35 |
| Connoisseur clusters, boxes (5½ lbs) | 0 80 |
| Valencia raisins, f. o. s | 1 75 |
| selected. | 1 85 |
| layers. | 2 10 |
| Trenor's Valencia raisins, f. o. s, per case. | 2 70 |
| selects | 2 85 |
| layers | 2 95 |
| California raisins, muscatels, 2 crown, per lb. | 0 14 |
| " 3 " | 0 10½ |
| " 4 " | 10½ |
| " choice seeded in 1-lb. packages | 0 10½ |
| per package | 0 10½ |
| fancy seeded in 1-lb. packages | 0 10½ |
| per package | 0 10½ |
| choice seeded in 1-lb. packages | 0 12½ |
| per package | 0 12½ |
| fancy seeded, 1-lb. packages, | 0 13 |
| per package | 0 13 |
| Prunes 90-100 per lb | 0 06½ |
| 80-90 | 0 07 |
| 70-80 | 0 07½ |
| 60-70 | 0 08 |
| 50-60 | 0 08½ |
| 40-50 | 0 09 |
| Currants, uncleaned, loose pack, per lb. | 0 07½ |
| dry cleaned, Filiatras, per lb. | 0 07½ |
| wet cleaned, per lb. | 0 08 |
| Filiatras in 1-lb pkg, dry cleaned, per lb | 0 08½ |
| Vostizzas, uncleaned. | 0 08½ |
| Hallowee dates, new per lb. | 0 05½ |
| Figs, cooking, in tapnets, per lb. | 0 05½ |
| in sacks | 0 06 |
| table, 1 crown | 0 10 |
| " 3 " | 0 11 |
| " 5 " | 0 13 |
| glove boxes, per box | 0 08½ |
| square boxes (12 oz) per box. | 0 04 |
| 1 lb baskets, per basket. | 0 15 |
| Apricots, choice, in 25-lb. boxes, per lb. | 0 22½ |
| Apricots, standard in 25-lb. boxes, per lb. | 0 22 |
| Peaches, choice, per lb. | 0 15 |
| Peaches | 0 15½ |
| Pears, choice (halves), per lb | 0 13½ |
| standard | 0 13 |
| Plums, choice (dark pitted) per lb. | 0 11 |
| Nectarines, choice. | 0 16 |

EVAPORATED APPLES—Opening prices will be high and there is considerable activity among the jobbers at present endeavoring to secure supplies in anticipation of further advances.

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

| | |
|---|-------|
| Ontario honey, 5-lb. tins per case. | 8 75 |
| 10-lb. | 8 65 |
| California honey 1-lb. glass jars, 2-doz. case. | 4 80 |
| 5-lb. tins, 1-doz. case. | 8 40 |
| 10-lb. " 3-doz. " | 10 80 |
| 60-lb. " per lb. | 0 14 |

RICE, TAPIOCA AND SAGO—Rangoon rice is a little easier. We quote:

| | |
|---------------------------------|-------|
| Japan rice, per lb., cwt. lots. | 0 04½ |
| 50-lb. lots. | 0 04 |
| Rangoon rice, per lb. | 0 04 |
| Patna | 0 04½ |
| Tapioca, per cwt. | 8 00 |
| Sago, per lb. | 0 04½ |

NUTS—

| | |
|------------------------------------|-------|
| Almonds, per lb. | 0 16 |
| (shelled), per lb. | 0 33 |
| in small lots, per lb. | 0 11½ |
| Filberts | 0 11½ |
| Jumbo peanuts, roasted | 0 17 |
| green. | 0 14 |
| Diamond peanuts, roasted | 0 14 |
| green | 0 11 |
| Walnuts, new Grenobles, per lb. | 0 1 |
| Manots | 0 30 |
| shelled, | 0 15 |
| Pecans, per lb. | 0 16 |
| Shelled walnuts, January delivery. | 0 26 |
| Brazils, per lb. | 0 15 |

OATMEAL AND CORNMEAL—

| | |
|------------------------------------|-------|
| Rolled oats, 80 lb sacks, per sack | 1 95 |
| 40 " | 1 00 |
| 20 " | 0 51½ |
| 8 " | 0 23½ |
| Granulated oatmeal, per sack | 2 50 |
| Standard, per sack. | 2 35 |
| Cornmeal, 49's, per sack. | 0 90 |
| 98's | 1 80 |
| 10's | 2 20 |

BEANS—Choice prime white beans are quoted at \$1.90 and the hand-picked at \$2.05. The crop is reported short.

GROCERY TRADE NEWS AND
MARKETS OF NOVA SCOTIA

(Special Correspondence of Canadian Grocer.)

WINNIPEG.

BUTTER Creamery is selling to the retail trade at 24c per lb. in 1-lb. bricks. Produce houses are paying 18c for No. 1 dairy and 16c for No. 2, delivered in Winnipeg.

CHEESE—Ontario is selling at 13½c and Manitoba at 12½c.

EGGS—Produce houses are still paying 17c per dozen for eggs delivered in Winnipeg and subject to candling.

Cured Meats.

Quoted as follows:
Hams, selected, mild cure, 10 to 14 lb., 100 lb. crates..... 17
Bacon, selected, mild cure, 5 to 7 lb., 100 lb. crates..... 21
Backs, selected, mild cure, 8 to 10 lb., crates..... 18

Sugar Cured.

Prices for 100 lb. sacks; add ¼ for 200 lb. boxes; ¼ for 100 lb. boxes; ½ for 50 lb. boxes.

Hams, light, 10 to 14 average..... 17½
Hams, medium, 14 to 16 average..... 16¾
Hams, heavy, 25 to 30 average..... 16
Hams, skinned, 20 to 25 average..... 17
Picnic Hams, 6 to 10 average..... 13
Shoulders, 10 to 14 average..... 13½
Breakfast Bacon, clear, bellies, 8 to 10 lb..... 18½
Breakfast Bacon, clear, bellies, 10 to 12 lb..... 17½
Breakfast Bacon, wide 14 to 16, or strips, 6 to 8 lb..... 17
Clear backs, bacon, 8 to 10 lb..... 17½
Clear backs, bacon, 12 to 16 lb..... 17
Spiced rolls, long..... 16½
Spiced rolls, short..... 14½
Dried beef hams, sets..... 16
English cured bacon, bellies, 14 to 18 average..... 17
Smoked beef tongues, choice..... 18
Smoked hams, boned and rolled, 3 cents per lb. additional.

Dry Salt Meats.

Prices for 200 lb. sacks; add ¼ for 200 lb. boxes; ¼ for 100 lb. boxes.

| | Unsmoked. | Smoked. |
|-------------------------------------|-----------|---------|
| Long clear sides, 50 to 75 lb..... | 12 | 13½ |
| Short clear sides, 45 to 60 lb..... | 12½ | 14 |
| Extra short clear, 35 to 50 lb..... | 12½ | 14 |
| Boneless backs..... | 13 | 14½ |
| Clear bellies, 20 to 25 lbs..... | 13½ | 15 |
| Clear fat backs, 12 to 14 lbs..... | 11½ | 12¾ |
| Square shoulders, 14 to 16 lbs..... | 11½ | 13 |

Barreled Pork and Beef.

| | Brls. | Hf. Brls. |
|------------------------------------|---------|-----------|
| Mess pork..... | \$25.00 | \$13.00 |
| Short cut mess, standard | 26.00 | 14.00 |
| Pig pork, boneless, bris-kett..... | 23.00 | 12.50 |
| Selkirk bean pork, clear | 21.00 | 11.50 |
| New mess beef..... | 12.00 | 7.00 |
| New plate beef..... | 11.00 | 6.50 |

Quebec city and district union of bakers and confectioners is to be represented at the annual meeting of the National Trades and Labor Congress of Canada, being held at Glace Bay, N.S., by the following delegates: Jas. Gagnon, Union Nationale des Boulangers; Charles Beaulieu, Union Nationale des Confiseurs et Pâtisseries; G. Marois, Z. Berube and Edouard Pepin, Conseil General National des Metiers et du Travail.

Halifax, Sept. 16.

Butter, cheese and milk will advance in price, according to dealers in this city. The high price of feed is attributed as the cause. Milk now sells for 7 cents per quart in this city, but it will nearly go up to eight cents in the course of a few weeks. It is estimated that ten thousand quarts of milk are consumed daily in Halifax. The farmers are now talking of putting up the price, and if they make a demand, the dealers will have to charge more for the milk.

In some districts farmers and dairymen claim the mowing outlook is not good, because of so much wet weather this summer, and it is expected that good hay will cost, this winter, about \$20 per ton, instead of \$10 and \$12, as formerly, while feed, costing some years from \$12 to \$16 per ton, will command this season from \$30 to \$35, it being now four dollars per ton higher than any price touched last season. What is considered by many to be almost prohibitive prices may have the effect of causing some of the dairymen to sell their cows at the good prices offered by the victuallers, and go out of business, rather than undertake to feed their cattle all winter if the prices of hay and feed are going to be as large as they threaten. Mill feed is now from \$30 to \$32 per ton, more than double the price of last year. The root crop in Nova Scotia is light, and good hay is not very plentiful.

A Halifax commission merchant, when asked for his opinion of the existing conditions, said:

"If the price of milk goes up, butter and cheese will also advance. Prices here are ruled largely by the Montreal market. The outlook here is that butter will have to move higher, in order to yield the same return as cheese."

The produce and fruit markets are now very active, and the commission men are getting busy. In addition to the early varieties of apples, pears, plums and crab apples are now coming in. Pears are quoted at 35c per six-quart basket, and the poorer grades of plums about the same. The best quality of plums sell from 40c to 45c per basket. There has been no change in the price of Nova Scotia apples. Corn is very plentiful, and selling at 10c per dozen by the crate. Tomatoes are higher this week, 35c being the price for six-quart baskets. Fresh eggs are scarce, and the case stock cannot be depended upon. The price is unchanged from last week. Potatoes are in good demand at 50c per bushel. The price will probably come down before the end of the week.

Fire at Maccan last week completely destroyed the grocery stock owned by

David P. Kent. The loss is about \$2,000.

Thomas J. McGrath, who for many years successfully conducted a grocery business at the corner of Agricola and May streets, died last week at the age of 66 years. He was well known throughout the north end of the city.

In the vicinity of Auburn, Kings county, N.S., within a district of six miles square, twelve thousand dollars worth of cranberries were sold last year, and if the frosts keep off until the crop is harvested this season, there will be \$15,000 or \$20,000 worth placed on the market this year.

The Furness line steamer Rappahanock, sailed for London to-day with 13,000 barrels of apples. This is the first large shipment of Nova Scotia fruit to the English market this season.

A GROWING TEA CENTRE.

We take the following from the Maritime Merchant:

"A recognition of the importance of St. John as a tea importing centre for Canadian trade is acknowledged by the decision to have tea samples tested here instead of sending them to Ottawa. A member of the local customs staff has been sent to Ottawa to receive the necessary instructions, and hereafter teas imported will be tested here, thus saving much trouble, and a delay of four days will be obviated. The growth of the business of importing, blending and packing teas at St. John in recent years has been quite a remarkable feature of trade.

THE RIGHT CHANGE.

One of the little things that comes up frequently between customer and clerk is disputing over change. Occasionally the net result is deadly to the store. Many a good customer has been known to leave the store for good because of such a difference.

"I gave you five dollars," said the customer.

"No, ma'am, it was a two-dollar bill," says the clerk.

But the customer knows different and is sure she is right. And the clerk is equally sure.

You know how such differences arise. You also know they are well worth any little care and system that will tend to eliminate such disputes.

One of the best things yet advanced as a solution is to have the clerk always announce the amount of the coin or bill handed over by the customer.

Supposing the customer gives a five-dollar bank note in pay for goods. The clerk says immediately, "You gave me five dollars."

Then if the customer thinks that the bill was larger, the correction can be made before it is too late. This is a simple little method, but it is very effective. Many city stores now insist that this be done in every instance.



80 A

A. Gofine,
has sold to
J. J. Ham
has sold to
Kathrine
Beausejour,
Turner &
of Winnipeg
John Pea
phin, has sol
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has been suc
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Do You Know

that standing at the Back of every Roll of

Staunton Wall Paper

is a 50 years' successful reputation. We have grown because our papers have genuine merit, beauty of design and coloring, and thoroughly good material. Wait for our salesman coming now to you.

All goods 16 yds. to the double roll.

Stanntons Limited
Makers of Superior Wall Paper
TORONTO

Always a Leader

The Syrup with the good name

Sales increased 100% each season.

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

“CANADA’S PRIDE” CANNED GOODS

THE BEST IN THE WORLD

“HOME SWEET HOME” CEYLON TEA

TRY IT

BUSINESS NOTES.

A. Gofine, general store, of Winnipeg, has sold to S. Kaulls.
J. J. Hamilton, baker, of Rainy River, has sold to E. R. Brook.
Kathrine Polacek, general store, of Beausejour, has sold out.
Turner & Smith, commercial agents, of Winnipeg, have dissolved.
John Peachey, confectioner, of Dauphin, has sold to W. S. Marsh.
W. E. Spicer, baker, etc., of Carberry, has been succeeded by L. Mueller.
S. C. Chown, general store, Clamdeboye, has sold to Samuel G. Lampport.
H. and A. Leadlay, hides and wool merchants, of Winnipeg, have dissolved.

McKenzie & Macklin, confectioners, etc., of Chilliwack, have been succeeded by Lynch Bros., general store, of Carstairs, has been succeeded by Lynch, Carlin & Sons.
The warehouse of McCaskel Bros., grain merchants, of Ladysmith, has been destroyed by fire.
Rae & Co., flour and feed merchants, of Fort William, are reported to be retiring from business.
The general store, conducted by the Summerberry Trading Co., at Summerberry, has been sold to A. J. Fraser.
W. D. Matthews, of the George Matthews Packing Company, Hull, has been

made a member of the Montreal Board of Trade.
Muirhead, Black & Co., grain, flour and feed merchants, of Fort William, have sustained loss by fire. Insurance was carried.
Thos. Allison, of South Woodlee, who conducted a general store, comprising groceries, dry goods, and boots and shoes, has sold out to John J. Harrison.
E. Saul & Co., grocers, of Windsor, have sold out to Gilbert Graham.
Mr. George W. Serles, who recently disposed of his grocery business in this city, has bought a business in Niagara Falls, Ont., and intends removing there at an early date.

THE COST OF DOING BUSINESS

A Practical Solution of a Difficult Problem.

HOW IS IT?

To the Editor of Canadian Grocer:

A few weeks ago your journal contained an article on the question of percentages which rather surprised me and I have been waiting to see it challenged as to its correctness. However, as no worthier disputant has entered the lists I take the liberty to question it. I have not the article in question before me so cannot quote, but the problem and answer given is somewhat like this: "A buys a horse for \$50 and sells him for \$100, what percentage of profit does he make?" The answer given is 50 per cent.

Now, then, Mr. Editor, if this is correct, will you please inform me at what price that horse must be sold in order to make 100 per cent. profit.

I will grant that in the case given, the profit is 50 per cent. of the sale price, but claim that the animal was sold at 100 per cent. profit.

Now, just suppose, for a moment, that your answer as given is correct, and suppose "A" pays \$50 for the horse and sells him for \$1,000, then if your rule is correct "A" made a profit of 95 per cent., although he received twenty times what he paid for the horse. Under your rule a profit of 100 per cent. is an impossibility, even if he sold the horse for a million dollars. Is that good mathematics?

MONTREAL GROCERY CLERKS.

Election of Officers for 1908—Next Meeting in October.

On Monday, Sept. 16th, the Montreal Association of Grocery Clerks met at the Brunet Hall, on St. Joseph street, Montreal, for the purpose of choosing officers for 1907-1908. The following were elected:

Hon. president, Adj. Pouliot; president, J. A. Ga; vice-president, J. A. Rochette; secretary, Wilfrid Cantin; assistant secretary, J. E. Falardeau; treasurer, Uld. Fiset; assistant treasurer, J. A. Drolet; auditors, Uld. Lachance, Nap. Drolet; committee, J. A. Roy, L. N. Fiset, Jos. Gosselin, Ad. Poitras, J. A. Rochon, N. Boissonnault, Alb. Bernier, Jos. Dubuc, Eng. Paradis, Eng. Vermette, F. T. Allaire, E. Falardeau.

Mr. Boissonnault, one of the oldest members, presided at the meeting, and Messrs. Bernier and Fiset acted as scrutineers. The next meeting will take place on the first Wednesday in October.

KIT COFFEE REPRESENTATIVE.

A. E. Bowron 18 King William St., Hamilton, has been appointed the Ontario representative of the Kit Coffee Limited, of Govan, Glasgow, Scotland, and Mason & Hickey, 108 Princess St., Winnipeg, are the western agents for this firm. The Montreal representatives are Mathewson's Sons, 202 McGill St.

White & Bayne, general store, of Bankhead, has been succeeded by Williams Bros.

A question that has engaged the attention of grocers in all parts of the world and under every conceivable circumstance, is that of the cost of doing business. The number of ways in which it has been answered is in about equal proportion to the number of people to whom it has been put, and that is running into pretty high figures. It seems almost impossible to induce merchants, as a whole, to give this subject the consideration it deserves, or to persuade them that every ounce of thought in this direction inevitably returns many pounds of profit. It is no more than logical that if a man is half the time unaware of whether the sale of a certain article is netting him a profit or barely covering the cost of handling, he is hardly in a position to state definitely that he is not an actual loser on the transaction.

It is well known that the fruit grower prefers a short crop at high prices to a record yield at average prices, and on the same principle the retailer finds it more to his advantage to handle a small amount of goods at a clearly-defined profit than twice the quantity at figures which show the barest margin of income over outlay.

Recently a Montreal merchant, who has devoted considerable time and thought to the subject, drew up a list of questions, covering practically the whole field of the cost of doing business. These questions he submits to us with the following letter:

"Every dealer claims to be in business to obtain an honest, well-acquired wealth which will provide for his family and secure an income for old age.

"This being admitted, how can we explain why merchants, as a rule, are selling goods at such a small percentage over cost, and still expecting to make a living? An answer that would apply to many jobbers and retail merchants is, that they do not know the cost of doing business, and are too much inclined to seek a large volume of unprofitable goods rather than a small amount, bringing better returns.

"You might print in The Canadian Grocer the enclosed questions, leaving sufficient space for answers, asking those who wish to take advantage of our joint offer to fill in the blanks without signature or address, using some nom de plume, such as "B2306," for the dealer's guidance. Replies could be sent to The Canadian Grocer in Toronto, and we would undertake to demonstrate to every retailer what it costs to do business, both on cost and selling prices, giving the answers through your valuable paper free of charge."

All replies sent in will, of course, be treated as confidential, and no names will be published without permission, but dealers can, if they wish, fill in the accompanying blank columns and forward to the editor in a plain envelope over some fictitious signature, understood only by the sender.

If merchants will take this matter up in their own interests as well as in those of their brother tradesmen, some valuable light will be thrown on a problem which is at present too carelessly regarded and insufficiently understood.

The series of questions is as follows:

| Answer | Amount | % on cost prices of yearly sales | % on selling prices of yearly sales |
|--|--------|----------------------------------|-------------------------------------|
| What was your turnover last year?.... | | | |
| What were your gross profits?..... | | | |
| The difference in the amount of goods sold at cost prices?..... | | | |
| Have goods returned been deducted from the amount of your turnover?.. | | | |
| If not, what is the amount? | | | |
| Are the charges you have paid for boxing, packing, freights and cartage to your store added to your cost price?. | | | |
| If not, what is the amount? | | | |
| What was the amount of your general and administrative expenses? (in a lump sum or detailed as below) | | | |
| For Advertising | | | |
| Insurance | | | |
| Store heating and cleaning | | | |
| Licenses, business taxes of all kinds, except those imposed on real estate | | | |
| Donations | | | |
| Lighting | | | |
| Stationery for office, wrapping paper and twine for store | | | |
| Postage stamps | | | |

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NEWFOUNDLAND NOTES.

| | Answer | Amount | % on cost prices of yearly sales | % on selling prices of yearly sales |
|--|--------|--------|----------------------------------|-------------------------------------|
| Telephone services | | | | |
| Store rent (or if you own your premises, 6 per cent. per annum on the value, plus taxes, insurance and wear and tear of building and ordinary repairs to which tenants are generally obliged) | | | | |
| Salary of all employes or as detailed hereafter: | | | | |
| Salary of travelers..... | | | | |
| Traveling expenses of travelers ... | | | | |
| Salary of indoor salesmen | | | | |
| Salary of general store help | | | | |
| Salary of office help | | | | |
| Your own salary, if not included, and also that of your partner or partners, if you have any | | | | |
| Sundry expenses not heretofore accounted for, such as car fares, entertaining, trade papers, legal advice, legal costs, commercial agencies, telegrams, etc. | | | | |
| Expenses for horses and carriages, etc., in a lump sum or detailed as below: | | | | |
| Feed of horses | | | | |
| Veterinary surgeon | | | | |
| Horse shoeing | | | | |
| Repairs to harness | | | | |
| Repairs to vehicles | | | | |
| Rent of stables or value of same if your property | | | | |
| Salary of drivers and stable men.. | | | | |
| Depreciation of horses, vehicles, etc. If you are not the owner of horses and delivery wagons, what have you paid for that service?..... | | | | |
| What was the amount of the allowance you gave your customers outside of cash discount? | | | | |
| What was amount of your bad debts?. | | | | |
| What was the amount of interest you paid to your bankers for advances on your customers' or personal notes, also to the firms you buy from, for overtime requested and the cash discount allowed to your customers?. | | | | |
| What is your capital in business? | | | | |
| Is, in this amount, included any real estate used for business? If so, what is the amount?..... | | | | |
| Outside of capital above named and not included in, have you any real estate used for your trade? If so, what is the value of same? | | | | |
| Did you allow anything for wear and tear of store and office fixtures and furniture? If not, what do you estimate it to be?..... | | | | |
| Did you allow anything for breakage of merchandise, deterioration of stock for goods delivered and omitted to be charged or taken from your store without your consent or knowledge? If not, what do you allow for this?.. | | | | |
| How many traveling salesmen have you? | | | | |
| Total of their annual sales? | | | | |
| Their gross profits, the amount of their salary and expenses?..... | | | | |
| Can you detail the operations of each, as follows?: | | | | |
| Traveler No. 1 | | | | |
| Annual sales | | | | |
| Gross profits | | | | |
| Salary | | | | |
| Traveling expenses | | | | |

Flour took a jump of 25 cents the other day. All provisions are very high at present.

C. D. Chetwynd, manager of Harvey & Co.'s tea department, returned after a very successful northern trip in the interests of the firm's tea business.

M. G. Winter and J. D. Ryan, well known in the grocery and provision business of the colony, are among the directors of the new bank which local capital is establishing in the colony. The capital of the bank will be \$3,000,000.

A. Findlater, of T. & M. Winter, has returned to his desk after a vacation at his old home in Fogo, and other northern outports. Mr. Findlater was one of the prominent Freemasons who went to help dedicate the Masonic Temple at Twillingate.

G. Martin, representing Browning's Biscuits, is at present in Trinity Bay.

H. J. Burnell, manager of the Commercial Stores, Trinity, is a unique advertiser. Mr. Burnell has been eminently successful.

J. A. Smith, representing F. P. Woods & Co., and A. Harvey & Co., is out on the road again for fall orders. He reports business good.

Fish dropped fifty cents per quintal Monday. Another drop is anticipated in the near future. This makes it hard on the outport dealer, as the weather has been so wet that it is impossible to get the fish dry. Never in the history of the oldest inhabitant was such poor fish weather known. There will be a lot of spoiled fish this year.

The outport merchant is beginning to realize that good window displays help sales. I noticed some very attractive windows by D. P. & L. Osmond, Morton's Harbor, and by the Newland Lumber and Pulp Co.'s store at Norris' Arm, over whose destinies Ben. Butt presides, and who certainly has a very tasty way of keeping his stock.

C. F. Taylor, of Pilleys Island, came to the city on the express. Mr. Taylor reports his schooners as having done well at the Labrador fishery. In company with some new pork experts, Mr. Taylor will proceed to the Labrador coast to inspect some mineral claims which promise rich returns.

J. B. Osmond, of Morton's Harbor, has been spending a few days in the city looking after his business.

J. Sellers, representing Union Blend Tea, returned to the city from Bonavista a few days ago.

W. Kennedy, representing the Thos. Smyth Co., is doing the northern outports and reports business good.

Job Roberts, the expert tea traveler, has been making the northern trip.

| | |
|---|---|
| <p>EFFECTIVE GROCERY ADVERTISING</p> | <p>ITS PRODUCTION AND POSSIBILITIES.</p> <p>Occasional Chats by W. F. Ralph.</p> |
| <p>Layout and Display.</p> | |

"A wagon without grease, like business without advertising, is a mighty slow proposition."—Rusty Mike's Diary.

It's a fact. Rusty Mike touched bottom when he wrote the above little piece of concentrated truth. There are few grocers to-day who would deny it. Every one—consciously or unconsciously—appreciates the benefit of an advertisement. You will observe that I say

and I tell you, I think advertising's a fake idea." Yet, all the time, this honest gentleman goes around, and by every means in his power lets everyone know about his peculiarity. He's a constant advertiser without admitting it.

Advertising, like eggs, can be dished up in many forms. Take the lady who thinks she is the mother of a musical prodigy. Every one who enters the house, from the iceman to the canvassing politician, is treated to a few minutes of the young gentleman's skill on the piano. The lady would deny any intention of advertising her boy. She would tell you that she was merely letting people know how well he could play the piano.

That's the point! "Letting the peo-

first requisite of an ad.—something to advertise.

Eye-catching—I'm talking of newspaper advertising now—is the first thing to be considered in an ad. After that comes interest-waking. The former may be must be something to awaken interest or it wouldn't catch the eye. That's true to a certain extent. The layout or border work of an ad. may attract the eye momentarily. Indeed, that is often the main function of a layout. But there must be something to awaken the interest in the matter so attractively laid out. After interest has been awakened there must be something to hold it by creating a desire, and then something to create a determination to buy. Those are the four quarters of the ideal newspaper advertisement. For the present we will confine ourselves to the first quarter—layout or display.

To catch the wandering eye of a woman, the ad. must stand out distinctly. Many an otherwise good advertisement is spoiled because of its similarity to the surrounding ads. Unless it is a little island of display surrounded by reading matter it won't be effective above the efforts of its competitors. The grocer hasn't as much field for ingenuity in display as the dry-

BRADLEYS' The Store that's
Talked About

Tuesday, Sept. 10, 1907.

SPANISH ONIONS
3 lbs. for 10c.

Fine, large onions—mild. The best for table use. We have a shipment of these in stock now to sell at this special price.

CREAMERY BUTTER
28c. per lb.

Extra fine quality; full weight. It is uniform in flavor and color. Those who have tried it send repeat orders.

Try a pound or more this week.

Our salesman visits Thorold every Monday and Thursday. Many have him call. By doing so they keep in touch with one of the best grocery stores in this district, and have exceptional grocery values brought right to their door each week.

Our twice-a-week service saves their time, as well as money. It will do the same for you.

Why not try it?

BRADLEY & SON
St. Catharines, Niagara Falls and Chatham, Ont.

GOOD ADVERTISING.

"consciously or unconsciously." Some people will deny any belief in the efficacy of advertising, while at the same time, advertising, in some form or other, occupies a great deal of their time.

I know a man who prides himself in what he calls, "My downright honesty, sir. I don't beat around the bush, I don't, I always call a spade a spade;

Peaches and Plums

are in Season now, and we expect regular shipments, but owing to the short crops and the general demand in the North West for fruits, prices will remain high, and the quantity is limited, so advise buying early.

Give us your order and we will do the best we can.

RUPPEL & CO.

The
White Grocery

BAD ADVERTISING.

ple know," is merely a long-winded way of saying "Advertising."

Progressive readers of The Grocer will probably skip the foregoing, because they have heard it before and fully realize its truth. I don't mind if they do, because I only want it to reach the man who is hesitating, and wondering whether a little advertising grease will make his business wheels go round easier and faster. It certainly will, Mr. Hesitating One. Try it, anyway; but give it the right sort of trial.

Every grocer can write his own ads. if he knows the rudiments of English composition. To begin with, he has the

goodsman has. The drygoodsman, on account of the variety of his stock, much of which is well capable of being illustrated, can practice an almost unlimited number of layout plans. A grocery ad. by the side of a dry goods ad. is liable to be swamped.

Since the range of type from which to choose in most towns is strictly limited, distinction in type is out of the question. The effect of isolation must be obtained by the type at your disposal. Some successful advertisers hold that if one just writes the copy and hands it in to the printer, the best results will be obtained. They claim that

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the printer is apt to make a poor set-up if hampered by too many instructions. Others claim that very little discretion should be allowed to the printer.

The best way, I believe, lies between these two opinions. Certainly the printer knows better than the grocer, what style of type will best fit a certain amount of copy into a given space. So much is apparent. But since your ad., to be really effective, must mirror your personality, the arrangement of the display lines should not be left to rigid mechanical rules. As a matter of fact, most printers prefer to have as little left to their discretion as possible. Particularly is this the case in newspaper offices, where leisure is scarce.

The best results are obtained by the grocer who takes an evening off, and considers what particular lines he will advertise during a certain number of days. He then considers what space he can afford and how much matter he can effectually display in that space. Next he will take up the newspaper, and scan the usual style of the ads. which will run near his. The object is to make his ad. distinct from the others. Perhaps the others all have borders. Well, a certain distinction might be obtained by running his without a border. Maybe the other ads. are crowded to the limit of the space. In that case a generous margin of white space will make his distinct.

* * *

The Bradley & Son ad. reproduced herewith, is a fine sample of every-day retail advertising from all points of view. It isn't a big, splashy, bargain sale ad., but is a sane ad., well laid out, well set up and well written. Its eye-catching quality consists of its long oblong black border, set within the hair-line border which separates the columns. The interest-awakening quality is contained in the fact that the only two display lines, except the name lines, feature two articles of every-day consumption, with the price attached. The eye of the housewife, wandering casually over the page, is unconsciously attracted to the long oblong space, separated from other spaces by the black border with rounded corners. If there were no other items of interest particularly noticeable, her eye would immediately wander off again. But in this case it is almost unconsciously held by seeing the names of two articles which she frequently buys for household use. Her interest is further awakened by mention of the price, and is held by the description of the goods. Then comes the invitation, briefly given, to have the salesman call.

There is, however, one weak spot about the ad. There is no street address given. A street address in this case seems to be all the more necessary because the store is situated in a town other than that in which the ad. is published (Thorold). But take it all round, it is a fine specimen of retail advertising for a moderate space area.

* * *

J. A. McCrea & Son, of Guelph, several of whose ads. have been reproduced in this column, have sent in a good specimen of a general ad. of fruits. No prices are given, but the copy is of the "persuasive" order, explaining the quality and cheapness of their fruits,

and the conveniences they offer to customers in the matter of delivery, etc., at their store.

* * *

The fruit ad. of Ruppel & Co. is reproduced to show how badly some grocers write their advertisements. We don't know how successful Ruppel & Co. are in the grocery business, but unless they are the only grocery in the locality, and thus hold a monopoly of trade, ads. such as the one reproduced will be highly detrimental to them. As an eye-catcher, the ad. is a good one, because of the prominence given to two articles likely to be occupying the housekeeper's mind about this time of the year.

But the disappointing, uncertain, confidence-destroying tone of the copy speedily kills any advantage it derives from a good set-up. The ad. probably states the plain truth, but it does so in a blunt, tactless way, likely to inspire lit-

Peaches and Plums

are in season now, and we have arranged for regular shipments. As the crop has not been as plentiful as usual, you will be wise to place your order with us early.

The comparative scarcity makes prices a little higher than usual; but our customers can rely upon us selling at the very lowest prices consistent with high quality. Let us book your order now.

Our best attention is given to every order, be it large or small.

RUPPEL & CO.

at the

White Grocery

tle confidence in the mind of a customer as to the advisability of placing an order with Ruppel & Co.

The truth might have been told a little differently, and in a manner which would have left a good impression on the mind of the reader. There is not much use paying for space unless every word you put into it will increase your business. The ad. would have created a better impression, without swerving from the truth about crop shortage and higher prices, had it been written something in the following manner:

Buyers are shy birds and have to be gone after scientifically if a flock of them are to be brought into your store as regular customers. Every ad. should breathe with the merchant's self-confidence.

The Claresholm Lighting, Milling & Elevator Co., Claresholm, has been burnt out.

CORRESPONDENCE

STRATFORD.

Another week has passed, and the ushering out of the six days saw the closing of a big six-days' output of various kinds of fruit. The grocers report a tremendous sale of fruits for preserving, especially in the plum line. Plums are very plentiful in this vicinity, both in the stores and on the markets. Several of the retailers purchased carloads of plums last week and sold the baskets quite readily. There is and has been, a great demand for plums. And as the quantity is sufficient, the prices are reasonable. But in peaches, the scarcity makes the price pretty steep, and as a consequence, few baskets are being sold.

* * *

Last week one or two of the merchants laid in an extra supply of "home brew" flour—flour manufactured by the McLeod Milling Co., of this city. The price of flour has advanced considerably during the past week in the surrounding country, and although it has not yet advanced in this city, it is expected to do so at any time, and the merchants are getting on the "wise side."

* * *

Almost every grocer in the city reports an unusually big sale of sugar during the past week. Large quantities were sold presumably for preserving purposes. The busy housewives are right into the preserving season and the grocers are reaping the benefit.

* * *

E. K. Barnsdale, the veteran grocer of this city, and the head of "The Hub," the up-to-date grocery establishment run by the Barnsdale Trading Co., arrived home from the Old Country a week ago in the best of health. He speaks very enthusiastically of his trip. On Thursday evening last he was banquetted by Court Good Intent, A.O.F. The gathering was a very enjoyable one.

* * *

Several dealers report that apples are seriously marked this year, and that the value is lessened on account thereof by hundreds of dollars. The dry, heated season caused a great many crops of apples to shrivel and drop, especially among the early varieties. Generally speaking, the yield of early apples and fall varieties has been below the average. The present indications are that winter apples, as a whole, will be an average crop, of excellent quality.

* * *

The market here on Saturday was largely attended by the citizens and residents of the surrounding vicinity, but not much change is reported, except in butter, which has a little easier tendency. Other produce remains about the same.

F. Kirouac & Fils, flour and provision merchants, of Quebec, have dissolved, and the business is being continued by Wilbrod C. Kirouac.

Riggs & Whyte, general store, of Cumberland, B.C., have dissolved.

MARKET CONDITIONS IN NEW BRUNSWICK

Flour Advanced and Rising—All Staple Groceries Higher—Full Potato Crop Probable, But Rot May be Heavy.

(By The Canadian Grocer's Special Correspondent.)

St. John, N.B., Sept. 16, 1907.
The recent advances in the price of flours of all kinds, and the increased prices of nearly all staple grocery lines, is causing a howl of protest from the consumer. Dealers who had good stocks of the advancing lines are, however, not feeling very badly over the present condition of affairs, and some of the jobbers who bought on the ground floor are congratulating themselves on their foresight. Manitoba flours have taken an upward bound of 40 cents a barrel since August 29, and Ontario is now being held at 30 cents advance over the quotations on September 3.

The fact that local dealers have advanced their prices with the millers has caused some people to rush to the newspapers with letters of protest against their action. One of the prominent jobbers has answered these protests by pointing out that local dealers have no control over the price which the millers charge, but it is their practice, invariably, to follow the mill quotations, whether they advance or decline, so that no blame attaches to them for present prices. This merchant referred to an occurrence in 1898, when Leiter undertook to corner the wheat market, and his firm, in the slump at that time, lost over \$1,000 on one brand of flour that was purchased at nearly the top price and sold as the market declined. He added that the present prices were fully warranted by the returns coming in

from the harvest fields across the border and in our own northwest. Short crops in Europe have also assisted in strengthening the market.

Manitoba high grades of flour are now held at \$6.15 to \$6.25, while Ontario's rule from \$5.20 to \$5.45. Both roller and standard oatmeal have also advanced. Cornmeal is higher and cheese is now worth 13 to 13½ cents a pound.

All chocolates and cocoas have likewise advanced within the past week and owing to short crops of corn, the starch manufacturers have advanced their prices. Canned apples are 25 cents a dozen higher.

In the produce market, butter and eggs are reported scarce, and dealers say they will likely be higher. In the feed line, middlings and bran are dearer. Oats are also held for a higher figure, but pressed hay in car lots is somewhat cheaper.

A Hartland, Carleton Co., despatch quotes a prominent shipper as saying that from careful inquiries he is certain that the potato crop will prove quite up to the average. Some fields have been badly struck by rust, but generally the yield is not seriously affected. At present the fields are like big mud puddles, and if this wet condition continues, digging will be delayed and heavy loss from rot will result. From

his own field, this shipper finds potatoes turning out 100 barrels to the acre. Eighty barrels is considered the average. The price is \$1 for Irish Cobblers and eighty cents for Green Mountains, with a tendency toward still lower prices.

A local wholesale dealer, who returned recently from a trip through Nova Scotia, reports that the crop of fall and winter apples is very good, but the earlier varieties are not up to the standard. As the Ontario crop is said to be short this year, the growers in Nova Scotia should reap a benefit in better prices.

Application has been made by C. P. Harris, E. A. Harris, W. C. Harris, Geo. W. Harris, all of Moncton, and W. L. Harris, of Providence, R.I., for incorporation as the E. A. Harris Co., Ltd., doing a mercantile business in Moncton, with a capital of \$10,000.

The buildings, machinery and entire plant of the F. B. Dunn Packing Company, near Fairville, have been offered for sale by public auction on September 28, in this city. An extensive pork packing business was carried on by this firm until a few years ago, when the plant was closed down, and it has not since been used.

Arthur De Forest, of Geo. S. De Forest & Sons, wholesale grocers, was operated on at the hospital about a week ago, for appendicitis. He is rapidly recovering and expects to be around again in a few days.

James Patton, manager of the local branch of the Ogilvie Milling Co., who has been ill at the private hospital for some weeks past, is improving and will probably be around again in a few days.

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Are You Doing the Best Tea Business in Your Town or Village?

You can, if you will push

RED ROSE TEA

"Good Tea" is what I call it, but, it is an undoubted fact that no other tea on the market equals it in quality. If you have a doubt, try the tea yourself.

You can increase your sales and your profits by pushing

RED ROSE TEA

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

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

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

A SPECIAL OFFER

We are spending a great big sum of money in advertising our

Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE COMPANY, Limited
WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

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

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

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality
of our
Mild Cured Hams
Boneless Breakfast Bacon
Skinned Smoked Backs

meets the most exacting require-
ments of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Government Inspection

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

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

F. W. FEARMAN CO.
HAMILTON Limited

A Tasty Breakfast

That means a good deal to most men.
Here's where you can help the house-
wife. Recommend



CORONA BACON

It will satisfy the most particular.

At other times get her to try

CORONA HAM

She's sure to be satisfied and that means satis-
faction and profit to you.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

Business Prosperity

comes easy when the grocer is a good salesman. You may be a good salesman, but you're not giving yourself a square deal unless you feature the famous

Ryan Brand

of provisions, because they are the best by actual test on the markets of the Dominion. More grocers would be successful if all made it their business to stock and recommend

THE RYAN BRAND.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

During the past week the cheese market has ruled firm, and the high price mentioned last week, 12 $\frac{3}{4}$ c, has at last been reached, some dealers quoting this figure for the best Ontario make. Last week's price for this grade was 12 $\frac{1}{2}$ c, at which figure there is still some quantity obtainable, Ontario make, though if the present advancing market continues this price will soon be of the past. Quotations are all high, the lowest price being 12 $\frac{1}{2}$ c, this for Quebecs, though there are some who might accept 12 $\frac{3}{4}$ c. Townships is quoted at from 12 $\frac{1}{2}$ c to 12 $\frac{3}{4}$ c.

These prices are very high in the estimation of English buyers, who are not coming forward very eagerly in consequence. They are still interested in their own make, and have not lately been taking up the Canadian cheese in their usual manner. One can see this by looking at the export figures week by week. In some cases the weekly exports have been half, or less, what they were for the corresponding week in 1906.

Receipts continue about the same as they have been for some time past, not at all large. Last week 87,334 boxes of cheese were received, against 81,402 boxes for the same week in 1906. It is a pleasure to note that the receipts for one week of the season at least surpass last year's figures. Total receipts this year amount to 1,496,910 boxes, as compared with 1,628,554 boxes for the same period last season.

One dealer estimated stocks in Montreal at 100,000 boxes less than a year ago, but, of course, it is difficult to estimate, since one cannot be sure of the holdings in private warehouses. In public stores stocks are certainly not heavy. In the opinion of some there are not more than one or two really heavy holders to-day.

Butter has been remarkably firm, and further advances have been scored since last report. Last Saturday the Cowansville market closed at 23 $\frac{3}{4}$ c to 24 $\frac{1}{4}$ c. Butter purchased at the latter price cannot very well be marketed in Montreal for at least another week, or perhaps two. It would have to be sold not a great deal under 25c, for buying at 24 $\frac{1}{4}$ c in Cowansville would mean 24 $\frac{1}{4}$ c laid down in Montreal. If the market does not advance quickly enough, it is likely that the stock will remain in store for three weeks or a month. The range of prices offered is: Townships, 23 $\frac{3}{4}$ c to 24c; Quebec, 23c to 23 $\frac{1}{2}$ c. In both instances buyers have to contend mainly with the higher figure.

Dairy butter is not plentiful, and good prices are received for anything that is offered. To-day the ruling prices are 19c to 20c, some asking more.

In certain sections of the trade there is talk of poor quality butter being offered for sale by a few dealers at the high prices now ruling. It seems this stock was purchased at a low price, and apparently, the holders are trying to take advantage of the good demand there is and the high prices, by offering these lots.

Last week 13,860 packages of butter were received, against 21,914 packages for the same week last year. The decrease in 1907, it will be seen, amounts to over 8,000 packages. Total receipts amount to 306,066 packages, against 176,221 packages in 1906.

It will be noticed that, according to Board of Trade figures, the make this year, as received in Montreal, has fallen short of last year's to the extent of 170,155 packages.

Exports of cheese to Europe from Montreal and Quebec, for the week ending September 15th, 1907, were 68,972; for the corresponding week last year, 61,377; for the same week in 1905, 50,125. Total shipments since May 1, 1907, have been 1,313,850.

Exports of butter to Europe from Montreal and Quebec were 5,098 for week ending Sept. 15, 1907; 12,156 for the corresponding week of last year, and 26,599 for the same week in 1905. Total butter exports since May 1, 1907, have been 62,682.

THE PROVISION SITUATION

Prices for live hogs are lower again this week, and if the causes which have contributed to produce the present state of affairs continue many more weeks, the packing industry in Canada will be popular only as a pleasant form of losing money. Certain it is that the majority of Canadian packing houses would have shut down long ago, if they could have afforded to do so. Labor, unfortunately, cannot be had for whistling.

Five dollars and ninety cents f.o.b. is the ruling offer this week. \$6.15, fed and watered, and \$6.40, loaded on cars, are also quoted by a leading house. But this is more than the majority are prepared to pay. A slight, but only temporary, relief is afforded by the somewhat decreased deliveries of Danish to the Old Country, on account of the harvest, but a few weeks will see the end of this, and there is nothing on the horizon at present to warrant a prophecy of anything but a return to the old conditions when the harvest is over.

Canadian farmers are not overstocked with salable hogs, despite the unrecipitiveness of the packers. They have the hogs, but are not anxious to put in to them high-priced grain, for which they can obtain a profitable value on the market. The amount of market-ready hogs does not, therefore, greatly exceed the number required by the packing houses. Receipts for last week would probably not exceed 17,000.

American shipments to the Old Country have been above normal, Danish have run about 31,000, and the English market is very weak in consequence. Fifty-six shillings is about the price quoted.

Lord Strathcona, Canadian High Commissioner in London, England, says, in his annual report, that:

"One of the largest firms in the trade in London consider there is a danger as far as the English markets are concerned of Canadian bacon losing its prestige, owing mainly to the declining quantity available for export, and they assert that it is imperative on the part of the Canadian farmer to devote more of his time to the hog business that he has done for the last two years. They add, 'It is undoubtedly one of the most profitable departments in farming. The hogs, as soon as they mature, can be sold for cash, and we have no doubt that if more attention were paid to this business we should see Canadian bacon

again holding the place on English markets that it held two or three years back. If during the current year the quantity again decreases, we fear it will take many years of hard work to get the British retailer of provisions interested in the article.'

"A west of England firm in the trade writes that the quality has been good on the whole, but that greater care is required in curing, as there have been many cases of taint. While aware that the public demand is for mild cured bacon they contend that during the extreme heat of summer it is better to err on the side of safety than to ship the bacon too fresh."

The Journal of Commerce, reviewing last week's situation, says:

"Hog products have shown very little change, feature or activity the past week. Receipts of hogs have been moderate, but demand for products has been more so, and except for small purchases of lard for export, almost at a standstill. Packers have apparently been sellers of futures on any firm spots, and it is believed that the improved prospects of the corn crop have made them more bearish for the future. But there is no outside speculation to enable them to sell much and the home trade, as well as exporters, pursue their old hand-to-mouth policy of purchasing only for immediate wants. In beef products there has been a further advance in barreled beef of 50c on the higher grade, although the supply of cattle at the west of the lower grades has been more plentiful."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Trade is picking up. Prices are nominal.

| | | |
|---|--------------------|--------------------|
| Lard, pure, tierces | 0 11 $\frac{1}{2}$ | 0 11 $\frac{1}{2}$ |
| " " 56-lb. tubs | 0 11 $\frac{1}{2}$ | 0 11 $\frac{1}{2}$ |
| " " 20-lb. pails, wood | 0 12 $\frac{1}{2}$ | 0 13 $\frac{1}{2}$ |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 11 $\frac{1}{2}$ | 0 12 $\frac{1}{2}$ |
| " " 5-lb. | 0 11 $\frac{1}{2}$ | 0 12 $\frac{1}{2}$ |
| " " 2-lb. | 0 12 $\frac{1}{2}$ | 0 13 $\frac{1}{2}$ |
| Lard, compound, tierces, per lb. | 0 09 $\frac{1}{2}$ | 0 11 $\frac{1}{2}$ |
| " " tubs | 0 10 $\frac{1}{2}$ | 0 11 $\frac{1}{2}$ |
| " " 20-lb. pails, wood | 0 12 $\frac{1}{2}$ | 0 13 $\frac{1}{2}$ |
| " " 20-lb. pails, tin | 0 09 $\frac{1}{2}$ | 0 10 $\frac{1}{2}$ |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 10 $\frac{1}{2}$ | 0 11 $\frac{1}{2}$ |
| " " 5-lb. | 0 10 $\frac{1}{2}$ | 0 12 $\frac{1}{2}$ |
| " " 2-lb. | 0 10 $\frac{1}{2}$ | 0 12 $\frac{1}{2}$ |
| Wood, net; tin packages, gross weight— | | |
| Canadian short cut mess pork | 22 50 | 23 00 |
| Canadian short cut clear | 21 00 | 21 00 |
| American fat back | 23 00 | 23 50 |
| Breakfast bacon, per lb. | 0 13 $\frac{1}{2}$ | 0 16 |
| Ham | 0 12 $\frac{1}{2}$ | 0 16 |
| Extra plate beef, per' bbl. | 14 00 | 15 00 |

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

WINDSOR SALT
 TABLE, DAIRY and CHEESE SALT
 FINE and COARSE SALT
 Write for prices
Toronto Salt Works
 Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
 If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
 218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
 — WE ARE —
BUYERS and SELLERS
 Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter
Tubs
Boxes and Paper
 Best Goods, Prompt Shipment
 Prices Right
WALTER WOODS & CO.
 Hamilton and Winnipeg

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

BUTTER—During the past week there has been a very sharp advance in the price of butter, owing to active local demand and a considerable decrease in the quantity procured. Prices paid in the country this week range from 24½c to 24¾c, making a general advance of from 1c to 1½c since last quotations.

| | |
|------------------------------|------------|
| Creamery, choice, boxes..... | 0 24 |
| pound prints..... | 0 24½ 0 25 |
| Dairy, tubs..... | 0 20 0 22 |

CHEESE—The cheese market is quiet. Prices in the country remain steady. Owing to the heavy rainfalls which have prevailed over the greater part of the country during the past week or two, fodder has improved, and an increase in the make is generally expected, shortly.

| | | |
|------------------|-------|------|
| Cheese, old..... | 0 14 | 0 16 |
| new, large..... | 0 12½ | 0 13 |
| twins..... | 0 13 | |

EGGS—The market for eggs is very firm. Current receipts show improvement in quality. There are very little surplus eggs to be put away in cold storage, and from outside enquiries a continued firm market is anticipated. Prices paid in the country are 18½c f.o.b.

| | |
|------------------|------|
| New Laid..... | 0 27 |
| Selects..... | 0 24 |
| No. 1 Fresh..... | 0 21 |
| Seco. ds..... | 0 18 |

HONEY—The demand for honey is steady. There is a fair demand for finest clover comb honey. At present it is a little early to give definite information as to what the predictions of buckwheat honey will be, but from conditions reported from various sections free supplies are expected.

| | | |
|------------------------------|------|-------|
| White clover comb honey..... | 0 13 | 0 14 |
| Buckwheat, extracted..... | 0 07 | 0 07½ |
| Clover, strained, bulk..... | 0 8½ | 0 9 |

TORONTO.

PROVISIONS—Lard has stiffened up during the week, but the advance is not more than ¼c with most houses. The raise is due probably to increased demand and some shortage in stocks. Business, as a whole, has been slow, with a fair inquiry for smoked meats and a more active movement in pork, consequent upon the opening of the lumber camps and the cooler weather generally.

| | | |
|-------------------------------------|-------|-------|
| Long clear bacon, per lb..... | 0 10½ | 0 11 |
| Smoked breakfast bacon, per lb..... | 0 15½ | 0 16 |
| Roll bacon, per lb..... | 0 11 | 0 11½ |
| Small hams, per lb..... | 0 15 | 0 15½ |
| Medium hams, per lb..... | 0 14½ | 0 15½ |
| Large hams, per lb..... | 0 13½ | 0 14 |
| Shoulder hams, per lb..... | 0 10½ | 0 11 |
| Backs, plain, per lb..... | 0 16½ | 0 17 |
| pea meal..... | 0 17½ | 0 18 |
| Heavy mess pork, per bbl..... | 19 50 | 20 00 |
| Short cut, per bbl..... | 22 50 | 23 00 |
| Lard, tierces, per lb..... | 0 12 | 0 12½ |
| tubs..... | 0 12 | 0 12½ |
| pails..... | 0 12½ | 0 12½ |
| compounds, per lb..... | 0 10 | |
| Plate beef, per 200-lb. bbl..... | 12 50 | 13 00 |
| Beef, hind quarters..... | 0 08½ | 10 00 |
| front quarters..... | 5 00 | 6 00 |
| choice carcasses..... | 7 50 | 8 00 |
| common..... | 5 00 | 6 00 |
| Mutton..... | 0 08 | 0 10 |
| Lamb..... | 0 09 | 0 10½ |
| Hogs, street lots..... | 8 75 | 9 00 |
| Veal..... | 0 08 | 0 10 |

BUTTER—Creamery butter is getting very scarce in the country, and this, in conjunction with an active demand in the city, has lent a strong tone to the market. Dairy prints and tubs, choice and ordinary, are a cent higher, and bakers' butter has advanced the same amount.

There is little or no export demand.

| | | |
|---------------------------|------|------|
| Creamery prints..... | 0 25 | 0 26 |
| Creamery solids..... | 0 23 | 0 24 |
| Dairy prints, choice..... | 0 23 | 0 24 |
| " ordinary..... | 0 20 | 0 21 |
| tubs, choice..... | 0 22 | 0 23 |
| tubs, ordinary..... | 0 20 | 0 21 |
| Baker's butter..... | 0 19 | 0 20 |

EGGS—The cool weather is improving quality, but no storage is being done at the present high prices, which are very firm under a strong demand.

| | | |
|--------------------|------|-------|
| Eggs, candled..... | 0 20 | 0 20½ |
| selects..... | 0 23 | |

CHEESE—The market has been advanced in sympathy with prices prevailing in the Old Country. Quotations now are:

| | | |
|--------------------|-------|-------|
| Cheese, large..... | 0 12½ | 0 13 |
| twins..... | 0 13 | 0 13½ |

HONEY—Prices are unchanged.

| | |
|----------------------------------|-------|
| Honey, strained, 50 lb tins..... | 0 12 |
| " " 10 lb tins..... | 0 12½ |
| " " 5 lb tins..... | 0 13 |
| " in the comb, per doz..... | 2 50 |
| Buckwheat honey, per lb..... | 0 07 |
| in comb, per doz..... | 1 25 |

POULTRY—Business is very quiet, and is expected to remain so for the next few weeks. Supplies are light, but quite sufficient to take care of the demand.

| | |
|------------------------------|-----------|
| Live Weight. | |
| Spring chickens, per lb..... | 0 11 0 13 |
| Old fowl..... | 0 10 0 11 |
| Ducks..... | 0 10 |
| Dressed weight. | |
| Spring chickens, per lb..... | 0 15 |
| Old fowl..... | 0 10 0 12 |
| Ducks..... | 12 0 14 |
| Tom Turkeys..... | 0 5 0 17 |
| Hen..... | 0 15 0 17 |

LOOK OUT FOR HIM.

Some one has been going through the Ottawa valley and working up towards the Cobalt representing himself to be a traveler for S. H. Ewing & Sons, spice manufacturers, Montreal, and has ingratiated himself with hotel keepers, and others, from whom he is in the habit of borrowing money. Ewing & Sons wish it understood that their sole representative in this district is W. M. Fielding.

TRADE NOTES.

Mrs. J. J. H. Vine, tobacconist, of Calgary, has sold out.

Wester & Schumm, general store, Macoun, have dissolved.

C. E. Yeates, grocer, of Sarnia, has sold out to C. F. Smith.

W. J. Kennedy, grocer, of Winnipeg, has sold to R. L. Greene.

A. C. Ready & Co., grocers, of Winnipeg, have discontinued their business.

Wittick & McKenzie, general store, Plumas, have been succeeded by W. D. Ramsay.

Napoleon Kirouac & Cie, flour jobbers, etc., have dissolved, and the business is continued by Napoleon G. Kirouac.

The sale of Wilson's



FLY PADS

is many times larger than that of all other fly poisons combined.
 Avoid cheap and unsatisfactory imitations.

ARCHDALE WILSON, - HAMILTON

Clark's Perfect Canned Meats

Retail grocers should handle Clark's Canned Meats

Because :

They are **absolutely the best** consumed in Canada. Only **prime Canadian meat** is used in their manufacture. There is a **great variety** to choose from. The manufacturer is **advertising** to the people in every part of the Dominion **educating** them for the benefit of the retailer.

A Few Leaders :

- Clark's Corned Beef*
- Clark's Pork and Beans*
- Clark's Sliced Smoked Beef*
- Clark's Roast Beef*
- Clark's Ham Loaf*
- Clark's Beef Loaf*
- Clark's Veal Loaf*
- Clark's Lunch Tongue*

WM. CLARK - MONTREAL

O'MARA'S

PORK SAUSAGE

Guaranteed Absolutely Pure

Nothing but the choicest Pork Cuttings and the purest Spices are used in the manufacture of these

Pork Sausages { Delicious
Delectable
Digestible

JOSEPH O'MARA
PALMERSTON, ONT.

The Manitoba Canning Co.
LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

By
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To
H. M. King
Edward VII

There is only **one**

BOVRIL

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

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

**BOVRIL Limited, 27 St. Peter St.
Montreal**

CEREALS AND CONFECTIONERY

Flour Prices Advancing Steadily in Sympathy With Wheat—Cereals in Strong Demand—A Successful Grocer's Comments on Confectionery.

Following the rising wheat prices, flour has advanced steadily, a rise of from 15c to 25c in all lines of both Manitoba and winter wheat having taken place within the last week. Cereals also are very strong, and advancing steadily. Rolled oats went up 20c on Monday last, and this advance is almost certain to be duplicated within the next few days. The demand in all oat products is reported excellent, and millers are well stocked up on orders for future delivery.

Export inquiry for flour is good, but, owing to the heavy local demand, no concessions are being made by Canadian dealers, and English buyers have to meet our prices if they want the goods.

The west's total crop is estimated at a hundred and ninety million bushels. This includes, however, wheat, oats, barley and flax. Wheat alone is estimated at 80,000,000 to 85,000,000 bushels; oats, at 87,500,000; barley, 18,500,000, and flax, 1,300,000. This estimate was given out by W. J. Bettingen, the retiring president of the Winnipeg Grain Exchange. Mr. Bettingen said also that the monetary value of the crop would probably be greater than that of any former harvest. Another interesting comparison made by Mr. Bettingen was that of wheat acreage. In 1905 the total area sown to wheat in Western Canada was, as nearly as can be estimated, 5,910,000 acres. In 1906 it had grown to 7,830,000 acres, an increase of about 23 per cent. in one year. This year, from various causes, the increase will not be so remarkable, but, taking into consideration the unusual natural conditions prevailing, it will be equally satisfactory with that of 1905 over 1906.

Confectionery.

A retail grocer, who has made a success of his business, and has lately added a large addition to his store, said the other day, with reference to profitable side lines: "There is nothing to beat confectionery. Nothing shows such good returns with so little expenditure of trouble and time. Confectionery attracts to a man's store custom which otherwise he would never see; children bring their parents, for one thing. Every grocer should make a point of being attentive and polite to the wants of children, no matter whether they come in for a cent stick of candy or an expensive box of bonbons. It all comes back to him in the long run, and it all pays."

MONTREAL.

FLOUR—Flour has advanced twenty cents since last report. Millers report business very brisk, both locally and for export, despite the high prices which rule.

| | |
|------------------------------------|-----------|
| Winter wheat patents..... | 5 2 |
| Straight rollers..... | 4 50 4 60 |
| Extra..... | 4 00 4 10 |
| Royal Household, bags..... | 5 0 |
| Glenora..... | 5 10 |
| Manitoba spring wheat patents..... | 5 70 |
| " strong bakers..... | 5 10 |
| Five Roses..... | 5 70 |

ROLLED OATS—Another advance of ten cents is to be recorded in rolled oats this week. This advance is but natural, considering the situation in grain and feed at present. There is not much business being done at these figures.

| | |
|-------------------------------------|-----------|
| Fine oatmeal, bags..... | 2 60 2 75 |
| Standard oatmeal, bags..... | 2 60 2 75 |
| Granulated..... | 2 60 2 75 |
| Gold dust or rumeal 98 lb bags..... | 1 70 2 00 |
| White cornmeal..... | 1 65 1 75 |
| White cornmeal..... | 2 65 2 75 |
| 80 lb. bags..... | 2 45 2 60 |
| " 50 lb. bags..... | 5 30 5 60 |

FEED—Manitoba bran and straight grained mouillie are two lines which have been put up this week by the millers. Otherwise there are no changes to record and the situation as regards the delivery of orders is just as bad as ever.

| | |
|-------------------------|-------------|
| Ontario bran..... | 22 00 23 00 |
| Ontario shorts..... | 24 00 26 00 |
| Manitoba shorts..... | 25 00 26 00 |
| " bran..... | 23 00 |
| Mouillie, milled..... | 23 00 31 00 |
| " straight grained..... | 28 00 34 00 |
| Mill feed..... | 1 50 1 45 |

TORONTO.

FLOUR—Prices have advanced from 15c to 25c during the past week. This is due to the high price of wheat, which is itself attributable to conflicting rumors of frost-damaged crops, and the late harvest. Millers anticipate a further advance very shortly.

| | |
|---------------------------|-----------|
| Manitoba Wheat. | |
| 60 per cent. patents..... | 5 25 5 50 |
| 85 " "..... | 5 25 |
| Strong bakers..... | 4 55 4 75 |
| Winter Wheat. | |
| Straight roller..... | 4 60 4 70 |
| Patents..... | 4 55 4 95 |
| Blended..... | 4 50 4 55 |

CEREALS—Rolled oats have advanced 20c and all indications point to a

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

H. CONSTANT
 First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
 92 Beaudry Street MONTREAL

GRAHAM FLOUR
 Made from carefully selected wheat.
 Send for trial lot
A. A. McFALL BOLTON, ONT.

BODE'S CHEWING GUM
 High Quality and Absolute Cleanliness Guaranteed.
 Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

LET US KNOW
 when you want
BAGS PAPER TWINE STATIONERY, ETC.
 and we'll write you or have one of our travellers call.
 Our goods the best. Prices right.
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PHONE MAIN 5548

Are You Content?
 with the flour you are handling?
 If not, get a shipment of
Anchor Brand Flours
 and see how pleased your trade will be
 For prices and information write to
LEITCH BROS. FLOUR MILLS
 Oak Lake, Man., Canada

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Splendid is the r

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Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON

91 Place d'Youville, - Montreal

STUART WATSON & CO.

P.O. Box 144, - WINNIPEG

Proprietors,

FRED^K. FISHER & SONS

Green Fruit Experts

"St. Magnus" House,

LONDON, - ENGLAND

We supply several of the best makers in England of

BAKING POWDER
and
SELF-RAISING FLOUR
with our

Calcium Acid Phosphate

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

CHAS. C. BRYCE & CO.

43-45 Great Tower Street
LONDON, E.C., ENGLAND

further substantial rise before long. Rolled wheat and oatmeal have also gone up, the former 15c. Demand locally is very strong, and export enquiry is improving every week.

| | | |
|---|------|-----|
| Rolled wheat in barrels, 100 lbs..... | 2 90 | 3 5 |
| Roll " " in wood, per bbl..... | 5 75 | |
| Roll " " in bags, per bag 90 lbs..... | 2 75 | |
| Oatmeal, standard, and unrolled, per bbl..... | 5 75 | |
| Roll " " in bags 98 lbs..... | 2 95 | |

NOTES.

D. H. Bryce, confectioner, of Strathclair, has sold to Miller Bros.

G. R. Watson confectioner, etc., of Methven, has sold to J. S. Clare.

J. T. Wallace, confectioner, etc., of Yorkton, has sold to Wordon & Sullivan.

Jerome Gladue, confectioner, of To-field, has been succeeded by Robert Logan.

J. E. Rogers, confectioner, of Macleod, Alta., has been succeeded by J. A. Virtue.

C. Kauffman, confectioner, of Winnipeg, has been succeeded by Mrs. C. Kauffman.

Griffiths & Pietzer, bakers and confectioners, of Nanton, have been succeeded by Griffiths & Sanders.

The wheat crop in the vicinity of Macleod and Lethbridge is said to be the heaviest ever known. Most of the farmers are through cutting, and the threshing, also, is nearly all done. The crops are now out of danger from frost.

PERSONALS.

Patrick Russell, general store, of Bourg Louis, Quebec, is dead.

R. D. Wanless, of Todhunter, Mitchell & Co., Toronto, is taking his vacation. Sarnia, his boyhood home, is the Mecca of his trip, and he intends to include a few days of sea breezes at Manhattan, New York and Boston.

S. J. Carter, of S. J. Carter & Company, Montreal, is receiving the sympathy of his friends on the death of his mother, who was buried Saturday last. The Canadian Grocer joins other friends in condoling with Mr. Carter.

D. L. Macdonald, Montreal, has been appointed sales agent for the Manufacture Lyonnaise de Pates Alimentaires, 92 Beaudry street. This firm manufactures vermicelli and macaroni of every description.

This is the Package



of Perfection

☞ The name of Mooney's Perfection Cream Sodas reflects their quality.

☞ They are made **crisp**, and they keep their crispness indefinitely.

☞ Have your customers ever complained of the "sogginess" of some alleged good cream sodas?

☞ They will never make that complaint about **Mooney's**—they'll have no reason to do so.

☞ It's in the **making**, in the **baking** and in the **packing** that Mooney's Cream Sodas justly earn their name of

Perfection

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:

C. E. Colson & Son, Montreal
D. Manson & Co.,
A. P. Tippet & Co.,

J. & G. COX,

Ltd
George Millie
EDINBURGH

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

THE MOST
NUTRITIOUS

COCOA

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lay)

The talk of the Canadian National Exhibition at Toronto was

"Have you tasted Cailler's Swiss Milk Chocolate?"

Hundreds of thousands of visitors from all parts of Canada will ask

"Have you Cailler's Chocolate?"

Be able to answer them

"Yes."

For sale by all jobbers.

General Agent for Canada:

WM. H. DUNN

398 St. Paul St.
Phone Main 685
MONTREAL.

27 Front St. East
Phone Main 7658
TORONTO.

The Grocer's Most Profitable Line

Cocoa and Chocolate. But—it must be the best—no foreign mixture but the best manufactured in Canada. The lasting goodness of



**Cowan's
Cocoa
and
Chocolate**

is well known and appreciated. It's the marvel of our competitors because it is the product of a secret process of manufacture.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



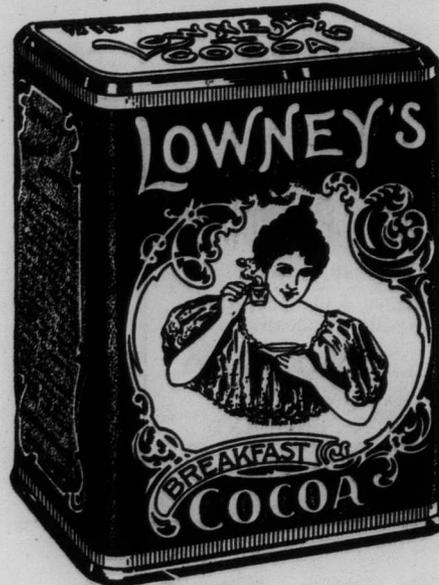
Offices:

St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

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

PURITY



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St.,

MONTREAL, CAN.



TELL THEM!

are you
Looking

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

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

THE CANADIAN GROCER, TORONTO

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each insertion.

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

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

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

BUSINESS CHANCES.

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

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

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

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

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

SITUATIONS VACANT.

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

MARITIME Warehousing. We have a large four-story brick warehouse in St. John, N.B., near the Railway freight sheds and Harbor docks, and are prepared to receive, warehouse and distribute all kinds of goods for Canadian or English firms wishing to distribute their goods to any part of the Maritime Provinces. J. S. Gibbon & Co., St. John, N.B. [38]

FOR SALE.

FOR SALE cheap. Latest make National Cash Register, with four drawers. Used only eighteen months. Also Stimpson Computing Scales and "Excelstor" Fruit Cleaning Machine; both nearly new. The Wilson Grocery Co., Gananoque, Ont.

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

SITUATIONS WANTED.

YOUNG grocery traveller returning to England shortly can undertake commissions. Experience of grocers' sundries both sides of the Atlantic. Harold Marsh, 34 Hayter St., Toronto.

Expert Bookkeeping

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

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

THE LATE WILLIAM LEVACK.

By the death of William Levack, of Toronto, to which reference was made in last week's issue of The Grocer, one of the most capable men in the provision business in Canada has been removed. That he was not an immensely rich man, one of the rich men of America, was due at once to his great integrity and extreme generosity. He cared little for money itself, but more for the achievements of greater success, which money made possible. He was the largest butcher and wholesale dealer in meats in the country. He came to Canada from the north of Scotland, where his ancestors had been butchers for many generations. From them he inherited loyalty and honesty of purpose. He never forgot a favor and he was the soul of honor. When he first began business, Edward Leadley, a large buyer of hides and skins, assisted him with advice and possibly money. In a few years, when he began to attract attention by the rapid growth of his business, the other buyers tried to get part of his trade in these by-products. They offered him more money than he was getting from Leadley. One of them came from the same town in Scotland, and tried that influence, potent at other times, with Mr. Levack, but he never swerved in his loyalty to his early friend.

He was an extremely hard worker. For over thirty years he had put in 16 to 18 hours out of the 24. He was fortunate in having a wife who was his business partner, as well as his con-

stant companion. Between them, until recent years, they did all the bookkeeping and financing of the concern. The Hon. Mr. Crawford, M.P.P., remarked to The Grocer that he had never known a more ideally devoted couple. The great esteem in which he was held was shown by the large and representative attendance at the funeral last week, and the unusually large number of floral offerings.

By no body of men was he held in greater esteem than by the newspapermen of Toronto, who in the last twenty-five years have reported the live stock markets. It is very much to the interests of both buyers and sellers to manipulate prices to suit their own ends. Nearly every quotation has to be verified several times before being published. In the late Mr. Levack's case at no time were the prices given by him questioned.

CASE WILL BE RESUMED.

Wholesale Grocers Will Stand Trial in October.

Officers of the Wholesale Grocers' Guild have been notified that their case will come up for hearing at the Fall Assizes in Hamilton, which open next month.

It will be recalled that the Guild case was given a preliminary hearing in Hamilton about a year and a half ago, before Magistrate Jelfs, and the case was sent by him to the higher court.

Col. Davidson, of Toronto, then president of the Guild, and about six other wholesale grocers, were charged with unlawfully enhancing prices. The case was of the greatest interest to the grocery trade throughout the Dominion, and was closely followed.

The members of the Wholesale Grocers' Guild endeavored to have the Dominion Government go on with the case in the Fall Assizes of 1906, but were not successful.

Many thought that the case had been dropped entirely in consequence of this, but now it would seem that the matter will be pushed to a final stage and those charged with the offence will stand a trial, the outcome of which will, at least, be definite, whichever way the verdict goes.

A CHANGE OF NAME.

The name of the Codville, Georgeson Co., Ltd., has been changed to "The Codville Company, Limited." This company is one of the largest of and has a connection as extensive as any firm in the west. Modern methods were introduced from the outset, with the result that the company now possesses the most up-to-date facilities for the conduct of its business.

The G. L. Murphy Co., wholesale grocers, of Sydney, Nova Scotia, has been formed into a limited company, with a capital stock of \$60,000.

CANADA: No better Country

 DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Every grocer is asked for Chocolate. There are many brands of more or less value. After a use of over 30 years by the Canadian housewife it is hard work to convince her that anything is better than

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

She is right—there can be nothing to surpass them.
Knowing this, why sell any other?

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

SELLING AGENTS:

| | | | |
|--------------------------|--------------------------|----------------------------|----------------------------|
| J. A. Taylor Montreal | R. S. McIndoo Toronto | Joe. E. Huxley Winnipeg | Arthur Nelson Vancouver |
|--------------------------|--------------------------|----------------------------|----------------------------|

Dealers are requested to write for special free deal-



NESTLÉ'S
MILK CHOCOLATE
"RICHEST IN CREAM"

SURPRISINGLY SUSTAINING

AMONT, CORLISS & CO., 27 Common St., MONTREAL

"WHITE MOSS" COCOANUT



The Brand that has made Canadian manufactured Cocomanut famous. Established 1894.

A quality and name often imitated but never equalled.

Liberal terms to the trade.

Canadian Cocomanut Co.
107 Lagachetierre St. W., Montreal
J. ALBERT McLEAN, Proprietor

You

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Establish

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You can't get away from the fact

that every new brand of Worcestershire Sauce offered you is compared to

LEA & PERRINS' SAUCE

Why?

The question is not a hard one to answer. Simply because Lea & Perrins' Sauce is the "only **original** and **genuine** Worcestershire Sauce." All others follow with imitations. As all light is compared to sunlight, so all table sauces are compared to **Lea & Perrins'.**

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



Your Store Is Known



by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.



ESTABLISHED 1852

Food products that are produced in clean factories are best.

FRUITS, VEGETABLES AND FISH

Fish Scarce in Both Provinces—Plums and Pears in Unexpectedly Liberal Supply—Speculators in These Lines Have Lost Heavily.

Montreal, being threatened with a fish famine, sent buyers to Toronto last week, but they could not secure more than a car and a half, most of which was composed of trout and whitefish. However, this relieved the situation temporarily, and their own sources of supply are now better able to take care of the market. In Toronto finnan haddie is more plentiful than it has been for some time past, but fish all round have been unusually scarce this year and at no time has the supply been altogether satisfactory. Trout and whitefish, of which the Toronto market takes an extraordinary amount, have been growing less and less each year, and will probably become a comparative luxury within the next ten years.

The first shipment of Mexican oranges are to arrive here about the 10th of November, about the same date as the first expected arrival of the new lemons. Up to Christmas there is a great demand for these oranges, and Toronto takes probably 200 or 300 cars every season. This year they are likely to hold the centre of the stage, so to speak, as the Jamaica oranges, with which they had to compete last season, are reported to be short.

Plums, pears and peaches have been arriving from all quarters in unexpected profusion, and it looks now as though the foretellers of evil, with regard to the plum crop especially, will have to revise their prophecies. Peaches, apparently, are short, to a considerable extent, but pears are flooding the market at a great rate, and a big drop in price is the consequence. Plums dropped 30 cents last Friday and there is some discussion among the speculators who have paid 60c to 65c f.o.b. country points, and found their fruit worth only about 40c on arrival. They feel vexed and are not above saying so. But it is not the jobbers' fault, who do not create the market, but have to accept it as they find it.

MONTREAL.

GREEN FRUITS—Canadian fruits are now being quoted, and Californian varieties are being forced into second place. The arrival of home-grown lines has sent down the price of Californian goods. In the latter there has been a severe decline in peaches and plums, as will be noticed by the quotations. Dealers report a very good business in Canadian varieties, orders coming in from most all districts. Bananas are easier, \$2 buying the best there is. The supply is a little more plentiful.

| | |
|--------------------------------------|------------|
| Dates, per lb | 0 07 |
| Bananas, fine stalk | 1 75 2 00 |
| " jumbos | 2 00 |
| Cocoanuts, per bag | 4 60 |
| Lemons | 3 75 5 00 |
| California oranges all sizes | 5 25 6 25 |
| California Pears, box | 3 50 3 75 |
| Figs, per lb | 0 08 0 12 |
| Limes, crates | 1 00 |
| California peaches, box | 1 50 |
| " plums, box | 1 50 2 00 |
| " grapes, crate | 4 75 3 25 |
| Blueberries, box | 1 80 |
| Montreal Melons, basket of 14 melons | 3 00 12 00 |
| Almeira Grapes, keg | 4 50 |
| Apples, bbl | 3 60 8 50 |

| | |
|------------------------|-----------|
| Crab Apples basket | 0 35 0 41 |
| O. nadian Pears basket | 0 6 0 75 |
| " Plums | 0 30 0 35 |
| " Peaches | 1 00 1 50 |
| " G & es | 0 25 0 35 |

VEGETABLES—Corn is higher this week, receipts being smaller, and onions are firmer. Beyond these there are no changes in the vegetable quotations to record this week. Business is reported by dealers as being satisfactory for the tail-end of the season. It will not be long now before Canadian vegetables will be finished, and then the imported truck will have its season. Already there is a noticeable falling off in the receipts of a great many lines, and this will be more marked as the season advances.

| | |
|--------------------------------------|-----------|
| Paraley, per doz. bunches | 0 10 |
| Sage, per doz | 0 80 |
| Savory, per doz | 0 80 |
| Cabbage | 0 20 0 35 |
| New turnips, doz | 0 10 0 25 |
| Green beans, bag | 0 25 0 40 |
| Celery, doz | 0 50 |
| Water cress, large buzz box, per doz | 0 40 |
| Lettuce, per doz | 0 10 0 25 |
| Boston lettuce, per doz | 0 25 0 35 |
| Radishes, doz | 0 10 0 15 |
| Spinach, per box | 0 75 |
| Green peppers, 10 lb. baskets | 0 50 |
| Cucumbers, per doz | 0 10 0 15 |
| Potatoes, per bag | 0 80 |
| Potatoes, bbl | 1 60 |
| Sweet Potatoes, bbl | 0 25 |
| Beets doz. bunches | 0 40 |
| Carrots, doz. bunches | 0 10 0 25 |
| Horseradish, lb | 0 40 |
| Rhubarb, doz. bunches | 0 40 |
| Tomatoes, box 30 lbs. | 0 50 1 00 |
| Corn, doz | 0 18 |
| Onions case, small or large | 1 00 0 50 |

FISH—Several changes will be noticed in the list this week. Haddock, teal cod, brook trout and market cod are a few of the lines that have declined. There are more market cod arriving this week, though haddock are still scarce. Stormy weather has resulted in a scarcity of halibut for the time being. Trout and whitefish will now be coming in more plentifully. Haddies are scarce and a full supply is not looked for before the end of the month.

Fresh and Frozen Fish.

| | |
|---------------------------|-----------|
| Haddock, express, per lb | 0 05 |
| Halibut, express, per lb | 0 10 |
| Mackerel, express, per lb | 0 12 |
| Dore, " | 0 10 0 12 |
| Pike, lb | 0 07 0 10 |
| Steak cod, lb | 0 10 |
| Weakfish, lb | 0 10 |
| Brook trout, lb | 0 22 |
| Market cod, lb | 0 04 |
| Lake trout, lb | 0 10 |
| White fish, lb | 0 07 0 10 |
| Sea Bass, lb | 0 18 |
| Gaspe salmon, lb | 0 18 |
| Flounders, lb | 0 10 |
| Bluefish, lb | 0 15 |
| Lobsters, lb | 0 31 |
| No. 1 Smelts, lb | 0 08 |

| | |
|---------------------------------------|------|
| Smoked and Salted— | |
| New haddies, box-s, per lb | 0 12 |
| Smoked herring, per small box | 0 19 |
| Prepared and dried— | |
| Skinless cod, 100 lb. cases | 5 50 |
| Boneless cod, 20 lb. boxes | 0 07 |
| Boneless fish, 20-lb. boxes, bricks | 0 06 |
| Boneless fish, 25-lb., boxes, per lb. | 0 05 |
| Shredded cod, 2 doz., per case | 1 80 |
| New Kipperd Herring, box | 1 10 |

| | |
|----------------------------------|------|
| Oysters— | |
| Standards, bulk, per imp. gal | 1 50 |
| Standards, Imp. qt. tins, sealed | 0 40 |

| | |
|----------------------------------|-------|
| Pickled fish— | |
| No. 1 Labrador herring, per bbl | 5 00 |
| " " " " " " " " " " | 2 75 |
| No. 1 N.S. herring, half bbls | 2 50 |
| No. 1 Mackerel, pails | 5 75 |
| No. 1 sea trout, 100 lb. kegs | 10 50 |
| No. 1 sea trout, 20 lb. bbls | 6 50 |
| No. 1 Green cod, per 200 lb. | 5 00 |
| Small " " " " | 5 00 |
| Large " " " " | 6 00 |
| No. 1 Green haddock, per 200 lb. | 13 00 |
| Labrador Salmon, bbls | 7 00 |

APPLE EXPORTERS

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

CANADIAN APPLES

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

SEBASTIAN CODINA

GANDIA, PROVINCE VALENCIA

(Spain)

EXPORTER OF

RAISINS, ONIONS, PEANUTS,

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

FRUITS—U
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Oranges—
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216's
Lemons, California,
Verdellian

Apples, per basket.
Bananas, Jamaica f
Bananas, jumbo bun
Bananas, 8 hands, g
Cantaloupes (Califor
Limes, per crate...
Watermelons, Flori
Peaches, Canadian
Plums, per basket...
Plums, per 4-basket
Pears, Bartlett's, pe
Pears, Canadian, pe
Lawton Blackberrie

VEGETAB
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New Brunswick De
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Sweet Potatoes (Je
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Cabbage, Canadian
Beets, new, per doz
Carrots, Canadian,
Lettuce, Canadian,
Radishes, Roseland
Cucumbers, Canadi
Cauliflower, per doz
Beans, green, per b
Tomatoes, Canadia
Parsley, per doz...
Egg plant, per bak
Corn, new, per doz
Celery, Canadian,
Celery, imported, p
Vegetable Marrow,
Green Peppers, per
Red

FISH—Fin
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Perch, large, per lb
Blue pickerel, per lb
White fish, Georgia
Whitefish, winter co
Haddock, fresh cau
Herring, medium,
" jumbo, pe
Sea salmon, per lb.
Trout, fresh, per lb
Oisicos, per basket
Labrador herring,
Halibut, fresh caught
Shredded cod, per
Halifax fish cakes,
Live Lobsters
Bluefish, small whi
Mackerel medium

Finnan Haddie, pe
Oysters, per gal...
Blowers, nox
Kipperd Herring,
Live Lobsters....

Interesting
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CANADIAN APPLES IN THE ENGLISH MARKET

By the Canadian High Commissioner.

There has been a general complaint regarding the smallness of fruit received during the past season, and the quality generally does not appear to have been as good as usual. Several importers have pointed out that a quantity of rather inferior stock was shipped, and the advisability of packing No. 3 grade has been questioned by them, the opinion being that apples of that quality should not be put into packages for general use, but should be consumed for cider-making or other purposes.

On the other hand, some commendatory letters have been received regarding the packing of fruit suitable for the markets in the United Kingdom, the result having been that buyers here have more confidence in purchasing when they know that a brand is really "genuine packed."

Many consignments appear to have deteriorated through delay in forwarding, owing, it is alleged, to scarcity of cars on the other side, and losses were consequently made through the fruit having been frozen, it is stated, while en route. This, however, is a matter which may naturally be expected to right itself.

The work of the fruit inspection officers in Canada appears to be giving great satisfaction to importers on this side, from the fact that persons attending sales are gaining confidence in the inspection. In instances where one bar-

rel out of every twenty is turned out for examination by the importers' customers, it can readily be understood that the importing firms are in a good position to judge if the inspection work has been satisfactorily carried on, and I have received most satisfactory and eulogistic testimony to the effectiveness of the inspection from reliable sources.

A well-known firm of importers in the west of England have intimated to me that there is room for a considerable increase in shipments of apples to their market. Great quantities of fruit have to be brought there coastwise or by rail from Liverpool, in spite of the fact that there is a regular line of steamers between Bristol and Canada. This firm favor the case as compared with the barrel, as they claim that waste and damage are caused by the heavy weight of fruit in the barrels. They consider that any extra cost of packing the fruit in cases would be more than repaid shippers by the better prices obtainable for fruit in sound condition. It is suggested that the better varieties should be paper-wrapped, in the same manner as fruit from Tasmania. My correspondents say that there is an increasing disinclination among the growers in Canada to send fruit on consignment, and, with a few exceptions, all seem to desire to sell outright. Owing to the great risk entailed in handling apples, buyers on this side hesitate to purchase

and from the condition of some arrivals there has been cause for that feeling.

A Liverpool paper, in giving to the benefit of its readers a summary of the provisions of the Canadian Fruit Marks Act, points out that if the regulations are observed, apples from Canada will earn a reputation for guaranteed uniformity which should ensure their preference on this side of the Atlantic. It is added that the inspectors appointed to see that the law is obeyed discharge their duties with thoroughness and care. Attention, however, is drawn to certain infractions on the part of shippers, one case being where the marks on barrels were altered, thereby incurring loss to the firm when the apples reached Liverpool. It is further stated that a common method of improper packing is to "face" the top and even the bottom of a barrel with good, attractive-looking fruit and to put bad stuff in the middle, one firm who ship to Liverpool having been convicted six times in twelve months and fined for violation of the regulations. The journal points out that if the Act is amended it would be well to so increase the penalties that the fraudulent trader would in no case find it to his advantage to break the law and pay the fine, rather than adhere to the standard. It is further stated that "Under present conditions, the most effective deterrent would be the publication, both in Canada and in this country, of the names of firms who violate the Act. The importer and buyers would then know, at least, which firms not to patronize. The overwhelming majority of Canadian exporters to this country are 'square' dealers, but their fruit is subjected to the same form of rigid inspection because of the acts of evildoers. Still, their own reputation, coupled with the guarantee of the Government, should establish for them a name in the markets of the world likely to increase the volume of their business."

FRUITS and VEGETABLES!

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

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

Once more we would remind you of the advancing season, and advisability of **ordering now** if you would avoid vexatious delays incidental to fall congestion and limited transportation facilities.

VERRET, STEWART & CO., LIMITED

The Salt Sellers
MONTREAL

SHORT COCOANUT CROP.

The scarcity of cocoanuts this season is causing some concern. The market is in a very unsettled condition, and it is stated that owing to drought in the West Indies, cocoanuts are not maturing and in consequence there will only be an amount equal to about half of last year's crop harvested. Last year there was also a scarcity, so that future conditions can be pretty well estimated by this comparison. Already they have advanced materially in price and still further increases would not be at all surprising.

WILSON TIBBO DROWNED.

The death occurred on September 6th of Wilson Tibbo, of Grand Bank, Newfoundland. Mr. Tibbo was bathing in the Garnish river, and being suddenly seized with cramps, was drowned before help could reach him. He was a young business man of great promise, and his loss will deeply affect a wide circle of friends. For some time he had been managing the general store business of Tibbo & Son, at Grand Bank, and his honesty, ability and straightforward character had earned for him the affection and regard of everyone with whom he had come in contact.

Note the growing popularity of Prepared Fish bearing this trade mark on the package.



Ask Your Wholesale Grocer for

Brunswick Brand

KIPPERED HERRING

'FINNAN HADDIES

HERRING in TOMATO SAUCE

and

SARDINES

and you will be sure to get A1 stock.

Connors Bros., Limited

Black's Harbour, N. B.

Government Approval

Dept. of Inland Revenue,
Ottawa, April 26th, 1907.

Col. Eugene Fiset,
Deputy Minister of Militia and Defence,
Ottawa.

Sir:—I beg to advise you that the samples of **Raspberry and Blackberry Jam** and samples of **Jelly** manufactured by **The Belleville Fruit and Vinegar Co., Ltd.**, submitted with your letters of 17th and 18th, have been examined at the Laboratory here, and are **pronounced to be genuine.**

I remain, sir,
Your obedient servant,
(Sgd.) **W. J. Gerald,**
Deputy Minister.

Here, Mr. Grocer, is indisputable evidence of our honest method of manufacture. Our

Pure Apple Juice

is just as genuine. It is put up in kegs and barrels of various sizes, just as is our

Pure Cider Vinegar

THERE'S MONEY IN HANDLING OUR GOODS

The Belleville Fruit and Vinegar Co., Ltd.
BELLEVILLE, ONTARIO.

T. & B., PLEASE!

is the request made by tobacco buyers every day. Let it be known in your neighborhood that you handle

T. & B.

and you will feel a big boost in your tobacco department. There's a good cause for it, too—**Quality**. It is in the **leaf selection**, in the **curing** and **flavoring** that the famous **T. & B. quality** is created. You can't get the best out of your business without **T. & B.**

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

Hogen Mogen and Royal Sport

Kings in the Cigar Line

You have been looking for a leader for your tobacco department. Both of the above brands are the best in their class.

It has taken us years to turn out such perfection in cigar quality, but we have reaped our reward in enormous sales.

These cigars are profitable to handle. Write us to-day and we will ship you a trial thousand.

Sherbrooke Cigar Co. - - Sherbrooke, Que.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

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**THE ETHICS OF
RETAILING**

An address read before the Seventh
Annual Convention of the Retail
Grocers of New York State.

By Joseph A. Weis.

Mr. Chairman and Gentlemen:

The honor of addressing a grocers' convention is a pleasure I would not willingly wish to forego; but I want prohibition when given a choice of subject upon which to speak.

When I realized I had to choose my own subject I found myself more embarrassed than the young lady who sat beside the deaf, old gentleman at dinner one evening.

"Do you care for bananas?" asked the young lady, as some of you who have heard the story, may recall.

"Umm?" questioned the old fellow, perplexed and bending his few grey hairs towards the golden glitter of his engaging neighbor.

"Do you care for bananas?" again asked the young lady, making every effort to be as pleasant as might be permitted when deaf old age and sprightly youth are coupled.

The old fellow looked confused; he blushed, paused, and then seemed to consider. Evidently he formed a low estimation of the conversational abilities and charms of modesty of the young women of the generation, for he growled, reprovingly:

"No, I never use 'em; I prefer the old-fashioned night shirt."

Gentlemen, do not mistake me. When I say that grocers have taken to the new fashion in night attire, and given up the old-fashioned night shirt, I merely speak figuratively; and I do not wish for one moment to be thought to insinuate that there is not at least one reputable and up-to-date man in this audience who did not come to this convention without bringing the time-worn garment in his grip.

But if some of us have not changed our night attire, the times have changed, and with them our trade has changed, too. Its conduct cannot any longer be considered a source of humor to show up the pettiness of dealers and the insincerity of trade marks. The old sharp practices simply appear to you and me as prehistoric tricks that would ruin any decent establishment to-day. We think of them as ludicrous, and look for them only in novels with love scenes laid in country stores where codfish tails are said to stick out of kerosene cans.

However, one may speak of the common things observed in life without being laid open to the charge of being a theoretical impressionist or an impossible fool. The faculty of observation is needful for more than testing eggs. We might learn to observe details in our own stores, our own methods, our own relations in the trade; for perhaps we overlook them while they may appear as obvious faults to our customers.

My duty, then, is to record a few plain facts observed by the wayside by a plain grocery man who has walked in his trade for more than sixteen years. We can deal with common matter coming, commonly, as matters of course, into the lives of us all, but which if not met with underlying sound principles

and firm handling will soon break a man's record and help confirm evil opinions of our trade, as one rotten apple contaminates a barrelful of good fruit.

Honesty Keeps Trade.

Honesty is still the best policy; but we have heard that so often that it has become almost too familiar. The truism is always being bawled from housetops; but we forget that the money lies in the practice of honesty. In the singular workings of commerce it has come to be demanded to-day more than almost ever before. You find that in many phases—in the rebate contests and railroad affairs, in the needs of Wall Street, in political investigations and the purer note struck in civic life. Honesty is wanted, first and last. It makes a man's business. It keeps trade, which is what counts.

Redress for the wronged customer is readily obtained by a change in dealing; wrongs in the trade are not so easily

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CAPORAL**



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OF THE
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All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

righted. And if for that reason alone they must be the more strictly guarded against. We'll ask ourselves a few plain questions that, most of us will admit, will suggest ill-practices that only underlying principles of honesty will redress.

Should we sell goods underpriced?

Is to sell for 40 cents which is bought for 50 any more honest to the trade than to tax the same customer 50 cents for 35-cent tea?

Again, is being afraid to say "No" to a customer who will not pay regularly, weekly or monthly, honest to the trade? Is it good business? Did any one ever know a case where it paid? The habit is due either to carelessness or fear; and either is equally bad.

Only a few days ago a grocer in my own city complained to me that he had more than seven hundred dollars outstanding. I have less than three hundred dollars, but he has been in business only a year. I have been in business sixteen years. The moral is obvious. I am afraid I have not much sympathy for the other fellow. I fail to see either the honesty or the fairness in the habit of a grocer giving credit to customers he knows in his heart are already getting credit from and owing money to another grocer. I grant there may be individual cases warranted by extenuating circumstances, but now we are dealing with ethics that govern retailers' relations.

Insistence upon payment of bills with regularity gives the retailer a test that loses him only bad customers. Mind you, experience must have taught many of us that the essential is to have a right understanding from the outset. Let the customer realize that we will do business with him as he will with us. We have our bills to meet; let us meet them when they come due. To tell a customer so gives the retailer an enormous "pull," for decency is still uppermost in every customer's mind, unless they have been perverted by getting credit too readily from too many men in the trade. You see the point. Where can a customer get groceries if any grocer will not supply her when he knows she is already owing money to a brother grocer? There is the rub. Grocers overcome the defect by neighborliness. Introduce a little more Pinkertonism and do a little less splurging. Pass along the warning, then there need be fewer bad debts. While we all understand the undesirableness of undue familiarity, we cannot be indifferent to this value of friendliness. It is a quality that can well be cultivated in the trade.

Mind Your Own Business.

Another thing. We blame department stores for meddlingly dipping into all sorts of business, but some grocers want to sell clocks, antiques, beds, green stamps and every old thing. Are we not trying to pull out the mote in our brother's eye while there is still a beam in our own. Let the grocery man stick to groceries; then we will have the right to say what we like to others. Every grocer who gives trading stamps eventually drives a customer to a tea store and helps damage our trade as a whole. He is not honest either in his selling or his wares. Perhaps we should not blame a man who finds he cannot thrive on straight dealing, for going in to the fangle business, but he ought

to know that the best success to-day is cornered in the straight goods business. The chance or "catchy" customer never yet made a man's business. Fortune only comes with the customer who keeps coming, and in my experience customers who keep coming are those who find they get groceries worth having. The antique, embossed, Turkish shield, made of Pittsburg iron, that decorates the parlor wall will scarcely compensate your customer's husband for the indigestion he suffered through eating the inferior qualities that went with the advertised ancient piece of furniture.

These matters are as well known to each of us as the numbers on our doors. Only, like our latch keys some night, they do not always seem to fit when we want them. Some of us might make a little more if we traded Sundays, but then most of us wish to be reputable.

Personally, I do not want ever to have a Sunday customer, for as sure as I do I know I shall be getting paid money that should have gone to a brother grocer the evening before.

These common places may be styled the "Ethics of Retailing" without doing hurt to any one, but, bearing them in mind cannot help benefitting ourselves and improving our trade.

Gentlemen, I cannot finish without making one request, but I first have to thank you for your very gracious hearing of those old-time saws for present day reflection. I must implore you to bear witness that while I may have made suggestions that should accord with changing times and ideas, I have not divulged the great trade secret and told whether the grocers attending this convention have brought with them their pajamas or their night shirts.

**UNITED FRUIT COMPANY
MAY CONTROL BANANAS**

In view of the recent developments in the banana market in Canada, the following information, which comes from New York, is both timely and interesting:

"The situation in the banana trade just now is the most interesting that has developed in years, and, from present indications, it would seem that if the many so-called independent companies are to preserve their status and cut any figure in the trade in future they must make a hard fight.

"Within the past week, according to cable information, there has been an unheard-of jump in the prices of bananas offered to West Indian and Central American planters, who are not under contract to any particular purchaser, but who have found a market through connections independent of the fruit combine, which is generally regarded as the United Fruit Company.

"When £6 5s sterling was offered for 100 payable bunches of bananas in Jamaica it was accepted as a recognition of the value of the fruit, based on the returns from cargoes sold in the United States, which are said to have been at prices that netted gains heretofore unknown. It is said that the summer months have been a golden epoch in the sale of bananas, notwithstanding the season was for domestic fruits that took natural precedence over bananas. Within the last week £12 was offered in Jamaica for 100 payable bunches, and suddenly the price went up to £25 for 100, which would make the cost on board more than \$1 a bunch. To this must be added the cost of transportation, and the selling price at any port is expected to be less than cost.

"As the independent concerns cannot meet this cost, they are expected to withdraw from the business and leave the field to the greater factor in the business. Whether they will see fit to retire or put up a fight remains to be seen.

"Just what amount of money is invested in the independent trade cannot be definitely arrived at, for the very simple reason that there is a question as to the companies which are independent and those affiliated with the United Fruit Company. In addition to the major interest, there are operating at

the present time the Atlantic Fruit Company, representing the di Giorgio interests; the Cuneo Importing Company, the Cuba Planters' Company, and the Lanasa & Goffe Fruit Company, of Baltimore, to say nothing of a dozen or so little concerns without transportation facilities. All but the last named are under suspicion of having certain agreements with the United, although no actual proof to that effect has ever been brought forward.

"Discussing the situation yesterday a fruit jobber with headquarters in this city and extensive connections in the west said:

"It looks very much to me as though the United Fruit Company is engaged in an effort to smoke out the independents and force them to show just what their resources are. Circumstances are all in favor of the big concern—call it a trust if you please—owing to the long drought in Jamaica and the hurricanes and earthquakes which have devastated other portions of the banana producing territories.

"Whether or not the United is deliberately keeping down the price of bananas to the jobber is a question, but with production limited and consumption at the highest point ever reached, I fail to see how any but a concern with millions behind it can survive. As a matter of fact, the fruit is being sold throughout the United States at a price which all experts unite in declaring below the actual value. It is well known that the deciduous fruit crops in this country have been short, and with increased consumption of bananas here and abroad, the banana grower is in a position to fix his own price. Therefore, why should not the United Fruit Company take advantage of the situation to force the independents out of the field?

"Some time ago it was said that there were no independents of any consequence left, but recent developments and activities have shown that there are at least two or three Richmonds in the field. Possibly the United has decided that it will be cheaper to force them out by means of low prices than to buy them out."

"The United Fruit Company all told has ninety-two vessels in the fruit trade, while all other companies, independent and otherwise, have only about twenty."

Do
by deliveri
You want a
the kind v
business.
H. G.

ASK THE WOMAN



who does the housecleaning how much easier the work is made by a **really good brush**. She will tell you that the brush with the **stiff, springy bristles** is the brush that cleans thoroughly with the least effort. That describes

BOECKH'S BRUSHES

They are made to wear. The material is of the highest grade, and is put together by men who **know how**. The bristles **stay in** and stay "bristly." Hot water does not soften or loosen them. They satisfy every user. **Don't let your stock of "Boeckh's" run low.**

UNITED FACTORIES, Limited

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Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want a good, first-class, dependable waggon—that's the kind we build—a waggon that will advertise your business. We have interesting news for you.

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

"I've Now More Than I Can Read"

- ¶ Yes, Mr. Business Man, we are well aware you have not time to read all the publications that come your way each month.
- ¶ But do you really devote the time you should to reading? Do you get the timely and instructive articles which a man in your business should read in order to be up to date?
- ¶ Isn't a great part of your time spent in ransacking the various publications in search of these articles? Think of the advantage of having them selected for you each month. How much more profitable your time devoted to reading would be. This is exactly what

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- ¶ It will select the timely, interesting, and entertaining articles from the **CURRENT** issues of the world's magazines and periodicals.
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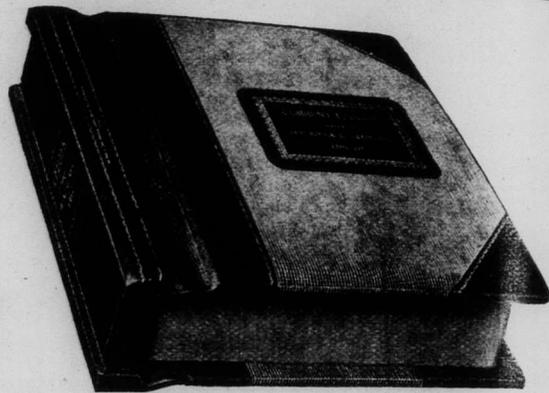
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are three strong arguments in favor of Loose Leaf Systems of Book-keeping which should enlist you among the thousands of users of

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Did you ever lose time and patience hunting through a card index drawer for an important record that has been taken out and put back in the wrong place? **In the Crain Continuous Systems** every record is in its proper place. Entries can be made without removing the sheets in half the time. It is absolutely safe, and from an economical standpoint is without a rival



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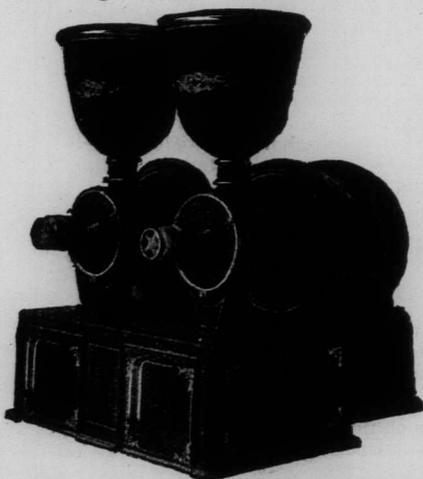
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Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



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Granulating 2 lbs.
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AGENTS:
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All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

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No mistakes or errors are possible. Down weight not possible.

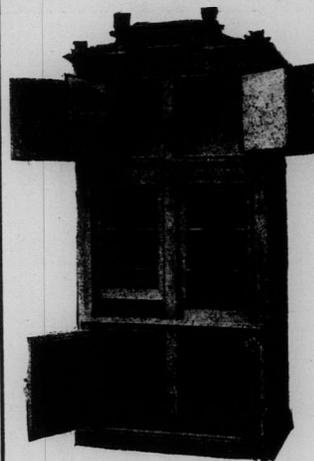
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Over 210,000 Scales sold. Are you one of the users?

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It is cheaper to keep proper books than to pay a fine of \$800.00 and go to jail for a year, isn't it?

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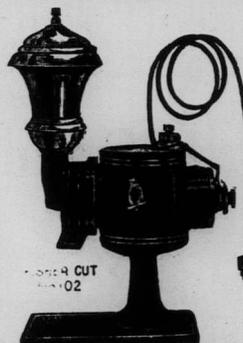
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Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

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UPTON is the only preserver in Canada giving his entire attention to the manufacture of

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When you buy UPTON'S you buy the product of a specialist.

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The folk
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Baking
Cook's Friend—
Size 1, in 2 and 4 doz
" 10, in 4 doz, box
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" 3, in 4
Found tins, 2 doz. in
12-oz. tins, "
5-lb. " "

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Diamond—
1-lb. tins, 2 doz. in ca
1-lb. tins, 3
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IMPERIAL B.
Cases.
4-doz. 1
3-doz. 1
1-doz. 1
3-doz. 1
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Sizes.
Royal—Dime
" 8 oz.
" 1 lb.
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Barrels—When pack
cent. discount wil
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Sizes.
Cleveland's—Dime...
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz. ..
" 1 lb.
" 3 lb.
" 5 lb.

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cent. discount wil
T. KINN.
Crown Brand—
1 lb. tins, 2 doz. in cas
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GEORGE'S
Tria
4-oz
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Keen's Oxford, per lb.
In 10-box lots or c
Gillett's Mammoth, &
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6a size
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Wheat OS, 2-lb. pkgs.
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THE COWAN
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Perfection 1 lb. tins

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is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

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Milk is getting scarce and high—
 Prices by producers and dealers have already been advanced in almost every section of Canada.

Your customers have a never-failing source of supply in
BORDEN'S BRANDS
 "EAGLE BRAND" and "PEERLESS BRAND" Condensed Milk
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Pure, clean, healthy Milk all the time.

Every jobber sells them.

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 LAPORTE, MAE
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Bottles 1-oz., case
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Wilson's
 50 loc. pac
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Jams at
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 Agents, Rose & Laf
 To

1-lb. glass jar, ac ew t

Compound Fruit Jam
 12-oz. glass jars, 2 doz
 2-lb. tins, 2 doz, in cas
 5 and 7-lb. tin pails,
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 7 and 14-lb. wood pai
 30-lb. wood pails
 Compound Fruit Jell
 12-oz. glass jars, 2 doz
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30-lb. wood pails...
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 1-lb. glass jars (16-oz
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The season is on for all the
Good Things to Eat
in which Peel is used.

Batger's Machine-cut Mixed Peel

in ½-lb. and 1-lb. drums is sure
to be required. Are you ready
for the demand?

ROSE & LAFLAMME
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MONTREAL AND TORONTO

BATGER'S

SPEAKING OF SAUCES

Do you know of any
other sauce that is as
much in demand and
yet gives the grocer
as good a margin as

PATERSON'S WORCESTER SAUCE?

Honestly now, do
you? We don't.

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The Best Canned Goods

RIVERDALE BRAND

Reasons For It.

The Lakeside Canning Co.
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Because—
While there
may be a land
better adapted for
growing the best Fruits
and Vegetables, that land has
not been discovered.

Because—Our factory is the most
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of Canada.

Because—Our experts are the highest salaried
and highest skilled on the continent and because

RIVERDALE BRAND

retains all the succulent and appetizing goodness
of ripe juicy fruit and fresh vegetables.

Can you meet the demand?

The Lakeside Canning Co.

Pure Wine Vinegars

RENAUD & DUALLE
Bordeaux

THE LARGEST PRODUCERS
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Six hundred rotary apparels of the latest style continually
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The lowest prices for table and wine Vinegars in
bulk, jars and cases.

Concentrated Vinegars

We offer a concentrated vinegar guaranteed free
from mineral acids to the utmost concentration
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Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John F., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanuts.

Canadian Coconut Co., Montreal.

Computing Scales.

American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.

Gillett E. W., Co., Toronto.

Condensed Milk and Cream.

Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Crockery, Glassware and Pottery.

Campbell's, E. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.

Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
McLaren Imperial Cheese Co., Toronto.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. I., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.

Hovell, A. J., & Co., London, W. C.

Delivery Wagons.

Abbott H. G., & Co., London, Ont.

Financial Institutions & Insurance

Bradstreet Co.

Fish

Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Milman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.

Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.

Bovril Limited, Montreal.

Foreign Importers.

MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.

Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatins.

Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds

Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
McFall, A. A., Bolton, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto.

Grocers—Wholesale.

Balfour, Smye & Co., Hamilton.
Bell, Thos., Sons & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.

Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago.

Infants' Foods.

Keen, Robinson & Co., London, Eng.

Jams, Jellies, Etc.

Batger's—Rose & Lafamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley, F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Jarris, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto.
McLellan, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Standard Brokerage Co., Vancouver.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto.

Matches.

Improved Match Co., Montreal.

Mince Meat.

Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wetley J. H., St. Catharines.

Office Supplies.

Business Systems Ltd., Toronto.
Crain, Rolla L., Co., Ottawa.

Patent Medicines.

Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.

Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal.
Mason, Geo., & Co., London, Eng.
Paterson's—Rose & Lafamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Poison, Rat.

Common Sense Mfg. Co., Toronto.

Polishes—Metal.

Majestic Polishes, Ltd., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Shoes.

Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.

Morse Bros., Canton, Mass.

Printing.

Barnard Frank H., Toronto.

Refrigerators.

Eureka Refrigerator Co., Toronto.
Hillock, John, & Co., Ltd., Toronto.

Salt.

Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.

Canadian Castile Soap Co., Berlin, Ont.
Guelph Soap Co., Guelph, Ont.
La Cie Des Savon Francais, Montreal.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

Soda—Baking.

Church & Dwight, Montreal.

Starch.

Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Storage and Warehouses.

Terminal Warehouse & Cartage Co., Montreal.

Sugars, Syrups and Molasses.

Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.

Balfour, Smye & Co., Hamilton.
Branson & Co., Ltd., London, Eng.
Ceylon Tea Association, New York.
Codville-Georgeson Co., Winnipeg.
Ewing, S. H., & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Robertson, John & Son, Montreal.
Salada Tea Co., Toronto, and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies

Young, W. F., Montreal

Vinegar and Cider.

Belleville Fruit and Vinegar Co., Belleville.
Furnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.

Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware

Stevens-Hepner Co., Port Elgin

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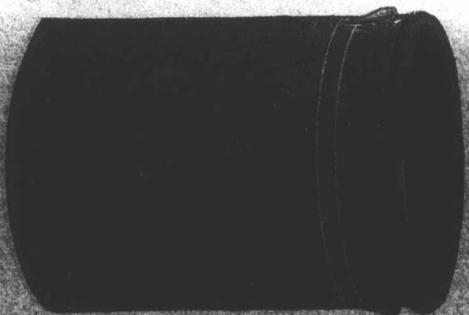
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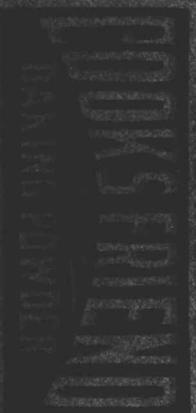
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