

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.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

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NO. 43.



*It's a very small thing, a cake of
Laundry Blue, but unless it is*

Keen's Oxford Blue

*It can upset the housewife's temper and
spoil her trade with you quicker than
anything you supply her with—Don't risk
it—Stick to KEEN'S.*

FOR SALE BY ALL JOBBERS

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

Place it on Your Counter—

A display of

"CROWN BRAND" CORN SYRUP

will be a seasonable leader from now
on. Your customers will appreciate
the reminder.

FOR SALE BY ALL JOBBERS

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

Put up in Tins

2-lb. Tins—Cases	2 doz.	Also in Brls. ½ Brls.
5 "	" 1 "	Kegs and Pails.
10 "	" ½ "	
20 "	" ¼ "	

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

MACONOCHIES' PEELS

Candied Dripped Drained

Our new season's product, the best yet, is now in the hands of the jobbers ready for shipment. **The just as good** (a compliment we appreciate) may be offered to you by certain jobbers. Be firm. Refuse to accept a substitute no matter what is claimed for it. No peels can be better than Maconochies', and the chance that they are just as good is remote.

MACONOCHIE BROS. LTD.

London,

England

Agents in Canada and United States :

MacLaren Imperial Cheese Co., Limited

TORONTO

DETROIT

THE CANADIAN GROCER

The Big

—5—

No first class grocery stock
is complete without these
articles — each one is a
S T A N D A R D

CODOU'S Macaroni

Vermicelli and Pastes
From Russian Wheat

COX'S Gelatine

Perfectly Pure

Griffin's

Seeded Raisins, Canned
Fruits, White and Green
Asparagus, Griffin's
Prunes, Cured Fruits,
Griffin's Seedless
Raisins

COURET'S "Shell" Soap

67% Pure Oil

"THISTLE"

"Canned"

Haddies and Herring

The best packed

*Arthur P. Tippet & Co., Agents
Montreal*



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.

HAMILTON

G. WALLACE WEESE

Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLYGH & SONS
HALIFAX N.S.

Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

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

ROBERT ALLAN & CO.

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

J. WALTER SNOWDON
MANUFACTURERS' AGENT
AND BROKER

Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

MONTREAL

D. McL. BROPHY

414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connect-on with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER

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

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.

REGINA.

G. C. WARREN

Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.

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

DRIED APPLES

SHIP ALL YOU HAVE TO US.
QUICK RETURNS.

W. H. MILLMAN & SONS

GROCERY BROKERS
TORONTO

TORONTO.

TAPIOCA

We have both
Medium Pearl and Seed
ON SPOT and our prices are right

Anderson, Powis & Co.
Agents

15 Wellington Street East, Toronto

Dominion Storage & Forwarding Co., Ltd.

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

W. G. Patrick & Co.

Manufacturers' Agents
and
importers
29 Melinda St., Toronto

W. G. A. LAMBE & CO.

Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.

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

Don Storage & Cartage Co.

Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

(Continued on page 4.)

Another new line in

Hartley's Famous Preserves

We have just passed into stock a carload of New Season's preserves and in addition to the regular lines we have

RASPBERRY, STRAWBERRY, in
 APRICOT, GREEN GAGE Preserves, 4-lb. sealed
 and BLACK CURRANT tins.

From the number of orders already received, this size bids fair to outrival some of better known sizes as a popular seller—

IN ORDERING—don't forget

HARTLEY'S JELLY MARMALADE, in 1, and 2-lb. GLASS JARS

EBY-BLAIN, LIMITED Sole Wholesale Agents
TORONTO

A TIP

Compare our Price List below with other Package Teas you are buying. It is bound to appeal to the up-to-date grocer.

TRADE PRICES

TERMS : DRAFT THIRTY DAYS NET. FREIGHT PAID

YELLOW LABEL.—Pounds cost you 20c. Half pounds cost you 21c., you sell at 25c. per pound. This grade when bought alone cash must accompany the order.

GREEN LABEL.—Pounds and half pounds. Costs you 24c., you sell at 30c. per pound.

BLUE LABEL.—Pounds and half pounds. Costs you 25c., you sell at 35c. per pound.

RED LABEL.—Pounds, half pounds, quarter pounds and one-eighth pounds. Costs you 30c., you sell at 40c. per lb.

WHITE LABEL.—Pounds and half pounds. Costs you 35c., you sell at 50c. per pound.

GOLD LABEL.—Pounds and half pounds. Costs you 42c., you sell at 60c. per pound.

PURPLE LABEL.—Half pounds and quarter pounds. Costs you 55c., you sell at 80c. per pound.

DOLLAR TEA, EMBOSSED LABEL.—Half pounds and quarter pounds. Costs you 70c., you sell at \$1.00 per pound.

ALL GRADES PACKED IN BLACK, MIXED AND GREEN

THE BLUE RIBBON TEA CO., Limited
 266 St. Paul St. - Montreal

Manufacturers' Agents—Continued.

WINNIPEG

STUART WATSON & CO.

Wholesale Commission Brokers and
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

RICHARDS & BROWN

Wholesale Commission Merchants
and Brokers

314 Ross Avenue WINNIPEG, Man.

Correspondence Solicited

BRACK & KIRKLAND

Grocery Brokers,
and Manufacturer's Agents
Warehousemen and Distributors

Track Warehouse, 137 Bannatyne Ave. E.

WINNIPEG, MAN.

W. H. Escott

Wholesale

Grocery Broker and M'f'rs Agent

WINNIPEG, CANADA

Branch at Calgary

ESTABLISHED 1887

Carman Brokerage Co.

Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED

141 Bannatyne Ave. WINNIPEG, MAN.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

WINNIPEG

GEO. ADAM & CO.

Wholesale Grocery Brokers
and Manufacturers' Agents.

430½ Main St. - - Winnipeg

Established 14 years. Correspondence solicited

VANCOUVER

F. G. EVANS & CO.

Grocery Brokers and
Commission Merchants

139 Water St., - Vancouver, B.C.

Correspondence Solicited.

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

JOHN Oakey & Sons, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:

**JOHN FORMAN, - 644 Craig Street
MONTREAL.**

TRY A

Condensed Ad.

IN THE

Canadian Grocer

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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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HALIFAX, N.S.
SAGAWA, ONT.

HAMILTON, ONT.
QUEBEC, QUE.
VANCOUVER, B.C.

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

MONTREAL, QUE.
TORONTO, ONT.

THE G. H. W. Co. Has. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.

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

JAMES MARSHALL

ABERDEEN, SCOTLAND,

Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. References—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

BASKETS

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

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

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

**The Oakville Basket Co.,
OAKVILLE, ONT.**

**It Takes a Lot of
Time to Keep Books**

and when the entries are made up of many small items the expense is away out of proportion to the amount involved. Many attempts have been made to devise some safe and economical way to avoid this burdensome labor. The most practical substitute is the

**Allison
Coupon
System**

It is safe. Keeps a perfect record. Leaves no loophole for complaints. Eliminates 95 percent of the labor. Requires the investment of but a trifling sum. Does not necessitate the employment of skilled clerks. Here is the plan:



If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.

DEPARTMENT.

Canadian Business.

T & CO.

10 North John St.

GLAND. Try us with a ship-

iverpool.

HALL

ELAND,

Produce, gives personal and guarantees prompt Bank, Aberdeen. Codes--

ETS

ney as well as s if you handle

baskets, baskets, t Baskets rawboard

ll your basket ee satisfaction ee the goods. pt attention.

Basket Co., ONT.

Lot of p Books

are made up of xpense is away ne amount in- ts hav: been afe and econ- s burdensome ical substitute



0.00 and you think 00 Allison Coupon ceipt or note form ear out and keep ouble. When he a ten-cent coupon, up. Then he pays k. No pass-books, errors, no disputes. gnized everywhere bbing trade every-

the oon Co. IND.

YOU TAKE NO RISK

If you handle Canadian Cannery's Canned Goods. You need not wonder, "How will she like those goods? Will she ever come back?"

Canadian Cannery's Brands are Business Builders

Customers are quick to recognize that you are giving them the best there is. Our Fruits and Vegetables have a flavor and deliciousness that tell of choice stock, cleanly and sanitary methods of packing. They are food that grace the finest tables in the land.

ORDER FROM YOUR JOBBER:

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

Canadian Cannery, Limited

Hamilton, Canada.



OLD-FASHIONED HONESTY

Yes, we particularly specify old-fashioned honesty because nowadays honesty seems to lose caste when applied to much of the prepared eatables now on the market. Adulteration seems to have taken the place of old-fashioned honesty. But it is not so with

OLD HOMESTEAD BRAND

CANNED FRUITS AND VEGETABLES

Everything about a can of Old Homestead brand is up-to-date except its purity, and that is old-fashioned. Old Homestead Brand of Canned Goods are as pure as the air from the balsam covered hills of Muskoka. Made from ripe, sound fruits and vegetables from the rich, fertile garden soil of Canada and prepared so that all their nutritious qualities are retained, they cannot help but be good. Try a sample case from your jobber. Your customers' verdict will cause you to "repeat" and that's the kind of business Old Homestead Brand is qualified for.

The
Old Homestead
Canning Co.,
Picton, Ontario

Quality and Value Always Win

The quality in a tea that tends to produce a steady, healthy growth in sales is what should appeal directly to every grocer.

"SALADA"

has enjoyed the same normal, healthy increase in sales—every year—for seventeen years. It's a "result-getter." Every grocer selling it knows this. We ask you to try it.

The Salada Tea Co. : : Toronto or Montreal

Wagstaffe's Pure Jams

Wagstaffe's Jams, Jellies and Sealed Fruits, etc.

have been pronounced by the highest authority in Canada, viz., the Chief Analyst at Ottawa, to be absolutely pure. And Fruits in each case are Certified to be of excellent quality. Government Documents received September 25th, 1908.

WAGSTAFFE Limited, HAMILTON

Canadian-made Licorice

Y. & S. Brand

All Druggists



MANUFACTURED
by
NATIONAL LICORICE CO.
MONTREAL

ACME PELLETS

M. & R. WAFERS

and a complete line of

LOZENCES, ETC.

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request

Toronto Sales Agent—

R. S. McINDOE, 54 Wellington St. East.

Montreal Sales Agent—

J. M. BRAYLEY, 55 St. Paul Street.

Winnipeg Sales Agency—

E. W. Ashley, 123 Bannatyne Ave. E.

St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's

1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's

1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott.	Winnipeg.
C. DeCartoret.	Kingston.	R. G. Beddington & Co.	Calgary
Jas. N. McIntosh.	Ottawa	Teas & Peerse.	Edmonton.
Geo. Musson & Co.	Toronto.	Wilson & McIntosh.	Vancouver
J. W. Bickle & Greening.	Hamilton.	C. Leonard Grant.	P. E. Island
G. H. Gillespie.	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Free to Grocers!

To introduce to you the wonderful substitute for Port and Sherry; the famous after dinner beverage; the popular priced, quick seller,

MARSALA WINE

\$7 Case, and Up

We are going to send a sample, with prices and full information to every (*bona fide*) grocer who writes us.

It's up to you, write at once

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

STOCK THE BEST.

"KIT"

COFFEE

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

"K C" Sauce

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

WORCESTER SAUCE

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

A Word to the Wise

The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 87 St. Peter St.
Ontario, A. E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.



Lea's

Our Faith in the Canadian Consumer Confirmed

We have packed and shipped more pickles in the last 45 days than we sold last year, and we are still 4,000 cases behind.

Does this not prove to you that the Canadian consumer will support home industry, when the goods have quality? We are packing as fine goods as firms of international reputation, and at a price that will appeal to the pocket of your customer in every walk of life. Do not doubt this, but try a small quantity if you have not already done so, and be convinced, as hundreds of retailers have been in the last year. This is proven by our sales.

Packed by

The **Lea Pickling & Preserving Co.**

Limited

SIMCOE, - ONTARIO

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

RUPS
SSSES

Winnipeg.
Calgary
Edmonton.
Vancouver
P. E. Island

Co.,

ST.

EE

entirely
so objec-
essences.

auce

delicious
id relish
r fowl.

AUCE

anything
e. Sold
medium
FEE.

Wise

roducing
customers

STAKE

on
202 McGill St.
Peter St.
m St. Hamilton
Princess St.

New Fruits

Best Descriptions.

Prices Right.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

QUALITY TALKS !

SO DO PRICES !

No grocer was ever offered a finer line of fish—**real fish of highest quality**—more daintily packed than the famous

Quaker Salmon

And see the prices !

TRADE MARK

FLATS
\$2.15



TALLS
\$2.00

SONS

ESTABLISHED 1834.

Satisfy your customers. It pays you.

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

**Purnell &
Panter, Ltd.**
**Bristol,
England**

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

E. T. Grocers, How About Canned Goods ?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

Buy Honest, Pure Goods

E.D.S. Brand Jams and Jellies



100% pure makes their quality sure.

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.

New Japan Teas

To retail at 25c., 30c.

Write for samples.

Thomas Kinnear & Co.

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

TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS. SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.
Hamilton and Winnipeg

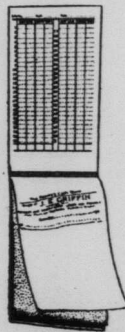
Avoid Costly Disputes

with customers by using our simple

"Duplex"

Counter Check Book

Disputes with your customers over accounts often mean a loss of money and a gradual dropping away of trade. Duplex Counter Check Books keep an accurate account of all your sales etc., and do away entirely with worry and anxiety regarding business transactions.



THE CARTER-CRUME COMPANY, LIMITED

TORONTO, CANADA

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

ESTABLISHED 1840

One distinctive feature of our

"PANSY BROOM"



is the individual wrapper in which each broom is packed. This protects the broom and ensures its reaching the consumer in perfect condition.



Order direct from the makers

H. W. Nelson & Co., Ltd.

Toronto

English Brewed

Ale and Stout

The most healthful drink of Old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our six large breweries, situated in London, Birmingham, and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade. Let us correspond with you and send you Analytical report, with other information.

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld. W. L. MacKenzie & Co., 806a Center St., Calgary.

KOPS' BREWERIES, - London, S.W., England



Facts Worth Noting

Our Four leading lines in Extracts and Jelly Powders are Sure Sellers. You are sure to please your customers. You are sure to please your salesmen. You are sure to satisfy yourself in having a good profit and quick sales.

No. 1 Prince of Wales Extract
 No. 2 Club Extract
 No. 3 Fleur de Lis Extract

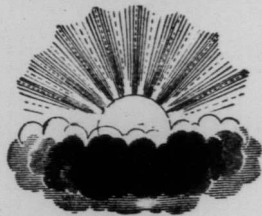
{ These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our Club jelly powders, with Club Cream in same packet, have proved a great success. They pay the storekeeper to buy them, and delight the customer who tries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
 Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

Reliability is the most prominent feature of

Shirriff's Flavoring Extracts
 and a sufficient reason why you should handle them.



The housewife invariably wants them because she can always depend upon their being fresh, uniform in strength and pure of flavor.

IMPERIAL EXTRACT CO.

18-22 CHURCH STREET Toronto, Can.

TO THE TRADE:

DO YOU KNOW WHY

**CEYLON
TEA**

HAS

Unvarying Excellence ?

IT'S BECAUSE :

Ceylon's Climatic Conditions are Equable ;
Ceylon's Volcanic Soil does not Degenerate ;
Ceylon's Tea Culture is an Exact Science.

AND, STEP BY STEP,

CEYLON'S MACHINE PREPARATION PROCESSES

CAN BE RELIED ON TO

GIVE UNIFORM RESULTS

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.
ABC 4th & 5th Edition
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95½c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39½c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? **\$150,000,000.**

Yours truly,

NICHOLSON & BAIN

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

D H BAIN

WINNIPEG,
CALGARY,
EDMONTON

Tartan

BRAND

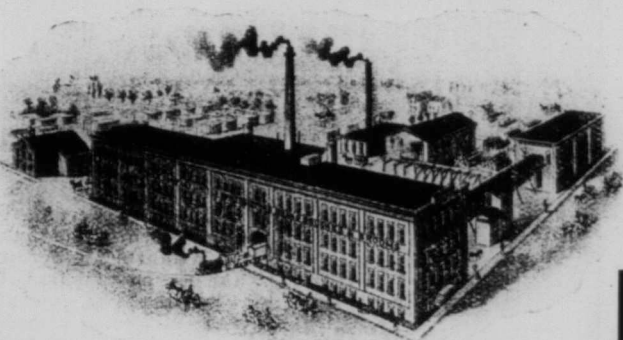
PIN YOUR FAITH TO LIST BELOW.

ALL TRADE WINNERS

Tartan Vegetables and Fruit } Are the finest goods packed.
 " Salmon }
 " Tea, 25, 30, 40, and 50c., packed at the Gardens.
 " Coffee, Spice and Extract—Absolutely pure and guaranteed high grade
 Imperial Vinegar—Undisputed Quality. Lea's Pickles—With the home flavor.
 Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
 Phone 596, Free to Buyers.

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



THE FACTORY WHERE
 THE WELL-KNOWN

KEYSTONE BRAND BRUSHES AND BROOMS

ARE MADE FOR
 HOME AND EXPORT TRADE.

Stevens-Hepner Company
 LIMITED
 Port Elgin, Ontario, Canada



It has become necessary
 for every grocer to carry a
 full stock of

STERLING BRAND PICKLES

The line of Pickles,
 Relishes, Jellies and Marmalades bearing the Sterling
 label have earned a well
 deserved popularity.

ORDER FROM YOUR JOBBER OR
 DIRECT FROM FACTORY.

THE T. A. LYTLE CO. LTD.
 Sterling Road, Toronto, Canada
 PHONE PARK 378

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December 92 1/2c.
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 in dollars and
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ir goods in the

BAIN
 Edmonton.



THE NAME OF BORDEN

means the Best in every respect—purity, cleanliness and healthfulness.

Every Can Of

“Eagle Brand” Condensed Milk and “Peerless Brand” Evaporated Cream is absolutely reliable and guaranteed.

Remember **BORDEN'S BRANDS** when buying.

Every Jobber Sells Them

WILLIAM H. DUNN, Montreal and Toronto

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

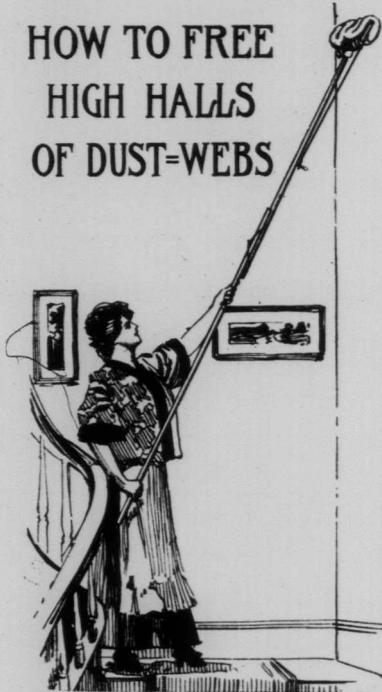


Unsweetened

THE IDEAL DUSTER

Solid Chunks of Comfort result from the use of the Ideal. No minor domestic problem agitates the housewife more than Dust, it is like dish-washing, constant—in season, out of season—in fact, it has no seasons. The public's necessity our opportunity to supply the Ideal—unique in construction—following the lines of

**HOW TO FREE
HIGH HALLS
OF DUST=WEBS**



a natural hand, giving 11 square inches of wiping surface on top of the cloth. The arm and wrist action permits the user, without climbing or stooping, to reach the hidden dust—on tops of doors, lintels, etc., and on polished floors—giving the hand-wiping results with none of the drudgery. The handle is in two 5-ft. sections, to retail: First section, with head, 35c.; Second extension handle, 15c.; Complete, 50c. Without being presumptuous may we not ask, are not the grocer's per cent. profits largely increased by the lines—to him specialties—sold? Up-to-date specialties are good bait for new customers. The Woodenware and Sundries Jobbers stock our lines—there is 50% to the retailer in the Ideal—make a note of it on your “wants slip.”

Tarbox Bros. - - Toronto, Can.

MANUFACTURERS

British Depot: 2 Hope Chambers, Liverpool

I OFFER

for prompt shipment from Origin,
new season's crop

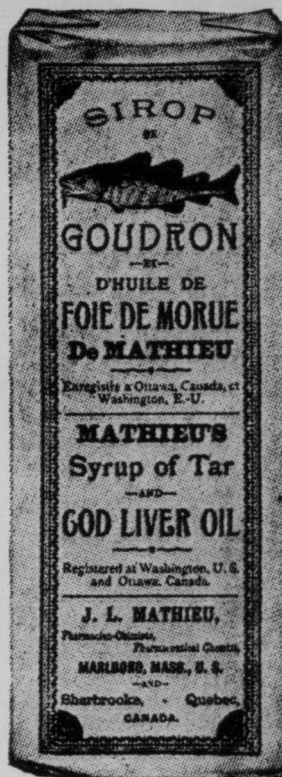
Spanish Shelled Peanuts

Quotations from

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL



Mathieu's Syrup

of Tar and Cod Liver Oil

THIS IS THE SEASON in which such large quantities of Mathieu's Syrup are sold. It is a time when every second person you meet has either a cough or a cold. Nine out of ten of these people call for Mathieu's Syrup of Tar and Cod Liver Oil — because they know how efficacious a remedy it is.

MORAL: Keep a good stock of Mathieu's Syrup. It sells without effort and gives you a decent margin into the bargain.

Mathieu's Nervine Powder's taken in combination with Mathieu's Syrup are the best cure for La Grippe, Feverish Chills, etc.

Send your order along to us to-day.

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



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

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

N
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Unsweetened

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E SEASON
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Syrup are
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etc.

KE, P.Q.

BRAND
E MEAT

oe Meat
oss cases

Pails,
crate.

5-lb. Tubs.

per hour.
ale dealers.

nto, Ont.

**A Leading British line well-known and
largely advertised**

DR TIBBLES' 1/2-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

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413 St. Paul Street
Montreal

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

Write Our Agents for Prices, Etc.

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

SAMPLE CASES NOW READY FOR DELIVERY

The reputation of

**Rowat's
Pickles and
Olives**

is one based on

Quality, Purity, Cleanliness of
pack, Uniformity and general-
ly bright packing.

Canadian Grocers

find them the most ready and
profitable sellers of any line of
imported or domestic pickles.

Are you getting your customers interested?

Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co

SUGAR

When next purchasing supplies of Granu-
lated Sugar ask for

Redpath

The purest and best—To be had in
original packages—

Barrels of about 300 lbs. and Bags
of 100, 50, and 20 lbs.

The
Canada Sugar Refining Co.,
Limited
MONTREAL

A QUESTION EASILY ANSWERED

WHICH IS THE BEST?

Extract from Dominion Government
report on Condensed Milk—January 3, 1908.

SEE INLAND REVENUE DEPARTMENT BULLETIN.

CONDENSED MILK, sweetened

No. 144, Page 11	Total Solids	Butter Fat.
REINDEER MILK	72.68	8.61
Clover "	71.78	7.91
Eagle "	68.50	8.00
Gold Seal "	69.12	7.33
Silver Cow "	70.34	7.64
Nestle's "	68.35	7.87
Pheasant "	68.29	5.10
Challenge "	68.90	7.37

STERILIZED CREAM, unsweetened

	27.96	8.05
JERSEY CREAM		
St. Charles "	27.06	7.10
Peerless "	26.98	6.50
Carnation "	24.94	6.93

Value is determined by amount of
Butter Fat and Solids contained.

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

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

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

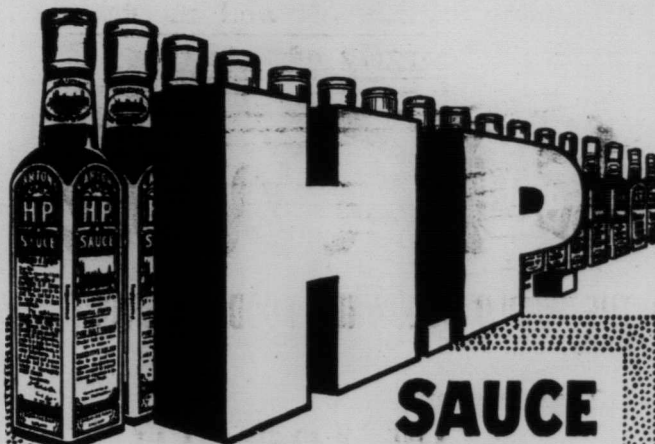
Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie



THE PEOPLE NEED H.P.

Bright, "live," aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents:

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

Midland Vinegar Co., Birmingham & London, Eng.

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb. drums.

ROSE & LAFLAMME, Limited
Agents,
MONTREAL AND TORONTO

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

The Price Is Lowered But the Standard is Maintained

Lower priced than the ordinary but above them in the quality—that is the logical outcome of the new Trade Discount now offered on the general line of Boeckh's Paint, Household and Stable Brushes. The recognized high standard is maintained absolutely.

You get greater profits. You establish a more permanent Brush trade and you go on record with your customers as selling the best brush made. The price is lowered but the quality remains indisputably the same. Write for present discount.

Boeckh's PAINT, HOUSEHOLD, STABLE Brushes

UNITED FACTORIES, LIMITED, - TORONTO, ONT.



A SURE THING

In ¼, ½, 1 and 5-lb. Tins

WHITE DOVE COCOANUT

This high-class brand is the result of years of experience in the scientific preparation of cocoanut for the market, and is as perfect as money, brains, and a desire to put up the best can make it.

Your wholesaler will supply you, or write me.

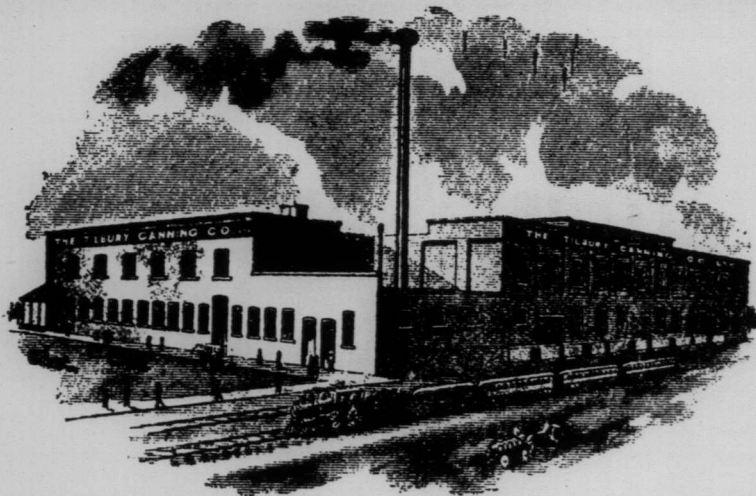
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Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

W. P. DOWNEY

"The White Dove Man"

24 and 26 St. Peter Street, - - MONTREAL



“Tilbury Brand” Canned Goods

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

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

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

“PEERLESS” Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

10c 10c

GILMOUR'S HAND CLEANER

THE ONLY 10c TIN

Greatest seller on the market. Best quality. Smoothest—makes most lather—altogether unequalled for all purposes. Original yellow tin and the popular priced line—10c. The hand Cleaner people ask for. In last ten months 500,000 tins sold.

Packed in 3 dozen and 6 dozen cases Order to-day from your wholesaler or from us if he cannot supply you.

Per gross—\$9.60 less 12½%. Five gross lots—\$9.00 less 20%. Terms net 30 days.

THE GILMOUR COMPANY

Offices 934 De Montigny St., MONTREAL Factory 604-3-8 Papineau Ave.

10c 10c

X

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

CANADIAN OFFICE. VANCOUVER, B.C.

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

**You Can't Cut Out
A BOG SPAVIN, PUFF or
THOROUGHPIN, but**

ABSORBINE

will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle at d'lers or dolly'd. Book 4d free.

ABSORBINE, JR., for mankin. \$1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.

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

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.
Patras, Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott Toronto
Watt, Scott & Goodacre, Montreal

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

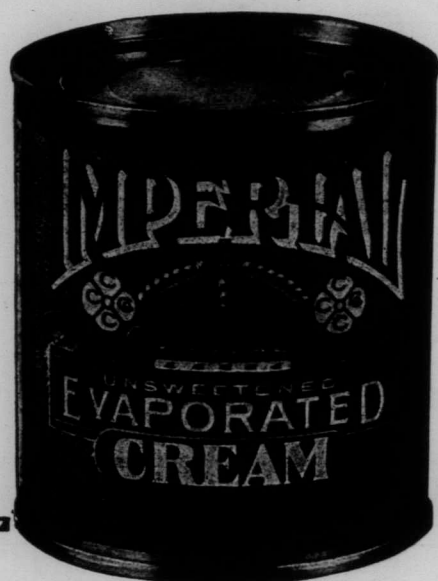
Ottawa Valley Business

Is well worth going after. To properly take care of this trade you must be in a position to supply customers on short notice. This necessitates carrying a stock in Ottawa. You will need first-class warehouse accommodation—railway connections, advantageous insurance, and all the rest of it—at reasonable rates.

WE CAN FIX YOU UP

The Dominion Warehousing Co.

J. R. Routh, Manager 52 Nicholas St., OTTAWA



IMPERIAL EVAPORATED CREAM

is made by experts in the finest dairy-ing district in Canada. To satisfy your customers push this brand.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

SALES AGENTS :-S. H. Ewing & Son, MONTREAL

**Convenient
Economical
Profitable**

Three good and sufficient reasons why 2 in 1 Shoe Polish is the choice of careful buyers. The unvarying satisfaction which it gives ensures constant demand.

2 in 1



SHOE POLISH

Convenient—because it is quickly and easily applied.
Economical—because very little need be used to secure a brilliant, lasting polish.
Profitable—because the genuine satisfaction which it gives brings customers back for more.

The F. F. Dalley Co., Ltd.

Hamilton, Canada Buffalo, N.Y., U.S.A.

HOTEL DIRECTORY.

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This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOLL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

**WINTER RESORT—QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.**

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.
Open Now, Closes on May 1.

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East

WINNIPEG, MAN.

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

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

"TEA PLANT" PACKET TEAS

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

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

"Snap" is a hand cleaner made especially for that purpose. It doesn't take the place of soap; but it will do the work that ordinary soap cannot do, without irritation or injury to a sensitive skin.



SNAP

SELLS

"Better than Soap"

"Snap" is a quick and effective dirt chaser has made itself a household necessity among people whose work or play brings them into contact with dirt, grease, paint, etc., the price is reasonable, the profits good. Ask your jobber.

and sufficient
2 in 1 Shce
choice of care-
The unvarying
which it gives
tant demand.



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Y., U.S.A.

**FIRE
AND
MARINE**

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R, Secretary

Cars

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& Co.,
EG, MAN.

kers.
series or fruit.

"WHITE SWAN GOODS ARE GOOD GOODS"

— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

To Jobbers :

Operations in **Japan Teas** are drawing to a close in Japan. We now have consignments of very attractive Teas in Montreal, Ontario, and several Northern points in the United States.

S. T. Nishimura & Co., Montreal

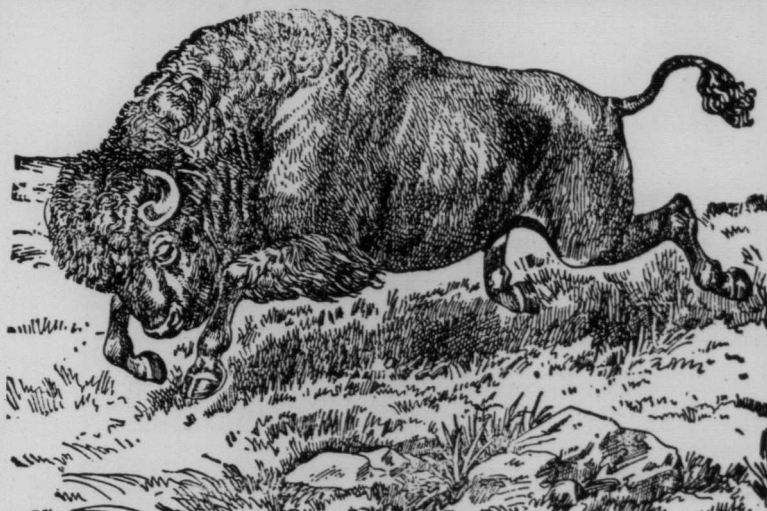
Australian Storekeepers

handle

“OXOL”
FOR CATTLE

in immense quantities.

Canadian Storekeepers
will shortly do the same.



“OXOL” FOR CATTLE

No. 1, “Oxol” Pulverised Doses; No. 2, “Oxol” Drench for Calves; No. 3, “Oxol” Horse Balls; No. 4, “Oxol” Salve; No. 5, “Oxol” Easy Milking Pomadlum; No. 6, “Oxol” Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T.C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts., MONTREAL
and in England, Australia and New Zealand.

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



KLEANIT

The Magic Window Cleaner

Special introductory scheme.
Our men have full particulars.
If they don't call write us.

James Turner & Co., Limited
Hamilton, Ontario

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

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Will Fight Guild Case to the End

Long-Delayed Wholesale Grocers' Trial Being Heard Before Justice Falconbridge at Toronto This Week—Counsel Intimate That Matter Will Be This Time Carried Through—A Week for the Crown's Evidence.

The now-become-famous Grocers' Guild case, which came up first in the Hamilton police court two and a half years ago, and which has been hanging fire through one pretext or another ever since, at last stands a promising chance of being settled pro or con. It will be remembered that the case came up before Chief Justice Falconbridge in the Special Assize Court, at the City Hall, Toronto, some three weeks ago, but at that time only a nibble was taken of the matter. The hearing was resumed on Monday, Oct. 19th, in the same court and from the statements of E. F. B. Johnston, chief counsel for the defendants, it is learned that it is the purpose finally to carry the case through to the end.

The Indictment in Full.

The indictment, which heretofore has not been published in full, reads as follows:

"That Henry C. Beckett, George E. Bristol, John I. Davidson, Thos. B. Escott, W. G. Craig, Joseph F. Eby and Thos. Kinnear, the Dominion Wholesale Grocers' Guild and the Ontario Wholesale Grocers' Guild, did in and during the years 1898-1905, at the City of Hamilton, in the County of Wentworth, and elsewhere in the said Province, unlawfully conspire, combine and agree and arrange one with the other and others of them and with the Canada Sugar Refining Company, Limited, the St. Lawrence Starch Works, the St. Lawrence Sugar Refining Company, the Acadia Sugar Refining Company, the Edwardsburg Starch Company, the Branford Starch Works, the Empire Tobacco Company, Wm. C. McDonald, the International Brokerage Company, the Peterborough Cereal Company, the Pacific Selling Company, the Force Food Company, the Canadian Salt Company, Cross & Blackwell, the Canadian Cannery, Limited, the Simcoe Canning Company, the Canada Grocers, Limited, the Aylmer Canning Company, the Trenton Canning Company, the Boulter Canning Company, Thos. Lawlor, the Western Brokerage Company, Geo. E. Tuckett & Son Company, the Hudson Bay Company, Kelly Douglas & Company, W. H. Malkin & Company, the A. McDonald Company, W. J. McMillan & Company, Simon Leiser & Company, S. J. Pitts, R. P. Rithet & Co., J. H. Todd & Sons, Wilson Bros., Campbell Bros. & Wilson, Codville & Company, Foley, Lock & Larson, G. F. and J. Galt, Hicks Bros. & Company, the Dobbin Marvin Company, A. McDonald & Company, K.

McKenzie & Company, Northwest Jobbing and Commission Company, Cameron & Heath, Rat Portage Cold Storage and Produce Company, Edward Adams & Company, Elliott, Marr & Company, T. B. Escott & Company, John Garvey, Lind, Kerrigan & Company, M. Masuret & Company, A. M. Smith & Company, Jas. E. Smythe & Company, Stratford Wholesale Grocery Company, T. Kenny & Company, Baifour & Company, W. H. Gillard & Company, Lucas, Steele & Bristol, McPherson, Glasco & Company, John Stuart & Company, James Turner & Company, George Watt & Sons, George Foster & Sons, Randall Bros., Randall & Ross, E. D. Veissard, R. & J. H. Simpson & Co., M. Carten, Davidson & Hay Co., Eby Blain Co., F. W. Humphrey & Co., Thos. Kinnear & Co., Perkins Ince & Co., Jno. Sloan & Co., Warren Bros., T. Long & Bro., Telfer Bros., Adams & Sparling, R. Carson, W. G. Craig & Co., Fenwick Hendry & Co., Robertson, Neel & Co., McLaughlan & Sons, A. J. Young & Co., Geo. Robertson & Sons, Kenny, Walmsley & Co., J. Aylesworth, Gilmour & Co., P. Baskerville & Bro., H. N. Bate & Sons, H. H. Brennan & Co., F. J. Castle Co., Joseph Grant, S. J. Major, Provost & Allard, Birks, Corner & Co., D. C. Brosseau & Co., Carter, Galbraith & Co., L. Chaput, Fils & Co., Demers, Fletcher & Co., Hudon, Hebert & Co., Hudon & Orsai, Laclelle Grendreau & Co., Lalonde & Desreches, Laporte, Martin & Co., Lockery Bros., N. Quintal & Fils, A. Rabitaille & Co., Thos. Davidson & Co., Dronin Freres & Co., A. B. Dupins, Langleis & Paradis, Leclere & Letellier, Ledroit & Freres, J. B. E. Letellier, N. Rion & Co., Turcotte, Freres & Co., Nazaire, Turcotte & Co., Whitehead & Turner, A. Carrier & Fils, J. Buchanan & Sons, Cote Boivin & Co., Baird & Peters, C. E. Barbour & Co., Geo. E. Barbour & Co., W. N. Barlow, G. Bent & Sons, W. E. Brittain, T. Collins & Co., Geo. S. DeForrest & Sons, S. S. DeForrest, P. B. Evans, T. German, Hal & Fairweather, J. Harrison & Co., W. F. Hathaway & Co., Jones & Scholfield, A. Malcolm, Merrit Bros. & Co., Northup & Co., J. D. Purdy, St. John Mercantile Co., Jno. Sealy, Jas. Hodge, A. F. Randolph & Sons, A. A. Sterling, J. H. Harris & Co., I. P. Reid & Co., Purves & Graham, A. I. Leed & Co., Sussex Mercantile Co., J. L. Black & Sons, M. Woods & Sons, J. A. Rundle, Bauld Bros. & Co., Bellman, Chisholm & Co., J. Frank Crowe & Co., J. W. Graham & Co., Chas. H. Harvey, Pay-

zant & King, R. B. Seaton & Co., A. N. W. Smith & Co., R. J. Sweet & Co., John Tobin & Co., Jas. A. Wanboit, H. W. Wentzell & Co., Edward Allen, Levitt & Levitt, Wm. Law & Co., Parker, Eakins & Co., Black & Co., R. McGregor & Sons, Gilmour & Morris, D. A. Morrison, Auld Bros., Cavell Bros., Rattenbury & Messory, Condition Milk Co., A. J. Farquharson & Co., Horace Hasgard, E. T. Higgs, J. T. Peardon, N. Rattenburg, Geo. H. Tombes, Baker, Leson & Co., Wm. Baird, & Co., A. McDonald Co., Codville, Smith & Co., W. H. Gillard, T. H. MacPherson, Ross & Parnell, Carvel, Rattenbury & Messervy, Dominion Syndicate, Canada Brokerage Co., Ontario Sugar Co., A. B. Hardwicke, A. F. McLaren Imperial Cheese Co., Malta Vita Pure Food Co., C. E. Colson & Son, A. Beattie & Co., E. B. Eddy Co., Galbraith, Walmsley & Co., R. H. Lumbers Co., Lumsden Bros., B. D. Veissard & Sons, Wallbridge & Clark, Scales & Wilson, Scandreth Bros. and the several members during the years aforesaid of such of the parties aforesaid as the firms or partnerships, and with the officers and directors during the years aforesaid of such as are corporations, and with the several officers and members of committees of the Dominion Wholesale Grocers' Guild, and of each of the Provincial Guilds during the years aforesaid, and other persons, firms and corporations at present unknown.

1. "To unduly limit the facilities in producing, manufacturing, supplying and dealing in sugar, tobacco starch, canned goods, salt and cereals and other articles and commodities which are the subject of trade and commerce.

2. "And to unduly prevent, limit and lessen the manufacture and production of such articles and commodities.

3. "And to restrain and injure trade and commerce in relation to such articles and commodities.

4. "And to unreasonably enhance the price of such articles and commodities.

5. "And to unduly prevent, and lessen competition in the production, manufacture, purchase, barter, sale and supply of such articles and commodities, against the form of the statute in such case made and provided, and against the peace of our Lord the King."

George Tate Blackstock, K.C., and S. F. Washington, K.C., appeared for the Crown and E. F. B. Johnston, K.C., H. S. Ambrose and Eric Armour represented the defendants.

Bringing Out Sugar Arrangement.

The evidence presented on Monday was practically an effort on the part of the Crown to show that in 1897 and 1898 the Dominion Guild and the Ontario Guild had made an arrangement with the sugar refiners to supply at fixed prices only those who were recognized by the Guilds as strictly wholesale grocers.

J. Stanley Cook, secretary of the Dominion Guild, was questioned regarding agreements entered into with various manufacturers setting forth conditions under which goods should be supplied. He explained that the Price Committee of the Guild simply advised manufacturers as to who were generally recognized by the trade as wholesale grocers. The principle upon which the Guild acted was that to obtain goods at wholesale prices a merchant must be recognized by the trade as a wholesale grocer and must convince the manufacturer that he is such.

"Are not the Price Committee judges of who shall be allowed to purchase direct from the manufacturers," he was asked.

"No, I would not say so. They are and they are not. It depends on the manufacturers, who have necessarily some say in the matter. The Price Committee simply makes a representation to the manufacturers as to who are recognized by the trade as wholesale grocers."

Who Are Wholesalers?

"But who decides whether a firm is wholesale or not if there is a dispute?" queried Mr. Blackstock.

"It is a question between the trade and the Guild," answered the witness.

Mr. Washington created some amusement by trying to fathom some of the intricacies of beginning a wholesale business.

"Suppose I wanted to go into the wholesale business in Hamilton, what would I do?"

"Get the money first."

"Assume I had the money, what would I do?"

"The first thing would be to apply to the manufacturer for permission to buy his goods."

"Would not the first thing be to apply to the Hamilton Guild and become a member?"

"Yes, I suppose, if you wanted to work with the run of the trade."

"And they would determine whether I should be allowed to become a member or not?"

"They would."

"Then my opponents in trade have the say as to whether I shall be a member or not?"

"The members of the Guild decide the matter."

"And if they accept me they notify the manufacturer that I am entitled to get goods under this agreement?"

"They notify him that you are a recognized wholesaler."

"Then I have to get the consent of

the Price Committee before I get goods?"

"No."

"The agreement says so?"

"Only if the manufacturer is satisfied that you are a wholesaler."

Mr. Washington then referred to an agreement between the Guild and John W. Bickle & Greening, agents for King Oscar sardines.

"Under this agreement," he said, "I cannot buy goods unless my name is on this list?"

"Practically. The principle followed is that you must be a wholesaler, and the trade must be united in regarding you as such."

"If a man is not a wholesaler how is he to get on the list?"

"If he can convince the manufacturers he will get on."

"Have you ever known of a man who was able to convince a manufacturer in opposition to the price committee?"

"I do not know that such a case has ever arisen. It is not likely to arise."

Complain of Small Profits.

A number of letters were read from the price committee of the Guild to Jason S. Creed, Halifax; Bates, Peacock & Co., Hamilton; Wm. Clark, Montreal, and to starch, soap, cereal and other manufacturers, complaining that the wholesale grocery business was being run at less than an equitable working profit.

Other letters from the price committee advised the members to hold off doing business with certain canned meat packers until they could be persuaded to enter into agreements satisfactory to the Guild.

A circular from the secretary of the Quebec Guild stated that prices had been fixed on Horseshoe, Maple Leaf, Clover Leaf, Arrow and Lowe Inlet salmon from June 29, 1905, till Sept. 15, 1906.

A report of the sugar committee was also read telling of an interview with the Ontario Sugar Co., Berlin. The company was favorable to dealing with the members of the Guild, though up to that time it had not been found profitable to do so.

A Host of Letters.

The Crown then produced an old letter book containing letters and circulars sent out in 1897 by the late W. H. Gillard, of Hamilton, at that time president of the Dominion Guild, and by H. C. Beckett, to secretaries of provincial Guilds, members and manufacturers.

Mr. Johnson objected to the reading of these, saying the authenticity of the authorship had not been proven. In the absence of a jury, His Lordship admitted these, subject to the objection.

The majority of the letters referred to the system of selling sugar at that time in vogue, and showed the struggle that was experienced in getting the sugar business on a satisfactory basis. As the reading proceeded the movement toward the "Equalized Rates System" at present in force, was evidenced, and the difficulties experienced in the first application of the system were seen to be great.

One letter, dated 18th December, 1897, states that the Hamilton branch of the Guild had decided to support the London trade in their objection to John Garvey being a member, as it was understood at that time he was conducting a retail

department, and to prevent, if possible, his buying sugar direct from the refiners. Other letters addressed to manufacturers and officers of the Guild had reference to the striking of names of certain firms off the list to be supplied direct from the manufacturers.

An Assiduous Letter Writer.

"The president seems to have been very assiduous in writing letters," observed his Lordship, as Mr. Washington proceeded to read a long series of letters, in which Mr. Gillard emphasized the necessity of the sugar agreement being adhered to.

In one letter Mr. Gillard enclosed a draft of a proposed agreement between the sugar refiners and the wholesale grocers in Ontario and Quebec, to the effect that the members of the Guild should receive a rebate of one-sixteenth of a cent per pound on all purchases, and a discount of 3½ per cent. on the total amount. A host of letters explaining the working out of this system followed.

A bunch of other letters referred to breaches of the agreement regarding tobacco between the Guild and the manufacturers.

More trouble evidently followed in the sugar business, for a letter from Mr. Gillard to R. G. Macpherson, M.P., called attention to the fact that T. B. Greening & Co., of Hamilton, had decided to enter the sugar business, and that as they were outside the Guild's agreement they would be in a position to sell imported yellow sugar at a lower price than that listed. Mr. Macpherson was asked to use his influence with the Government in order to support the efforts of the Guild to prevent dangerous competition. "The trade will have to again fall back into the slough of despond," the letter stated, "unless the Government comes to our aid with a larger share of bounty."

The matter was evidently happily settled by local influences, for a later letter stated that T. B. Greening & Co. had agreed to sell the balance of their imported yellow sugar to members of the Guild and to import no more.

In another letter of "correction," written by Mr. Gillard to a firm of manufacturers who had shipped goods in a way not in accordance with the arrangement made by the Guild. He said, "The wholesale trade are united on tobacco and sugar."

A Troublesome Firm.

In a letter to Geo. Robertson & Co., Kingston, Mr. Gillard said that he regretted that that firm would not observe the terms of the sugar agreement. "The system is working in Toronto and Hamilton like a charm," the letter continued, "and if you will observe the terms all the other firms in Kingston will do the same. The present condition of the sugar trade is a positive drag to legitimate business."

Geo. Robertson & Sons seem to have been considerable of a thorn in the side of the Guild at this time. This firm seemed to be the turning point on which the adherence to the sugar agreement in Kingston depended. Members of the Guild, as was evidenced in letters read, paid a visit to Kingston to bring Mr. Robertson to time, but found him away. The reason he gave for not wishing to observe the agreement was that he had not faith in other houses keeping to it.

As a result letters were sent to the sugar refiners, explaining the situation and asking that one or two firms whose wholesale standing was questionable, be cut off the list of direct buyers, in the hope of inducing Mr. Robertson to come in.

Arranging the Equalized Rates System.

In another letter to a Windsor firm Mr. Gillard stated that the sugar arrangement was not working satisfactorily, and that a meeting of the Dominion Guild would be held shortly in Montreal, at which it was hoped to arrive at a conclusion that would be satisfactory. Mr. Beckett, in Mr. Gillard's absence, wrote to the three firms of sugar refiners in August, 1898, suggesting that if the refiners contemplated making a reduction in the price of sugar, the change should be held over until the new system was ready, with a view to facilitating its introduction.

In another letter to wholesale firms, Mr. Beckett suggested the advisability of the wholesalers contributing to the cost of preparing circulars for distribution among the trade, calling attention to the new equalized rate system of selling sugar, adopted at a meeting of the trade in Toronto. "Undoubtedly," the letter ran, "the new plan will put thousands of dollars into the pockets of the wholesale houses, and they can well afford to meet any calls that may be made upon them."

Too Much News in the Grocer.

Another letter which caused some little interest in the court was one from Mr. Gillard to Hugh Blain, Toronto, in reference to articles on the new system of sugar selling which had appeared from time to time in The Canadian Grocer.

"The editor of this paper," the letter read, "seems to get hold of everything we do, no matter how quiet we keep it. There must be a leak somewhere, for how he gets this I don't know. The publication of such articles only tends to unsettle the retail trade." Mr. Blain was asked to get the ear of the editor and to try to get him to treat the affairs of the Guild more carefully.

The reading of these letters was continued till the hour of adjournment on Monday.

RESUMED ON TUESDAY MORNING.

The reading of letters selected from the Guild's official correspondence was resumed on Tuesday morning. The trend of the letters went to show that the late W. H. Gillard, President of the Dominion Guild, was very active in his efforts to prevent the cutting of prices, both on sugar and tobacco. The Guild was striving, according to the correspondence, for a uniformity of prices in these goods, with a view to bettering the trade in general. In numbers of cases the letters told of pressure brought to bear in various ways upon different wholesale or wholesale and retail grocers who were not holding to the terms of the Guild agreements.

One of the first letters of note was to John Garvey, London, who seems to have caused the Guild a good deal of trouble at this time, to the effect that he was "not at liberty to sell tobacco or any

other articles on which there are fixed prices by the Guild or manufacturers at less than the fixed price. As you know this is a condition which all those enjoying the privileges of the sugar arrangement must carry out."

Some Breezy Letters.

Some of Mr. Beckett's letters were of rather a breezy type. Just at this time the Jas. Lumbers Co., Toronto, seems to have been giving the Guild some trouble through their refusal to adhere to the sugar agreement. A letter from Mr. Beckett to Mr. Culter, of the Acadia Sugar Co., speaks in brisk terms of what he called the "pig-headed" attitude of Mr. Lumbers. "The only way we can deal with him," he said, "is to get the refiners to inform him that unless he carries out the arrangement he cannot get any Canadian sugar, and as he cannot get along without Canadian sugar, he would soon be brought into line."

In a later letter to Mr. Laporte, Montreal, Mr. Gillard stated that "if the trade in the two Provinces (Ontario and Quebec) are true to each other, our efforts should prove a complete and permanent solution of the whole sugar grievance."

Mr. Blackstock then read a letter sent out by Mr. Gillard to the wholesale trade, enclosing a circular in which he explained that the rebate of 2½ per cent. given by the refiners would only be paid on condition that the buyer confined his business exclusively to buying Canadian refined sugar under the terms of the agreement.

Following this, a letter to Joseph Grant, Ottawa, informed him that he must observe the rules in regard to the price of sugar or he would forfeit his rebate.

"If you will look up your little book you will see what the price really is."

The Working of the System.

There seems to have been some difficulty among houses in various parts of the country in understanding the workings of the sugar selling system. A letter illustrating this to Baskerville Bros., Ottawa, said: "The object of this system is that there will be a price for sugar for each town in Ontario and Quebec west of Montreal, and including the City of Montreal, and the price is ascertained by adding to the refiners' price at Montreal the amount found opposite the different points on the equalized rate system for wholesale houses in the country using the same book. It follows that every wholesale house in the country will be quoting exactly the same price in that town, thereby doing away with all the competition and cutting, and avoiding the necessity of having to sell sugar at cost, as we have all hitherto had to do."

Further light was given in a letter to M. Carton, Peterboro, which said that if he would adhere to the sugar agreement the refiners would pay him 2½ per cent. rebate, on his monthly purchases always keeping back two months' rebate due. "Remember," said the letter,

"that the refiners say nothing about the 2½ per cent. rebate in their invoices, and they pay it only to those who are in the agreement."

"It cost over \$2,000 to get this arrangement going," said the letter, and Mr. Carton was asked to contribute, under the promise that he would soon make up the amount if he came in.

Another letter to Broissard & Co., St. Catharines, complained of them making wagon deliveries of sugar to Thorold and Merriton at St. Catharines prices, and warned them that they must adhere to the equalized rates system.

Uniform Tobacco Prices.

The next series of letters showed an attempt on the part of the Guild to make an arrangement with Sir William Macdonald, Montreal, whereby tobacco prices might be kept uniform in Quebec and Ontario.

In a letter to D. Stewart, confidential agent for Mr. Macdonald, Mr. Gillard asked him to use his influence with Mr. Macdonald to give his moral and active support to enable the trade to establish uniform prices on tobacco in the Provinces of Ontario and Quebec. "The advance named by the Guild on manufacturers' price duty and excise paid is four cents 30 days, or one per cent, discount for cash in ten days, which, after freight, incidentals and one per cent. are considered, leaves little or no profit when the cost of distribution, the general expense of doing business and guarantee against losses are taken into account."

The blame for the cutting was laid at the door of Goldstein & Co., Scales & Wilson and other small firms.

"The object of their slaughtering prices in this insane manner is to secure other orders in cigars and pipes, upon which they make large profits. If it is to be stopped it must be by pressure from the manufacturers," said a later letter.

Another letter from Mr. Gillard to W. C. MacDonald, expressed the hope that some measure of protection would be given to the wholesale grocers on MacDonald's tobacco; otherwise, it stated, "it will be only a question of a short time when the keen competition will force the prices down to cost."

Getting a Firm Into Line.

Geo. Robertson & Sons, Kingston, came in for some more attention at this time and letter after letter was sent to them trying to get them to come into the Guild or to adhere to the sugar agreement, considerable pressure was evidently brought to bear to force the firm to come to time. In a letter to Mr. Hendry, of Fenwick, Hendry & Co., of Kingston, that gentleman was urged to do what he could "to bring Robertson back into the fold." Various means were suggested among others that the freight rates should be fixed so that he would be forced to sell sugar at cost

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or less. Another letter to W. G. Craig on the same subject says:

"If all the machinery at the disposal of the Guild were put in motion Robertson would soon have to fall in line. It seems to me a very simple matter to make Robertson come in. I hope the refiners will use all the power they can. He deserves no consideration when he shows none."

"He has got to be severely dealt with," said another letter, "and I am sure the refiners will not allow him to break up an arrangement which means so much to them."

Another letter referring to Geo. Robertson & Sons, said:

"We have reason to hope that he will humbly bow to the mighty voice of the great majority."

"Which he did," added the Crown Attorney jokingly.

"And what they are all doing," added E. F. B. Johnston.

After all the influence seemed to fail a policy of letting him alone was inaugurated. This seemed to do the work for another letter said: "He is beginning to realize he is not such a tremendous factor in the sugar trade as he thought he was."

Later on a letter to W. G. Craig said: "Robertson does not seem as bitter as he was, and I think he will come ultimately into the fold. Some one loaded him up with the idea that we would burst in a short time and he was afraid of the system. He will fall in line in time."

As a result of the treatment the troublesome firm did finally come into line and according to a later letter, gave instructions to their travelers to sell sugar according to the equalized rates system.

Conditions of Guild Membership.

A. MacLean, Kingston, was informed that he could not be received as a member of the Guild unless he did a strictly wholesale business and had the consent of the other Kingston wholesalers. "The usual fee for coming into the Guild is \$100," read a letter to another outsider.

Referring again to tobacco Mr. Gillard wrote a wholesaler to the effect that Sir W. C. Macdonald, Montreal, had consented to assist the wholesale trade in establishing uniform prices on his tobaccos.

Again, in the beginning of 1899 Mr. Gillard informed several wholesale grocers that, if the Guild terms were not observed in regard to the sale of tobacco, W. C. Macdonald would refuse to supply the offenders with any more goods.

The afternoon session was taken up chiefly with the reading of letters regarding the tobacco business. Several of these showed that Sir William Macdonald had expressed himself as prepared to support the wholesale trade in their efforts to preserve the Guild prices on tobacco.

In later correspondence Mr. Gillard referred to starch business, and saying that several firms were selling at less

than list prices, and further, that the tobacco agreement was not being adhered to.

Equalized Rates Come Into Effect.

The rules regulating the rates for the sale of refined sugar in Ontario, which came into force after April 15, 1905, were read by the Crown Attorney. These set forth that a strict compliance with the arrangement was essential on the part of every wholesale house in order to make the system efficient. Sales must be made strictly in accordance with the equalized rates system.

Cutting on Matches.

A complaint arose at this time that some houses were selling Eddy's matches at a price lower than was thought equitable. J. Stanley Cook, the secretary of the Dominion Guild, stated that the matter was not one to be dealt with by the Guild, but was a matter of contract between the manufacturer and the individual wholesaler.

A letter from Mr. Cook, dated Nov. 14, 1904, called Mr. Beckett's attention to the effect that the Ontario Sugar Co., of Berlin, were selling sugar in Quebec outside the Guild members, and said that the trade in Montreal were not disposed to allow this to continue. If the practice were continued, he intimated, that the Guild would have to cancel its agreements with the company and call on its members to decline to sell the Ontario Co.'s sugar.

Toward the end of the afternoon a number of letters, dated, 1904 and 1905, were gone over, making complaint of price-cutting and other violations of the Guild agreement in several lines. The reading of this mass of correspondence is beginning to get rather wearisome, but a good-sized budget yet remains to be gone over. At the adjournment of the court Crown Attorney Blackstock intimated that the presentation of the Crown's case would at least occupy this week.

Wednesday Morning's Session.

On Wednesday morning Mr. Washington continued his reading of the correspondence between officers of the Dominion and Provincial Guilds and various manufacturers. Some letters were read addressed to Sir Wm. Macdonald relating to the prices of Macdonald's tobaccos. According to the agreement, if any wholesale grocers sold the tobacco at a lower price than that on the list, Macdonald would refuse to supply them.

Arranging for Canned Goods.

The efforts of the trade to secure an arrangement for the sale of canned goods at a profit were next dealt with. In 1905, the Canadian Cannery, Limited, agreed that if the wholesale grocers adhered to the list prices and bought their canned goods and vegetables during 1905 exclusively from that company they would give a rebate of five per cent. Another score of letters read by the Crown counsel related to overtures made by Messrs. Beckett and J. Stanley Cook on behalf of the Guild to Tuckett of Hamilton and the Hudson's Bay Company, with the view of arranging a fixed selling price for their tobaccos.

"My idea," wrote Mr. Beckett to Mr. Cook "is that plug tobaccos should be sold at manufacturers' list prices, and that the profit of the wholesale trade come in the shape of a rebate from Tuckett just the same as it does from the Empire Company. The net result of my plan would be that Winnipeg would be getting one cent more than they are getting now in their trade in Macdonald's and Tuckett's in the Northwest."

A Rebate on Tobacco.

The result of the negotiations was that Tuckett agreed to give a rebate to the wholesale trade of five per cent. per pound on plug tobaccos, and ten per cent. on cut tobaccos, payable quarterly. The Hudson's Bay Company, however, declined to make any concessions.

In a letter to J. N. Ellis, secretary of the British Columbia Wholesale Grocers' Exchange, Mr. Beckett explained that Tuckett's were desiring of assisting the trade in their efforts to make a fair margin on their goods, recognizing that such action was necessary.

J. Stanley Cook, secretary of the Dominion Wholesale Grocers' Exchange, was again called to identify correspondence referring to the application of a merchant named Beddingfield, of Ottawa, for membership in the Guild. Asked why Beddingfield was not allowed to join the Guild, witness stated that he was not admitted because he was not a wholesale grocer. He was in the retail business; although he professed to be a jobber. Hunter & Co., Pembroke, and F. G. Castle, Ottawa, were refused membership for the same reason.

Withholding the Rebates.

"I want to ask you now about the fining of members," said Mr. Washington. "I see from this correspondence that one of the travelers of the firm of Turcotte had sold their goods in New Brunswick at Quebec rates and that the firm was fined \$100."

"They were not fined. The manufacturers simply withheld the rebate to the extent of \$100."

"Under the arrangement with the refiners they were entitled to hold back their rebates?"

"Certainly."

"How many have been fined?"

"I think there was only one case."

"What became of these fines? Were they paid to the Guild?"

"No."

Mr. Johnston.—The letters say that fines were asked for. They do not say that fines were imposed.

The Provincial Grocers.

A file of correspondence was read by Mr. Washington referring to the efforts of the Guild to protect the trade against the unfair competition of the Provincial Grocers, Mr. Laporte, the president, explaining that "Provincial Grocers are a combination of retailers who are anxious to cut out the wholesalers. The Provincial Grocers have done more to injure the wholesale trade since they

started than any other company. They are a continual menace, and the wholesale trade consider they are entitled to protection."

These representations decided the Canada Sugar Co. should not sell to the Provincial Grocers. Other letters which passed between Guild officers and various manufacturers, saying who should and who should not be supplied direct were read.

Crosse & Blackwell, when written to by the secretary with regard to supplying retailers direct, replied that they would sell their goods to "wholesalers, jobbers, retailers and anybody else who paid the price."

Answering a question, Mr. Cook said that "practically" all the grocery wholesalers in Canada were members of the Guild. The Canada Brokerage Co. applied for admission, but were refused. A lot of correspondence between the secretary and the St. Lawrence Sugar Refining Co., the Canada Sugar Refining Co., and the Acadia Sugar Refining Co., with reference to supplying James Lumbers, Toronto, with sugar was read. Lumbers was not a member. He refused to sign the agreement that other wholesalers signed. He sold sugar to the St. Catharines trade at less than the listed price. Lumsden Bros., Hamilton, also figured in the letters, and the matter of the sale of Redpath sugar to a Barrie retailer through the Canada Brokerage Co. was also a matter of correspondence.

More Price-Cutting.

There were numerous complaints of cutting prices by firms in various parts of the country, and Mr. Cook, the secretary, wrote many letters dealing with these. The position of firms outside the Guild, and of firms which had resigned membership, was defined in one of the secretary's letters: "The Guild," he wrote, "has always taken the position that we are perfectly willing that certain firms who refuse to join the Guild may be allowed by the refiners to buy direct, but we do not think it would be fair to continue to supply those who had been members of the Guild, but who had resigned membership."

The price of salt and starch in Montreal and throughout Quebec Province was dealt with in one letter from a Montreal officer and an effort was made to make a list in that province similar to the Ontario agreement.

Wednesday afternoon's session was occupied by the reading of correspondence along lines similar to that heretofore presented and an examination of J. Stanley Cook, the secretary of the Guild, regarding the working out of the business of the Guild. A full report of this will be given in next week's issue.

THE GROCER'S WIFE.

Truly the helpmate of the grocer deserves a good deal of attention at the hands of the trade press, for she it is who exercises the greatest influence over his life and its course, from the lady who clerks in her husband's store to the richly clad fair one who sweeps into the palatial offices of the rich city merchant, along the entire line of gradation between.

The wife of the grocer may be a tower of strength or a source of weak-

ness, depending upon her personality and her will. She may help him almost infinitely, or she may be a drag upon him. We know a grocer's wife who helps. She does not clerk in the store, for he does not need her there. His business prospers, but through her personal appearance behind the counter. But she is a lady of ability and charm. She has made friends of the entire community of people. They know her and know she is willing to help in anything which pertains to community life and prosperity.

She is cheerful and ready to assist the needy, and her home life with her husband and small family is a lesson to others. While her assistance is not of the direct kind, nevertheless it is far from small. She has established her family as one of the best in the part of the town in which they live and elevated the reputation of her husband above that of a mere purveyor of groceries into the dignity of a merchant who has the best interests and welfare of his town at heart.

She has not done this without his assistance, but without her influence he would never have thought of half the things he does and which help to establish him, not only as a man but as a business man. She has given tone to his store, which is something worth doing.

We know of another grocer's wife who helps him with suggestions. To her he takes his business difficulties. She is a silent partner, but none the less effective. Her advice is shrewd and excellent. She is clear-sighted and wise. She sees things from a viewpoint, different perhaps from his, but none the less valuable. She directs the window trimming, and because she has taste, she gets up good ones. Her suggestions are always to the point and full of meat. Such a wife is of inestimable advantage to any man, whether he be grocer or not. There are others who help in other capacities. Some of them are clerks par excellence. They put their hearts into the work. All cannot do the same thing, but there is none who cannot do something of advantage for the business.

There are others, we are sorry to say, who look down on the trade as something to be ashamed of. There are those who hang limp and not help lift. Their husbands have a handicap. However, we think the majority of grocers' wives are of great assistance, and without them the business would languish.

The young grocer should be married. It helps him greatly in business, if he gets the right kind and the wrong kind would burden him anyhow whether he were in the grocery business or some other walk of life.—Oregon Tradesman.

Archdale Wilson, manufacturer of fly pads, Hamilton, accompanied by Mrs. Wilson and daughter, sails from New York on November 6th for Europe. He will spend six weeks in Italy and eight or ten weeks in the south of France, returning to Canada early in March.

GROCERY SPECIALISTS ORGANIZE

Members of United States Trade Form Association in New York.

New York, Oct. 19.—At the close of a protracted meeting at which a variety of views were expressed the National Association of Grocers' Specialties was formed last Thursday at the Waldorf-Astoria, in this city. Considerable secrecy surrounded the meeting, and little disposition existed on the part of the promotion of the project to discuss the matter. It was learned, however, that a partial organization was effected.

W. H. Duff, of P. Duff & Sons, Pittsburg, was chosen treasurer, and at a later meeting other officers will be elected. An executive committee is also to be selected.

The association is formed primarily for the purpose of bettering conditions in the grocers' specialties trade. The constitution as formally adopted proposes the elimination of abuses in the trade, and the enactment of laws deemed equitable for the promotion of trade. Nearly 100 members of the trade from all sections of the country attended yesterday's meeting.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, are offering grocers particularly advantageous prices on dried fruits, of which they have just received their first consignment. This lot includes finest raisins, currants, figs, peels and other lines which will be in demand from this on. Their new crop teas are worth investigating also. Discriminating buyers will secure their quotations before ordering.—Advt.

A line that should be of particular interest to grocers and which often yields them better profits than the strictly staple food lines, is that of the specialty or household utensil branch. A new article along this line is being placed on the market by Tarbox Bros., Toronto, in the shape of a new duster, the "Ideal," which is meeting with much favor. The same firm's self-wringing mop first advertised in this paper over 15 years ago, has proven of advantage to the trade and the new duster can be recommended to give similar satisfaction. The advertisement of the new appliance appears elsewhere in this issue.

Do not forget that prompt service covers a multitude of sins. Courtesy costs you nothing and makes money always. The best advertisement any merchant can have is a reputation for prompt service and courtesy. The more people you please, the more you can sell goods to. Pleasing is one of the arts of business, and business is your mission in the store.

Grocery News from Coast to Coast

Quebec and the Maritime Provinces

News of the Montreal Trade—Large Shipments of Lobsters and Apples From Nova Scotia and New Brunswick.

MONTREAL.

Oct. 20.—Gravel Freres, corner of McGill College Ave. and St. Catherine Sts., have a very fine window display of mineral waters this week.

Many grocers in this city have suffered considerable inconvenience this year from operations on the streets. In many cases not only have the sidewalks been piled up with dirt, but the air in the neighborhood has been permeated with a nauseating odor, which certainly has not rendered the community an attractive one.

S. T. Nishimura, of the firm of S. T. Nishimura, tea merchants of Japan and Montreal, sails shortly for Canada from Yokohama by the Empress of India. Mr. Nishimura will be in Canada for some months during which time he will call on the trade.

One of the daily newspapers has a very elaborate and ingeniously arranged window display of Western wheat. Sheaves and festoons are arranged with the native grasses and the floor of the window is covered with the threshed wheat.

A description appeared some time ago in these columns regarding the use to which a grocer had put the posts in his store. This described the arrangement of circular shelves around the posts which were filled up with canned goods. Another grocer in the city has gone his brother in trade one better, and arranged cases around the posts with glass doors in which he keeps his flavoring extracts, and many small bottle goods. This is an excellent idea, as many of the more expensive lines with fine labels are preserved from dirt and dust, and at the same time are in excellent view.

Charles Jerome, corner of Aqueduct and St. Antoine Sts., has a neatly arranged pickle display this week.

HALIFAX.

October 19.—Business is quite brisk in some lines at the present time. Large quantities of flour, meal, sugar, tea, etc., are being sent into the outlying districts before the winter sets in. Collections on the whole are good, and business, generally speaking, is quite satisfactory. The commission men are busy, and a large quantity of fruit is being turned over. The prices for apples this season are very reasonable, and as a result a large quantity are being handled locally.

Butter is very firm and shows a slight advance, creamery now being quoted at

26½c. Eggs are in good supply and are selling at 22c.

C. E. Choate, the Gottingen Street grocer, is retiring from business, and is going on a visit to his old home in England. Mr. Choate was one of the most active young business men in the city, and his loss will be greatly felt in the city. He had one of the finest retail grocery stores in the north end of the city, the business being well established, and he enjoyed a large and first-class

WHAT THEY THINK OF IT.

The following are a couple of letters received during the week giving some idea of how last week's special number is regarded among the trade:

"Allow us to congratulate you on attaining your majority. If every young Canadian could present such a handsome face on his 21st birthday we would indeed be proud. Your coming-of-age number is a fitting climax to all the good things that have gone before, and is a suit of clothes that will keep you well occupied to fill as the years go on.

"On every side grocers are speaking of it in highly flattering terms, and say candidly that it is the best special number of any trade paper they ever saw. I think congratulations are due from your advertising patrons for the handsome way in which their display ads. are presented."—Hamilton correspondent.

"The coming-of-age edition of The Canadian Grocer is highly praised by its London readers. Treasurer E. J. Ryan, of the Retail Grocers' Association, said to your correspondent: 'It is the best publication of the kind I have ever seen. I get a Chicago trade journal, but it does not compare with your regular issues, while its special editions are not in it with this week's number of The Canadian Grocer.'"—London correspondent.

trade. His health, however, is failing and he is going to another climate, hoping that the change will be beneficial. The business has been taken over by Walter Share and D. H. Campbell, two of the hustling young clerks, who have been in Mr. Choate's employ for some years, and they will, no doubt, keep the business up to its usual high standard.

Large quantities of produce are now being forwarded from Prince Edward Island ports to the Montreal market. The

steamer Campania, sailing from Summerside this week, took away a record cargo. Stored in her holds were 75,000 bushels of potatoes, 300 barrels of oysters and a large quantity of eggs, cheese and canned goods. The oyster fishery on the island this year is said to be very good. Eggs are easier at Summerside, being quoted at 17c, and butter from 20c to 23c per pound.

The steamer Jacona, which annually brings dried fruit from Spain to Halifax and Montreal, left Cadiz on Monday last for Halifax. She will be due here about the 26th inst. After discharging fruit here she will proceed to Montreal.

The steamer M. C. Holm sailed this week with fifteen thousand barrels of potatoes for Havana.

The shipments of apples for the London market continue very heavy. London City, sailing this week, took 1,000 barrels, and the Almeriana took away 18,000 barrels.

George H. Teaton, of the firm of Geo. H. Teaton & Sons, confectionery manufacturers, of Hantsport, N.S., died very suddenly last week, while on a business trip to Springhill. He was 56 years of age.

Last week's fish shipments from St. Johns, Nfld., amounted to 32,967 quintals, as against 27,764 quintals the previous week. There were also exported 422 cases of lobsters, 137 tierces of salmon, and 53 barrels of herring and trout.

Heavy shipments of fresh mackerel are now being made from Nova Scotia ports to the American market.

The fishery inspectors throughout Nova Scotia have been notified of a change in the regulations governing gill net smelt fishing. The season this year is earlier than heretofore, commencing on Oct. 15, instead of Nov. 1, and concluding on Feb. 15. The smelt fishing industry has grown to a large and lucrative enterprise throughout Cape Breton Island, and also on Prince Edward Island, during the past few years. New York and Boston are excellent markets and practically all this kind of fish caught in Cape Breton waters is shipped to these centres.

NEWCASTLE, N.B.

Oct. 20.—This season has been hard on small merchants. Thomas Abraham, of Newcastle, general merchant, has assigned to Sheriff O'Brien. Archibald McNair, of Campbellton, general merchant, has assigned to W. S. Loggie, of Chatham.

The potato crop has been especially good this year. In Shediac potatoes are now selling at 60c to 85c a barrel. In Carleton County the crop was twice as good this summer as last.

Men who are doing a big business never need a "busy" sign.

British Columbia News

Retail Grocers' Pure Food Show a Splendid Success—Niagara Grapes Selling Well on Vancouver Market—Good Tobacco Crop.

VANCOUVER.

Oct. 17.—The Pure Food Show, under the auspices of the Vancouver Retail Grocers' Association is being held this week. All the space in the Dominion Hall is taken up, the color scheme being in white with gold lettering, the effect being exceedingly tasteful. The show is on a much larger scale than that of a year ago, and is appreciated by the public who are able to see just what is manufactured at home. A full account of this event will appear in these pages next week.

The Niagara grapes, which were put on the market recently, found a ready sale, the reds at 35c and the blues at 50c per basket. The package is more than an incidental to the sale. On the coast, the square package is used without a handle of any sort. If one buys, it is awkward to carry the purchase, and for this reason the handy basket with the handle in which Niagara grapes are put up, is very convenient.

Brackman & Ker are bringing timothy hay for the first time from Western Alberta to Vancouver. It is quoted at \$18 a ton, and though the price is somewhat higher than the local, it is considered that the better quality warrants the better figure.

Market Clerk Kelly states that the patronage at the city market is steadily increasing, and new stalls are being put up every week. The best feature of the market is that it has a tendency to eliminate the Chinese vegetable itinerant. There is room for good work along this line, and if this is done there will not be so much cutting into the business done by the stores generally. The products of white people are given first place at the market, and if a good trade can be worked up at a central point like this it may mean that more people will get into the business as the demand increases.

Evidence is constantly coming to hand of the favorableness of Pacific Coast waters for the growth of lobsters and oysters. The oyster subject was commented on a few weeks ago in these columns, when it was remarked that bivalves grown on this coast were the principal article sold here now. Some time ago mention was made of the discovery of a lobster on Salt Spring Island in the Gulf of Georgia, and this week news comes from Puget Sound, of the catch in a gill net of a lobster eighteen inches long. This was one of a number planted by the Government in the Sound, and that the lobster had thrived demonstrates the practicability of an industry along that line. It is stated by many fishermen that the waters on the lower British Columbia abound in depredatory fish, especially the octopus, and that lobsters especial-

ly form a fine morsel for him. Devil fish are caught from time to time, showing that the fear is not unfounded by any means.

The fact that onions are imported in large quantities has caused growers in this province to turn their attention to the cultivation of this necessary product. Hales Bros., who have a section of fruit lands, near Kamloops, have a fine sample of Yellow Globe Danvers which they grew. These weigh from three-quarters of a pound to a pound apiece. The crop yielded over 20 tons to the acre and was marketed in the Northwest, bringing eight cents per pound, and netting over \$3,000. With results such as these, it is probable that many more will cultivate not only onions but the smaller vegetables which many forget about in the great rush for fruit lands.

The tobacco crop, according to reports from the Okanagan, is in fine condition and it is expected that the leaf this year will be better than ever. A few years ago United States connoisseurs who inspected some of the tobacco

grown in this province would hardly believe it was not grown in Cuba, because of the excellent quality. The new factory, which has been established at Kelowna, will be run on scientific lines, and is bound to win favor for its products.

English capital is being interested in fruit lands near Kamloops. It is proposed to purchase the Sunnyside ranch, and to plant trees on it before placing it on the market. It has been found that it is more satisfactory to have the orchard started than for people to go on the lands themselves and attend to the starting of their trees. Another company, represented by Wm. Reilly, of Vancouver, is buying the Roper ranch for a similar purpose.

Capt. J. J. Logan, manager of the Vancouver Ice and Cold Storage Company; G. C. Hobson, J. W. McFarland, A. F. Perry and W. D. Haywood, of Vancouver; and J. A. Mara and Fred. W. Jones, of Victoria, are the directors of the Pacific Coast Fisheries, a company just incorporated with \$300,000 capital; to engage in the fisheries industry in northern waters. The company will have a clam cannery; it will operate a steam trawler and cure edible fish for the market, while the non-edible will be utilized in the manufacture of oil, glue and fertilizers. Spring salmon will also be treated.

Interesting Ontario Items

Death of a Prominent Traveler in Guelph—Hamilton Peddlers Usurp Grocers' Fruit Business—Peterboro Grocers Flimflammed by a Girl.

GUELPH.

Oct. 20.—C. T. Hicks was not satisfied with getting to the top of the ladder with his horse in the delivery rig class but again showed him at Abroyfoyle show in the roadster class last week and managed to land third money with keen competition.

Dan Scroggie, the official collector for the Merchants' Association is meeting with good success and many people would rather pay up than see Dan's smiling face at the door. Wonder why?

The O.A.C. records for freshmen are broken this year, 130 new students. You might not think that interests a grocer but it does. The O.A.C. students, like all other good students, have to eat and there are a lot of good grocery accounts out on College Heights. Are you getting your share or making any effort to get it?

O.A.C. butter, 30c; creamery, 27c; dairy, 27c; eggs, 27c; lard, 17c, made a good lively market on Saturday. There was a good attendance both buyers and sellers. The very extraordinary high prices have not been equalled in years and grocers may well watch their accounts as Tom Longboat ain't in the running with a grocery bill when prices are high and the grocer is easy.

Geo. K. Readwin, the west-end grocer, lied himself off to Detroit to see the ball games and has returned with a little more energy to hustle some more.

My, it is interesting to see how the grocers of Guelph are giving us those oyster talks. Just at present we are all at it.

Say, young man, when I buy cocoa I want it and not any dirty, filthy black paper in it, said a very wrathful individual the other day when returning a can of one of our best brands of cocoa to the writer. He could not blame me but that cocoa firm lost a regular customer. He simply would not hear of any explanation that I could offer as the tin was sealed. It was just simply an accident that must have happened where that cocoa was made or else great carelessness on someone's part. The paper was filthy and he had a perfect right to his anger but who is the loser? Not him; not I.

The first car of new canned tomatoes arrived in town this week.

James Burham, of W. H. Fielding's got back to work on Saturday after several days' sickness. Jimmy looks better after the rest.

R. J. McCrea, of J. A. McCrea & Son,

has just returned from visiting all the fall fairs in this district on an advertising campaign.

Chas. Barber, manager of Omara's, took in Erin fair on Friday and incidentally bought all the prize as well as other dressed poultry.

One of our leading grocers complains that the campaign of the Chief of Police against short-weight butter has not yet had the effect of ridding the market of all the short-weight produce. He purchased a basket on Saturday, and noticing the small rolls, weighed one then weighed the lot together and only paid the price for what he got. The farmer expressed no surprise, but accepted what was offered. It may be that the action against the chief may encourage farmers in bringing in their butter a little short, and if this is the case some enactment of the law should be made to give the officials power to act. At the same time, gentlemen, there is not the least bit of sympathy for any grocer if he gets short weight butter. He handles tons of butter each year, knows without scales when it is short weight, yet, naturally enough, if it should be a good customer, says nothing, which is nothing more or less than assisting these same people to "do" him regularly. Sometimes he may get even otherwise, but the real genuine way is to hit right out from the shoulder and draw their attention to it. Then if not remedied next time report to the Merchants' Association and have all grocers warned. Never mind the police, when the grocers are notified. Kindly request the farmer to dispose of the butter somewhere else and then the others take up the case and handle it without gloves and the farmer will come back to you a sadder and also a wiser man. It's the united effort that counts and the grocers could handle a lot of this kind of business under a separate head from the Merchants' Association.

The grocers all over Western Ontario and also Northern, who had ever met Alex. Hill will regret to hear of his death here last week. He was one of the men who always had a kind word for everybody from porter to proprietor. For over 20 years he has been in and out doing business among the grocers and no one ever heard him say a mean or unkind word against anyone. He had always that kind, fatherly smile and hearty handshake for everyone. He was picked out by Mr. Massie from a large number of applicants as a traveler. For years he has represented John Sloan & Co., and when he and John Hayden, another representative of the same firm, resided here, it was just a toss-up which got the most of Guelph trade. Mr. Hill was the clerks' favorite and many a time got orders that no other traveler could have got for this reason. He was staunch and true and stayed by the boys in all circumstances and when we did get under the ban from headquarters was a good sympathizer and staunch friend. Many

travelers will come and go but none will take his place in the hearts of the older clerks who have known him for so many years as a kind of father to them in the grocery business. The funeral took place on Wednesday last and was very largely attended. Two of the old clerks who have moved up into prominent positions being among the pallbearers; namely, Geo. Walker, of Hugh Walker & Son and Robt. Mitchell, now postmaster. These gentlemen can tell some very kind acts of the deceased in their time in the grocery business. We always will remember him as the most kindly and fatherly traveler.

The smiling countenance of Chas. Smye, of Balfour, Smye & Co., was missed this week off his regular beat. His substitute was a good one but we missed Charley.

HAMILTON.

Oct. 20.—Trade is a little bit quiet just now. Everybody is looking for better times after the elections, the sweet promises that both parties are making just now to the electors in order to catch their votes, will no doubt be fulfilled after Oct. 26—at least some of us are trusting that they will. As voting day approaches excitement begins to warm up and as Hamilton has all the elements to raise a riot we look for a hot old time on Monday night.

The grocers here are once more out after the scalp of the pedlar and huckster. A pedlar here only pays a fee of \$5 a year. Now one of them rents a store on the market that costs about 50c a day and after selling all that he can on the market starts out and peddles for the rest of the day. This man will buy a thousand baskets of grapes at a time and other fruits in proportion so that the grocer does not get much chance in competition—although they pay the taxes.

Another move is also on foot to place the people on a credit rating similar to that applied to business men by the commercial agencies. A large amount of labor will be required but if it can be successfully worked out it would prove a great boon to the trade.

One of our handsome city grocery travelers goes hunting rabbits in an automobile, but I suppose it is alright if he has the price.

Our wholesale grocers are still at large, notwithstanding the big trial. Lots of bail here for them if they get into any more trouble.

CHATHAM.

October 20.—J. F. Kennedy, who is now proprietor of the butcher shop at the corner of Park and Prince Streets, has adorned the front of his shop with a handsome new sign.

E. S. Spashett, formerly proprietor of the grocery on Grand Avenue, now conducted by A. J. Wilson, is at present secretary-treasurer of the Pontiac, Mich., Bending Works. He has just attained prominence in the Detroit papers

by adopting a young boy deserted by both parents.

The Tecumseh Canning Company has closed down, owing to inability to secure cans. As a result, the Essex factory has been receiving about 1,000 bushels of tomatoes daily, which would have gone to Tecumseh. The Essex output of tomatoes and corn alone this year will exceed 30,000 cases.

Owing to the lateness of the warm weather, "second crops" of berries are being reported from all directions. A Leamington man has just had a heavy second crop of peaches.

As previously intimated, the Canadian branch of the Heinz pickling concern goes to Leamington. The town, however, is to purchase the Ward tobacco factory premises and put in a sewer, at a total cost of \$10,000.; to exempt the property for 20 years, together with granting certain other minor privileges. A by-law will be submitted to the ratepayers on Nov. 6.

F. R. Webb, of Blemheim, has disposed of his grocery and general store to E. J. Spackman, of Toronto, formerly of Exeter, who recently took possession. Mr. Webb, who purchased the business from A. W. Bell a few years ago, will return to Kingsville.

LONDON.

Oct. 22.—Trade is only fair, last week being quieter than usual. With the passing of the preserving and pickling season grocers look for a lessening of activity.

Local grocers predict unusually high prices for butter and eggs the coming winter. Both commodities, but more particularly eggs, are steadily advancing. Very few eggs have been stored and when dealers begin drawing on this supply the price will advance even more rapidly. Farmers naturally have taken advantage of the competition among large buyers. At present grocers pay 23 cents per dozen for eggs and as the weather grows colder the supply will gradually decrease and the price advance. One grocer predicts the price of eggs will advance to 40c and 50c. Butter, owing to the large output in all parts of the country, is not expected to go so high.

Railway officials report the shipments of apples are becoming heavy. Many carloads of very fine fruit have passed through the city on the way to England and the European markets within the past few days. The western market seems to be developing rapidly, shipments to Winnipeg and other western points being much larger this year than last. The crop in many parts of the country has not been so large as in other years, but growers state that the fruit is of a uniformly high grade and is commanding good prices in all markets. It is estimated that in the next few weeks between 25,000 and 30,000 barrels of apples will be shipped from the London district to various markets. Much hand-picked fruit is being sold by farmers to packers direct.

An immense quantity of potatoes of splendid quality was seen on the market on Saturday, and in consequence of

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'Surp Grocers' Girl.

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W. H. Fielding's
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A. McCrea & Son,

the glut the wholesale price went down to 70c and 75c a bag by the load.

There is now a strong probability of the Canadian Packing Company, whose buildings and plant in the east end were recently destroyed by fire, rebuilding in the city. The City Council, it is said, will offer the company the choice of two sites as an inducement. The location most favored is one at the interswitching line, which would give the company direct connection with all the lines of railway entering the city.

PETERBORO.

October 20.—Last Saturday's market was noted particularly for the number of farmers who were offering for sale light-weight bags of potatoes. The Chief of Police ordered that sample bags from the various wagons be weighed on the market scales, and he placed the standard weight at 91 pounds, allowing one pound for the bag. Although the majority were found to weigh 90 pounds or more, some 55 bags were discovered to be short by three, four, and even six pounds. The owners were arraigned in police court, and although they contended they were not offering the potatoes for sale with the understanding that there were 91 pounds in each bag, they were fined \$2 each. The potatoes were not confiscated. Local grocers maintain that the Chief of Police is not justified in compelling farmers to have each bag weigh 91 pounds. Ninety is the limit, they claim.

Some of the Peterboro grocers were last week the victims of a small flim-flam game, perpetrated by a young girl of no more than 10 years of age. Her plans, nevertheless, were cunningly laid and she was successful in "doing" two or three grocers out of several pounds of chocolates. She would call upon a grocer and order several articles to be sent to her alleged home, and each order would include a pound of chocolates, which she would always take with her. On one occasion two delivery wagons called together at the house to which they were directed, only to find that the goods were not ordered by the housewife there and they had to go back with them. This led to an investigation, and it was found that a number of firms had received similar orders. The young girl has not yet been prosecuted.

ST. THOMAS.

Oct. 20.—Saturday's markets were well attended, the exceptional fine weather no doubt assisted materially to that end. The local farmers were quite willing to accept one dollar per bag for potatoes which a short time ago they sold for \$1.20, all owing to the fact that several carloads have been brought in by the different grocers, some of whom bought for 70c per bag put in cellar. Other vegetables were in good demand. Apples are likely to advance owing to the extreme dry weather which caused the fruit to drop from the trees before it was fit. They sold at 75c per bag.

The demand for butter was not satisfied at 30c per lb. and eggs were scarce at 25c per dozen. One grocer is retailing Elgin creamery butter at 27c per

lb. and gets away with two hundred pounds per day, although he pays 26c, whilst the other grocers sell from 29c to 30c per lb..

The butchers are extending their departments and now handle canned goods, vegetables, teas, etc. One butcher was retailing potatoes at 15c per peck and another was selling for 85c per bag, also dairy butter at 27c per lb. and 18 lbs. granulated sugar for a dollar. If they continue it will disorganize legitimate prices, somebody will fail and the wholesale people who are carrying them have to accept so much on the dollar in settlement.

The peddling case was again remanded, the magistrate apparently taking the view that the by-law regulating the fee is prohibitive although some time ago he found some Toronto parties guilty for the same offense. This is the fourth remand for the Burgess case by the Police Magistrate. The merchants are watching this case closely, as the peddling evil is a menace to all lines of trade and the laws ought to be enforced.

G. R. Renn, grocer, is still confined to the hospital suffering from typhoid fever.

Canned goods of 1908 pack are being taken in stock but in limited quantities by most of the grocers. The quality is good.

INGERSOLL.

October 20.—A young life full of energy and promise was cut short on Saturday morning last when J. S. Smith, manager of Beattie & Co.'s grocery store, succumbed to a short attack of typhoid fever. The announcement of Mr. Smith's sudden death came as a shock to a wide circle of friends and the whole community as well. He had been ill only about two weeks, and for upwards of a week had been a patient in the sanitarium. A few days previous to his death conditions developed which necessitated an operation. This was performed on Friday, and was apparently successful, but the patient did not rally as was expected. The deceased was a native of Scotland and had only been in this country a few years. Prior to coming to Ingersoll he was engaged as a clerk in a grocery store in Berlin. He was attentive to his business, thorough in all his methods and above all, aggressive. He labored zealously in behalf of his firm and the well-stocked and neat appearance of the store was a striking testimony to his industry and genuine business policy. In every particular he was peculiarly adapted to the grocery business and his death at the early age of 28 years is deeply regretted. A sad feature in connection with his death is the fact that none of his relatives reside in Canada. The funeral was held on Monday afternoon from the lodge room of Samaritan Lodge, I.O.O.F., of which order he was a member. Interment was made in the Ingersoll Rural Cemetery, and the attendance was large, being indicative of the high esteem in which the departed was held.

The Christmas trade! Just think of it, only a few weeks distant, and still the sun is shining on this fair Dominion with all the splendor of midsummer.

But the white frosts and the penetrating east winds are gentle reminders that it is time to think of winter. The merchants are doubtless turning many things over in their minds. There are supplies to be purchased, probably improvements to be made before the festive season, and these all require mature consideration. The progressive merchant knows the value of giving all these little details plenty of attention. When you see an extraordinarily attractive window, just stop and reflect. The man responsible for its fine appearance and the business which it is pulling used brains and time. This is a combination that is certain to win in any walk of life. If a person has the ability to do a certain thing and will take the time then it will be done properly. Very often hurry-up methods spoil what would otherwise be successful work. Merchants who would have their stores bright and their windows attractive should realize that both brains and time are necessary. Those who are already beginning to give some thought to the Christmas season and the harvest which it brings should first see that their plans are carefully laid and secondly that they receive sufficient attention in execution to bring about the desired result.

It is frequently remarked by merchants that business declines appreciably during an election campaign. Various arguments are advanced in support of this contention and it would seem that this is the case. It is an established fact that when their attention is nightly being taken up by political meetings that the country people will not turn out to town as often as under ordinary conditions. Then again it seems that things in general are in a hesitating condition, the fate of the country being in the balance, not serving to stimulate trade. If all the merchants could "holler" out at once we believe they would announce their pleasure at the thought of the present Federal campaign being terminated on Monday next.

BARRIE.

Oct. 20.—Three cars of sugar in one week is not so bad for this town. Such is the past week's record, one from the Wallaceburg Co., one from the St. Lawrence Co. and one from the Redpath Co.

Wilbour Armstrong, of the Toronto Co-Operative Stores Co., has accepted a position as order canvasser for the grocery department of James Vair & Son.

The local market was a record-breaker on Saturday last, so far as quantities of produce, grain and vegetables were concerned. Butter was very active and sold at from twenty-five to twenty-seven cents, while as high as twenty-eight cents retail was paid. Eggs sold freely at twenty-four and twenty-five cents. Poultry prices were easier on account of the very mild weather and the large quantity offered for sale. Chickens sold from nine to eleven cents a pound, fowl at six and seven, ducks at ten cents and a few turkeys sold at twelve and a half cents a pound. Potatoes were very plentiful and sold as low as forty cents a bag while the general price paid was fifty cents. Apples sold at \$1 to \$1.50 a barrel, as to quality.

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Gren. Calwell, for the Perkins, Ince Co., Toronto, was the lucky man to secure W. P. Soules opening order for groceries, etc., for his new store, which he is opening this week.

James Vair had the misfortune while returning from his trip to the North-west, to have stolen out of his hand, by a foreigner in Winnipeg, a check for a large sum of money. It detained Mr. Vair four days but he got back the check.

C. Hinds, of Hinds Bros., who has been confined to the hospital here with typhoid fever is rapidly improving and hopes to be home next week.

Bakogeorge Bros., of the Olympic Candy Kitchen, have leased a large store in Lindsay with a purpose of running a branch confectionery store in that town.

A car of grapes from Winona was unloaded here last Thursday.

Elections are the talk of the street and in fact, everywhere you go just now, and from what your correspondent saw happen the other day it will pay all business men to at least keep their own side of politics to themselves. A certain grocer was talking politics to a customer who had come in and bought and paid for a very nice little order and had told the merchant to send the same order up early. The customer, by the way, did not particularly want to talk politics and was not on the same side as the merchant anyway—but the merchant kept on talking about a certain fine meeting they had had a few nights ago and how in North Simcoe they would trim So and So by 500 majority till the customer got mad and told him a few things. The merchant is now wondering why that man does not come to his store. Well, the moral of this is to keep out "politics talk" around your store either by yourself or your clerks as it will be sure to cause bad friends and lose customers.

TORONTO.

October 20.—The regular monthly meeting of the Retail Grocers' Association, which was held in their rooms in the Temple Building on Monday evening, was one of the most stirring held for months, and if plans formulated at the meeting are carried out—and they give good promise of materializing—the Association promises to assume a new lease of life and to become the power it might and should be among the city's business organizations. One of the evidences of renewed interest was a larger attendance than usual, the extra ones including a couple of old members who have decided to again throw in their interests with the Association and also a couple of new members.

After the passing of some detail business the question of holding the annual at-home as usual this winter was brought up and here the new spirit became evident.

Vice-President Thos. Clark upheld the at-home as a good advertisement for the Association, and a means of getting the

grocers together. Several other members expressed themselves as in favor of letting the function drop for a year or two, so that the efforts of the members might be directed along more practical channels.

"What we need in the Association," said R. Van Loan, and the expression was echoed by several of the members present, "is to get busy with something that will help our business. That's how we'll get most out of these meetings and we'll get in new members." B. Snow, J. S. Bond and T. H. Clark spoke strongly along the same lines, throwing out suggestions as to what might be done along practical lines. Ultimately the at-home proposition was voted down.

For some time the members became quite enthusiastic over the stimulus the society is to receive. Plans of advan-

tageous buying were talked of, the suggestion made that something might be done to eliminate the peddling nuisance, which is so troublesome in the city, and various other plans were discussed. It was finally agreed that the first thing to do is to inaugurate an active campaign for new members, and to assist in this new men will be allowed special privileges of membership for a short time.

The Association, if conducted along lines suggested at Monday evening's meeting could be of inestimable service in aiding the grocery trade of Toronto, and it should be supported by every grocer in the city.

Secretary D. Bell, Yonge Street, will be glad to receive the names of any retailers who would like to become members, and will place them before the Association.

EFFECTIVE WINDOW DRESSING

An Easily Built-Up Biscuit Display That Should Attract Good Business—A Design From Cape Breton.

The exceedingly practical and yet attractive biscuit display shown in the engraving on this page, was drawn specially for The Grocer, and forwarded by Jas. H. Dempsey, with A. D. Ingraham, Sydney, C.B. It possesses the qualities of simplicity and ease of arrangement and presents no difficulty nor expense in construction.

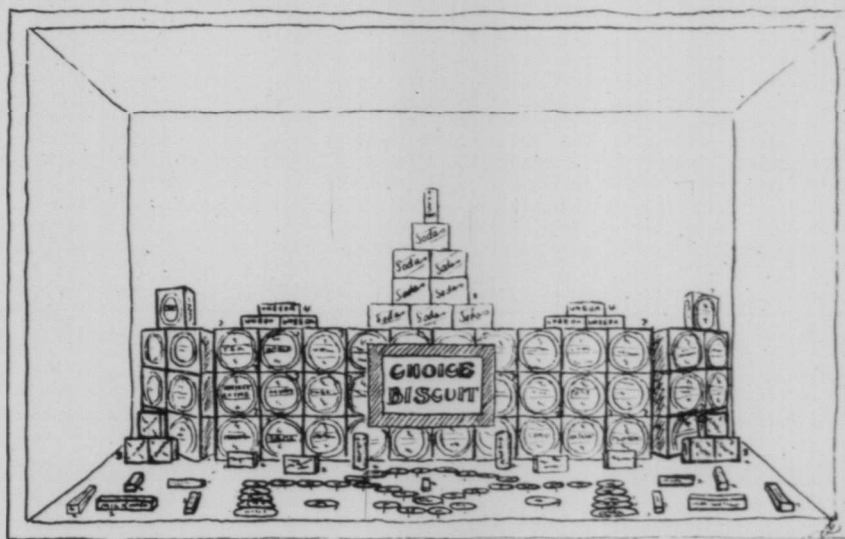
The design tells its own story, though a few words of explanation may be helpful. The foundation for the display is a

a good chance of leaving a mighty good impression on the hungry home-goer, as well as the passing housewife.

WOULDN'T TRUST HIS FEELINGS.

Alderman Frank L. Dowling, of New York, was talking recently about his widely praised ordinance to make it a crime for chauffeurs to take out their masters' motor cars without leave.

"So many accidents have accompanied



A Biscuit Display, Designed Specially for The Canadian Grocer.

wall of tin boxes of various lines of fancy biscuits, with side walls sloping off to the sides of the window. On top of this is a pyramid of sodas in boxes.

In the forefront of the window on the floor is represented an attractive display of the various lines contained in the boxes. This part of the display may be made to give a very appetizing appearance and to get this the biscuits should be laid on paper of a dainty shade. This display will give a host of suggestions to the passerby and stands

these stolen rides," said Alderman Dowling, "that the chauffeur has come to be regarded very sceptically. Of course, the great majority of chauffeurs are all right, but there is among them a small minority, a small working minority, which we must trust as a Hoboken grocer treats his trade.

"This grocer is a cash grocer only. If you ask him for credit, he says:

"No, sir; no, siree. I wouldn't even trust my own feelings."—Washington Star.

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APPLYING NEW BUSINESS METHODS.

"No," said the manager of one of the largest manufacturing and jobbing firms in the trade the other day, "we are not doing business the same way this year as we were a couple of years ago. Though our sales are as large and in some lines a good deal larger than they were then, they are not made in the same way. We have had to change our methods to meet the change in business conditions."

This is the experience of a great number of sales managers and travelers throughout the country. While business is recovering a healthy condition after the depression of the Winter and Spring this depressed period has caused a feeling of conservatism and caution which it is necessary to meet with new methods in order to keep the volume of business up to former years.

According to the gentleman mentioned above the situation is similar to that of a sick man. He needs a doctor. In a similar way business conditions need doctoring, not simply a mere application of healthy optimism, though that is quite helpful in its own way, but a change of treatment is necessary,

as it were, to stir the jaded business system into new activity. As one sales manager puts it: "The trade must be given a new pill."

How this new treatment is administered varies widely with different houses. It is a time when a good deal of ingenuity has necessarily been called forth to meet the need, and in most cases the methods used are carefully hidden from the eye outside that particular house.

One of the steps taken, however, in almost every house, is to instil more so-called "ginger" into the members of the traveling staff. The travelers as they come in at the week end are not allowed to quote dull conditions as failure to get orders, but are built up as far as possible in the belief that business conditions are all right and are going to be so, and are sent out to instil this in turn into their customers.

Some houses are using special offers and little advantages in buying special lines of goods as an ingredient in the medicine, and if properly applied, this will also have a remedial effect. Other houses again, have methods of their own which they are not telling anybody of.

The effect of the medicine is being very carefully watched all over the country and while the late depression has not been of at all a welcome character it seems to have had at least one good effect in providing for the origination of new and improved methods of business-getting.

TAKE YOUR DISCOUNTS.

While much has been written on the subjects of discounts, it is a fact that many retail merchants do not fully appreciate the benefits which would accrue to them by taking advantage at all times of the cash discounts offered by manufacturers and jobbers for prompt payments. It is true that some retailers abuse the cash discount privilege, but as the Retailers' Journal says:

"That merchants should always take advantage of their discount privileges, and do so fairly, according to the rules, is one of the axioms of good business. By discounting his bills the retailer will save more money than he sometimes makes on selling the goods. For instance, on thirty day goods the merchant gets 1 per cent. off for cash in 10 days, which represent an annual rate of 18 per cent.; on 60 day goods he gets 2 per cent. for cash in 10 days, or 14.2 per cent. annual rates; and on 120 day goods he gets 4 per cent. for cash in 10 days, or 13.09 per cent. per annum, making the average of the three classes 15.09 per cent. per annum which he would save by discounting all bills. The

actual percentage saved will be greater, because the retailer will probably buy more of the thirty and sixty day goods than of the four months' goods. It is therefore perfectly evident that it would pay the retail grocer to borrow money and pay seven per cent. at his bank rather than let his discounts go."

ADDING NEW EQUIPMENT.

A good many men in business to-day seem to forget that not only interest, but a profit above interest should be made on the investment each year, not only the investment in stock, but also in fixtures and equipment.

Every part of the business equipment deteriorates in value as it grows older, so a certain amount of its value should be cut off from the inventory each year, and this loss should also be considered when the earnings of the equipment are figured.

Many men in business never take the trouble to figure whether they are making or losing money on their equipment. They find they have a little more money at the close of the year than at the beginning, and do not bother to see where it comes from. They do not know whether the addition of a new piece of machinery or other equipment will make or lose them money; if it is a little handier, that is enough.

The right way to figure on the profits on any new equipment contemplated is to make the best possible estimate of its earning capacity, that is, how much it will increase business or cut down expenses, as a labor saving device which will save the hire of help may be a better investment than one which will increase the volume of business. After finding out about how much more it will make for the business, figure up how much it will cost to operate it, then interest on the investment and an allowance for wear and tear, the same as though you borrowed money to buy with, and deduct these figures from the earning capacity, and it is easy to see whether it will pay to add that particular kind of equipment.

ACTUAL CASH BASIS THE BEST.

We notice that a grocer of Thompsonville, Conn., has made a test of the short credit system, which means weekly payments. This proved unsatisfactory, and he has made the decision to adopt the actual cash system; this means a money transaction in every case and credit to nobody. We heartily endorse this dealer's decision, believing that the buying and selling of goods should be as nearly a cash business as possible. In fact, if "cash on the delivery of goods" were to be a motto, it would be an easier proposition to do business.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Oct. 20.—The West has had six weeks of crop movement under the most favorable auspices, and up to October 15th 17,353,350 bushels had passed inspection at Winnipeg, and of this 16,000,000 had reached the head of the lakes. This shows that more than one-sixth of the entire estimated wheat crop of the West for this season has passed inspection, a simply unprecedented movement. If the period of navigation remains open as late as it did last season there is every reason to believe that 50,000,000 bushels will be moved before navigation closes. Allowing 27,000,000 bushels for seed and feed and grinding by interior mills there will be roughly 75,000,000 bushels for export, and if two-thirds of this is moved before navigation closes this Fall it is surely all that even the farmers of the West ought to ask, and indeed it is questionable if from the standpoint of market prices it is at all wise to have so much moved. The percentage of the wheat shipped this year direct by the farmers is very much in excess of the same period in any other year. The percentage of contract wheat has been very high in the portion of the crop shipped, probably 80 per cent., and it is not an exaggerated estimate to say that the crop so far marketed has averaged the farmers at least 80c at their own station. It is not probable that the outturns of more than 15,000,000 bushels have as yet filtered back into the country, but even that amount would represent a return of some \$12,000,000, which is, or will very shortly be, in circulation in the country.

The natural question is, "what effect is the crop movement having on trade?" and the answer from all sections of the wholesale trade is that it is good.

Since the beginning of October the flow of money from outside points to the city has been steadily increasing and though at the present time the volume is not at all so large as it will be before the end of the present month, at the same time it is of most encouraging proportions. In addition there is a correspondingly steady increase in the volume of new business being done. There has been no sudden increase and for that matter no startling increase, but there has been a steady gain day after day and week after week. To put it in the words of the head of one of the leading grocery houses in Winnipeg, "The cash receipts and the current business are both of the most encouraging character." The best feature about the whole trade is that even the exceptional crop movement has not caused any boom in business or any tendency to buy extravagantly, the country merch-

ant seems to have learned his lesson from the depression of the past year most thoroughly and his buying is of the most judicious and satisfactory character. Not only is Fall trade satisfactory but the outlook for the trade of next Spring is better than it has been for years. This is the most noticeable in the dry goods trade, which is still a trade of seasons to a greater extent than the grocery business, which is now very much an all-the-year-round trade.

Flour trade is good also and millers report a growing export demand, especially for lower grade flours, though the trade in all grades is good.

Produce trade is good at this season and now it is possible to size up the situation fairly for the Winter. In butter the make of the season has been comparatively light in proportion to the demand and it is doubtful if the stocks in store for the Winter have been so light for many years, and the indications are that high prices will rule all Winter. The retail price of butter has been 35c to 36c per pound for some weeks now, and 40c and even higher is predicted for later in the season. Creameries should certainly have paid this season if they never did before. The make of cheese has also been light, but of excellent quality. Large orders have been placed for eastern cheese and considerable quantities are already in stock. Eggs are also scarce and dear and likely to get more so as the season advances. Throughout the entire season of 1908 the egg supply has never been equal to the demand.

The cattle market continues steady with heavy receipts and few changes in price. Dealers report a more liberal supply of cars since the closing of the strike and the movement has been more rapid. Sales at the Winnipeg yards for the week ending October 10th were the heaviest for a long time.

The demand for hogs is steady, but owing to the Chicago market there has been an easing up in prices and 6½ is quoted as against 7 to 7½ ten days ago.

Sheep will be fed in quantities at Port Arthur again this season and already bunches of sheep for this purpose are being accumulated in the West. Men who intend feeding steers in the open are also getting busy and gathering their herds together for the Winter. Fall ploughing is being pushed vigorously and although up to the present time there has been practically no cold weather, there is a general air of getting ready for Winter.

The high pressure plant has at last been tested and found satisfactory and

the city engineer has recommended the city taking it over without delay. In the meantime the underwriters have notified their clients that the rates of insurance will be lowered in accordance with the arrangement to that effect that was to come in force when a high pressure system was installed.

The finishing of the St. Andrew's locks, which will be open for use next year, has revived the matter of the valuable pulp wood on Lake Winnipeg, and at a recent meeting in Minneapolis of those interested in pulp wood much attention was given to reports on the quantity and quality of these woods. The experts reported a "practically inexhaustible supply." The reserve in Western Ontario also came in for consideration.

The development of pulpwood industries at Fort William and Winnipeg can only be a question of time, and at present it looks as if the time would be short.

Another local industry that is making progress is that of the making of peat. The burning of the mill last year so soon after construction was a hard blow to the company, but the newer and larger plant is now in operation and the product will be on the Winnipeg market this Fall in considerable quantities—H.

PAYS TO LEARN DETAILS.

The young man who hopes to have charge of a business of his own, or for someone else in a few years, should never lose sight of the fact that it pays well to learn every detail of the business. Every day some little thing comes up which, though a mere incident and possibly easily passed over without digging down to the bottom of it, should be treated differently by the young man who would make a success of life.

Such a man should never allow these little details to pass him without making himself thoroughly familiar with them, for they are business lessons, and the more of them he absorbs while working for another the fewer of them will be stumbling blocks when it comes time to manage the business himself. For at that time, if he has had the experience, he can give a word or two of instructions and be sure things will be carried out right, and those in his employ will have the more confidence in him, while the opposite effect will be created if he is compelled to admit that he knows nothing about it, and depends upon someone else to dig out the particulars, and the effect is even worse if he gives instructions which prove that he is not acquainted with the subject in hand. Get every detail. It belongs with the business.

BRITISH GOODS ON CANADIAN MARKETS

How the Business of English Houses Might be Stimulated in This Country—
More Attractive Packages and Freer Use of Advertising Will
Do the Work.

Nowadays we are constantly hearing of methods and means of increasing the good feeling between the various colonies of the British Empire and the Mother Country. Sentiment and emotion will have to be followed up by something more tangible and enduring. Sentiment may be sauce, but good business relations will be the pudding. Some people who are visionary may deny this, and imagine it is not so, but that does not alter the hard facts of the case just the same, disagreeable as they may be.

While politicians are making long-winded speeches about these matters there are a few things which the manufacturers can do themselves on both sides of the Atlantic to bring about more intimate relationships. In this article we are only in a position to point out the defects in British goods, and how they affect their sale in the Canadian market. It remains for someone on the other side of the ocean to bring our shortcomings before our notice, and by this means both countries will be in a position to institute reforms without a further loss of time.

Pointing Out Defects.

Coming in contact with the selling agents of British firms here these defects which their houses seem slow to remedy are pointed out. Although the Canadian people's ideals are British in government and phases of life of a similar nature, no one can deny that the average person in Canada if he or she be native born, resembles the Stateser more closely than the British, which is only natural, living so close to them and only divided from them by an imaginary line. This is more particularly so with reference to habits of living and dress. Our monetary system is almost precisely the same, which is undoubtedly a factor in bringing the United States and Canada closer together commercially.

Use the Metric System.

Perhaps right here, it will be well to start pointing out means by which the British producer can help, to a large extent the sale of his goods in Canada. Let their bills and commercial data be printed with our currency as we are unfamiliar with pounds, shillings and pence. This will help considerably, as it will show the Canadian that the British manufacturer is beginning to take an interest in Canada, and make their goods to please Canadians, even if they are not suitable for the English market.

British Quality Unquestioned.

There is one point about which we can find no fault, and which redounds to the credit of the British people, and that is quality. There is no misrepresentation about their goods, and they are always

as good as they say they are. One great American said of the United States people that they liked to be humbugged, and perhaps this may be said, in a small way to be the case with the Canadian people.

Attractive Packages a Factor.

Here more package and less goods are required. By this it is meant to convey the idea, that attractive packages go a long way toward satisfactory sales returns. Bulk goods are becoming less fashionable every day. People must have their goods in neat packages, and most of them don't mind paying handsomely for the privilege, as may be shown by the following instance which illustrates an actual case in point. Some English confectionery which was of a superior quality was placed beside a line of the same kind from the United States. The English product sold here for ten cents an ounce, the United States' sold for ten cents a package, and when they were compared in weight, it was found that the consumer would get almost twice as much if he bought the English bulk goods. This left almost five cents to the United States dealer to pay for his bottle, supposing the initial cost of the contents was the same in both countries. At the outside figure, however, the bottle and label could not have cost more than one cent, therefore this left the American with four cents advantage over his British competitor, and all because he was quick to appreciate the wants and requirements of the Canadian trade. This is one example, there are many more exactly the same.

Specializing Needed.

There is a greater need of specializing also for the Canadian market. Something new or at least with a new name is what is wanted. Those who handle English goods complain that the English manufacturers think what is salable there should be so here, but this is not the case and their success in the future depends in a large measure on the recognition of the special requirements for this market.

Must Be Liberal With Advertising.

There is another consideration of vital importance which hampers the sale of English goods in this market, and that is the insufficiency of advertising grants. It is impossible for representatives to compete with United States products which are given unlimited publicity through advertising campaigns. Many agents for English goods find themselves hampered for want of advertising matter and adequate appropriations to enter the field with their competitors, who are on the spot.

A Visit Will Help.

It has been suggested by the representative of one of the largest firms in Eng-

land, that it would be to their advantage whenever an English firm contemplated entering the Canadian market with a product, one of the heads of the firm should come over here and remain long enough to familiarize himself with Canadian conditions, and then with the advantage of a reputation for the highest value in goods their chances of success would be beyond doubt.

Some of the Swiss firms have recognized the value of advertising largely and are meeting with wonderful success.

A Summing Up.

To recapitulate then it is obvious that the following features should be introduced more freely into English goods.

1. A more free use of our currency on labels and literature.
2. More specializing in products and names.
3. Packing in attractive packages and bottles with neat labels.
4. More generous appropriations for advertising.

If the British manufacturers follow out these suggestions, which have been gathered from gentlemen engaged in selling their products, they will find that the Canadian people will give the preference to the English goods in every case. In this way the bond of union will be drawn more closely and a more intimate commercial relationship will result.

THE "PULL TOGETHER" SPIRIT.

It is this "pull together" spirit that is building up the small towns all over the country; and anything that builds up a town builds up every merchant in that town.

It is the "pull together" spirit that is bringing more trade to these small towns, that is bringing people from longer distances, and that is virtually killing mail order competition. And when these things are accomplished, while no one merchant can expect to derive all the benefit, yet every live and aggressive dealer in the town is bound to get his share.

Yes, let this grand, good, brotherly "pull together" work go on among merchants. And instead of the merchants of a town going on the "warpath" with each other, and bending their energy toward downing the other fellow, with the result that legitimate living profits to all concerned are sacrificed, give up trying to kill your neighbors and all work harmoniously together for the general good of the town, and see if you can not extend the limit of your territory just a little farther out so that you will all receive a substantial increase of trade.—Southern Merchant.

"Can you walk on your hands or turn a somersault or a cartwheel, Miss Edith?" asked Johnny, of his new nurse.

"No, dear," answered the young woman with a sweet smile. "Why do you ask me? I can't do anything like that."

"Well," said Johnny, with a sigh, "I'm afraid you won't do. They told me you were a trained nurse!"

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, October 21, 1908.

Sugar—Steady.
Rolled Oats—Weaker.
Vegetables—Steady.
Fruit—Advanced.
Cheese—Declined.
Eggs—Advanced.

Trade in grocery lines generally has been quiet during the week. Some of the large wholesale houses are finding it necessary to retrench in view of a none too prosperous winter. Eggs have advanced. Flour has not declined as was expected by many would happen as soon as the wheat crop of the West got into operation. Many buyers have now seen the fallacy of this conjecture, and are now placing their orders. There has been a weaker feeling in the rolled oats market, but this has not yet affected the market to any extent as regards price. Some of the smaller firms have been offering more favorable prices.

Fruits and vegetables are firm. Export demand for butter has fallen off completely. Cheese is dull and featureless. Honey is passably fair, that is all that can be said for it. Beans are in good demand, but there are few new ones on the market. Maple products display nothing new. Most other lines present no new features this week. Collections are said to be only fair.

SUGAR—The drop in sugar has not apparently exercised any stimulating effect upon the market as sales have not increased to an appreciative extent. It is thought, however, that the holiday season, which is approaching, will brighten up prospects to some extent. Owing to the firmer condition of the market in Europe the American market will soon follow suit. In fact, the feeling is already slightly stronger in New York.

Transvaal, bbls	84 69
" " bbls	4 75
" " bags	4 55
Paris lump, boxes, 100 lbs	5 40
" " 50 lbs	5 50
" " 25 lbs	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" " 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 30
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

MOLASSES AND SYRUPS — The market for molasses is fairly active only. Dealers, however, expect the approach of the holiday season will stimulate trade in this line, also the cooler weather. Syrups are also only passably active. The small tin varieties are more in demand than other varieties. Prices are unchanged.

Barbadoes, in puncheons	0 37	0 39
" " in barrels	0 39	0 41
" " in half-barrels	0 40	0 42
" " fancy	0 38	0 40
" " extra fancy	0 38	0 42

New Orleans	0 22	0 35
Andigna	0 30	0 30
Porto Rico	0 40	0 40
Corn syrup, bbls	0 03	0 03
" " 1-bbls	0 34	0 34
" " 1-bbls	0 03	0 03
" " 25 lb pails	1 75	1 75
" " 25 lb pails	1 25	1 25
Cases, 2 lb tins, 2 doz per case	2 40	2 40
" " 5-lb. " 1 doz "	2 75	2 75
" " 1-lb. " 1 doz "	2 65	2 65
" " 20-lb. " 1 doz "	2 60	2 60

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

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

COFFEES—The cooler weather has given some additional impetus to the market which gives it an exceptionally healthy aspect. Reports from Brazil state that the increasing production of coffee throughout the world, especially in Brazil, is illustrated in the returns for the crop of 1907-8, recently closed, and with entries during the first two months (July and August) of the current crop year. The total entries of coffee in Brazil last year was 11,349,271 bags, substantially the same as the average entries for the four years previous to the banner year of 1906-7. The total shipments were 12,953,572, as compared with the average shipments of 12,782,723 for the past eight crop years. The visible supply on June 30, 1908,—14,567,285 bags—was only about 2,000,000 bags less than a year ago at the wind-up of the immense crop of that season. Most significant, perhaps, of all is the fact that the entries of coffee at Rio de Janeiro and Santos during July and August, 1908, are almost as large as during the great crop of 1906-7, and at Bahia and Victoria, larger. While the prospect of additional tax in Sao Paulo renders the situation somewhat abnormal, there is no doubt but that present indications are for a very large crop during the current season.

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15
Maraçalibo	0 15	0 20
Roasted and ground 20 per cent. additional		

TEA—Japan market is now practically cleared of teas, and what small quantities are left are changing hands at some advance on prices of a week or ten days ago. The local market is still displaying a marked absence of transactions in large volume, but fairly numerous transactions in small quantities for immediate use are reported. The black market is exceedingly dull. "Some weeks ago," state London advices, "the tendency of the tea market was upward. The quality generally speaking was then good, and the demand active, consequently the earlier public sales of September showed considerable strength, and confidence on the part of buyers, which importers were not slow to notice, with the result that for a couple of weeks the teas

arriving were very freely offered. Buyers consequently became more discriminating in their attitude, and as the quality just then showed some little falling off, there was less inclination to bid, and prices lost the advance they had previously made, thus bringing common grades of every description at the end of September to about the same point as at the end of August. As regards finer sorts, Darjeeling and Assam growths also became less desirable in cup, and prices declined in proportion. Advices from our houses in Calcutta and Colomba report production a little ahead in the former, and rather behind in the latter, but seeing that only about one-third of the Indian tea crop has yet been shipped, it is much too early to predict the year's total crop. Probably for the next month or two the quantity of Indian and Ceylon tea arriving in London may be nearly the same as it was a year ago, but so much tea is now shipped on optional bills of lading that it is impossible to arrive at absolute accuracy."

Chocolate	0 38	0 45
Choi e	0 32	0 37
Japan—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—1 lb. Orange Pekoe	0 20	0 38
Pekoe	0 19	0 30
Pekoe Souchongs	0 19	0 30
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 14
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS — The steamer Bellona, of the Thomson line, arrived last Tuesday, being the first boat to arrive from the primary markets. Her cargo was made up as follows: From Patras, 1,225 quarter cases currants, 3,191 quarter boxes raisins, 79,068 boxes raisins; from Denia, 46,225 half boxes raisins, 3,191 quarter boxes raisins, 79,068 boxes of raisins; from Malaga, 6,204 boxes raisins, 4,942 quarter boxes of raisins, 700 cartons raisins. Valencia raisins are quiet. Currants are more active on the spot. The market is steady and prices are unchanged. New dates are expected in New York by Tabristan, October 22. A dealer in speaking of the trade in dates made some remarks on their value as a food. They are on this account becoming yearly better recognized as a nutritious food product.

Dates—		
Halloweas, per lb	0 04	0 05
Sairs, per lb	0 03	0 04
Packages "	0 06	0 06

Malaga Raisins—		
London layers	2 25	
" " Connoisseur Clusters	2 40	
" " 1-box	1 00	
" " Royal Buckingham Clusters, 1/2-boxes	1 37	
" " boxes		
" " Excelsior Windsor Clusters	5 50	
" " "	1 50	
Australian raisins	0 07	0 08

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10

THE CANADIAN GROCER

California Evaporated Fruits—

Apricots, per lb.	0 32
Peaches, " "	0 18
Pears, " "	0 18
Prunes—	
Oregon prunes 25-lb. boxes, 30-40s.	per lb. 0 10 0 12
" " " 40-50s.	0 08 0 09 1/2
" " " 50-60s.	0 08 0 08 1/2
" " " 60-70s.	0 09 0 09
" " " 70-90s.	0 07 1/2 0 08
" " " 90-100s.	0 06 1/2 0 07

SPICES—Nothing of any consequence has happened in this market during the week, and prices remain as last quoted.

Peppers, black	Per lb. 0 16 0 20
" white	0 18 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25 0 25
Cream of tartar	0 25 0 25
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

EVAPORATED APPLES—This market remains as last reported. New stock has not yet arrived.

Evaporated apples	0 07 1/2
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CANNED GOODS

MONTREAL—Canned vegetables are in fairly good demand. Fruits are sorely neglected. Meats are only in fair demand. The prospects are good for good prices in salmon as the pack is very fair.

TORONTO—Considerable interest has been shown the past week and dealers are said to be buying fairly freely of both fruits and vegetables.

NEW PRICES—1908 PACK.

FRUITS.	Per doz.	Per doz.
	Group 1.	Group 2
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted	8.00	
Gals. red, not pitted	6.50	
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard	5.00	
Gals. red, solid pack	7.00	
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard	5.25	
Gals. black, solid pack	8.00	
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards	6.00	
Gals., solid pack	8.00	
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50

Peaches—

1 1/2's, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2 1/2's yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2 1/2's white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		

Pears—

2's Flemish Beauty	1.70	1.65
2 1/2's Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartlettts	1.90	1.85
2 1/2's Bartlettts	2.20	2.15
3's Bartlettts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	1.25
3's, ditto	1.85	1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2 1/2's, do., whole	2.45	2.40

Plums—

2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2 1/2's, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2 1/2's " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2 1/2's " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2 1/2's " "	1.85	1.80
3's " "	2.05	2.00

Raspberries—

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

VEGETABLES.

Beets—

2's, sliced, br., "Simcoe"	.95	
2's, sliced, b.r., Simcoe	.95	
2's, whole, b.r., "Simcoe"	.95	
2's, whole, br., "Rosebud"	1.15	
3's, sliced, br., "Simcoe"	1.25	
3's, whole, br., "Simcoe"	1.25	
3's, whole, br., "Rosebud"	1.40	
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's, Refugee, midget, "Auto"	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95

2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05

Peas—

1's No. 1 extra fine, sifted	1.12 1/2	1.07 1/2
2's No. 4 standards	.82 1/2	.77 1/2
2's No. 3 early June	.87 1/2	.82 1/2
2's No. 2 Sweet Wrinkle	.97 1/2	.92 1/2
2's No. 1 extra fine, sifted	1.42 1/2	1.37 1/2
Gals., No. 4	3.77 1/2	3.72 1/2
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

Toronto, October 22, 1908.

POINTERS—

- Sugar—Steady.
- Flour—Advanced.
- Oatmeal—Declined.
- Collections—Fair.

Wholesale business seems to be a little quieter this week. Whatever the cause is cannot be ascertained unless the elections are having a quieting effect on business. In Toronto business circles nothing much is talked of but the Guild case now before the courts in which several wholesalers figure and many conjectures are made as to the outcome. The only market changes of note during the week were in lines of flour and cereal. As is noted at length in a department on a later page, flour advanced 10 cents and oatmeal declined 15 cents during the week. Lines of staple groceries have remained pretty generally steady.

SUGAR—While prices of refined show no change the raw situation, as hinted in last issue, is much stronger. European beet markets, chiefly owing to the prevalence of unfavorable weather, have advanced fully 3d during the week. This was reflected in an advance on refined in New York on Tuesday. As yet there seems no probability of any early change in Canadian refined as demand at the present time is very light. With the advancing raw markets, however, a change is possible. Willett & Gray, commenting on the situation, say, in part: "Much, however, will depend upon the course of the European markets from now forward. The whole sugar situation is very favorable for a large consumption and permanent values for some time to come. It will be noted from reports from France, Germany and Austria, that rains are badly wanted to increase the weight of the beet roots and

.....	1.30	1.25
.....	.90	.85
.....	4.50	
.....	1.00	.95
.....	1.10	1.05
.....	.95	.90
.....	1.50	1.45
.....	1.90	1.85
.....	1.00	.95
.....	1.10	1.05
ted.	1.12½	1.07½
...	.82½	.77½
...	.87½	.82½
...	.97½	.92½
ted	1.42½	1.37½
...	3.77½	3.72½
.....	.85	.80
.....	2.80	2.75
.....	1.30	1.25
.....	1.85	1.80
.....	5.05	5.00
.....	1.20	1.15
.....	1.15	1.10
.....	3.55	3.50
.....	.90	.85
.....	1.00	.95
.....	3.30	3.25
.....	1.00	.95

to facilitate the pulling of the roots for use." Local prices are:

Paris lumps, in 50-lb. boxes	5 75
" " " in 100-lb. "	5 65
Paris lumps, 5-lb. boxes	0 35
St. Lawrence granulated, barrels	4 70
Standard granulated	4 45
Imperial	4 70
Acacia granulated, (bags and barrels)	4 45
Phoeniz	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbis.	

SYRUPS AND MOLASSES—Very little business is being done with prices unchanged.

Syrups—		
Medium	0 10	0 35
Bright	0 40	0 45
Per case.		
3 lb. Tins, 2 doz. in case	2 40	
5 " " " "	2 75	
10 " " " "	2 85	
20 " " " "	2 60½	
Barrels	0 03½	
Half Barrels	0 03½	
Quarter	0 03	
Falls, 38½ lbs. each	1 75	
" 35 "	1 25	
Maple syrup—		
Gallons, 5 to case	4 50	
" " 12 "	4 80	
Quarts, 24 "	4 31	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
" " " " " bbls.	0 23	0 30
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 50
West Indian	0 30	0 35

TEA—Some business is being done locally in lower grades. Fine teas are scarce and high in price. The foreign markets have shown no noticeable change during the week.

COFFEE—Business continues fairly good with no change in prices. Willett & Gray, in commenting on the general situation, say:

"From reports cabled from Brazil it is learned that after a moderate flowering in August there was a good flowering in September, but in consequence of the continued drought the blossoms fell off to a large extent. As it is now the middle of October it is quite noticeable that crop accounts are so scarce. In former years crop cables appeared early in the season accompanied by figures, and in October they were usually very abundant. But the fact is that exporters in Brazil have always been more diligent in sending out crop reports when they could do so to suit their own ideas. The great majority of them being interested to see lower prices, crop reports would not be sent out by them unless of a tenor to suit their side of the market. The markets are somewhat lower than a week ago, and reports have been spread about the San Paulo loan. But in the nature of things the facts about the progress of the negotiations are not available to the publications that print the stories. There can be no doubt that the Balkan troubles have contributed towards retarding the final conclusion of this business. The buying of coffee continues as before, the trade in the interior being unwilling to buy more than their wants from day to day. As the strike in Santos is ended, the collection of the increased surtax of 5 francs per bag will commence on the 17th inst. There is a very large quantity of coffee to be shipped for Europe and the States, and naturally there is very great pressure to get it away from Santos to escape the new tax, and very

heavy shipments will be completed with the close of the week."

DRIED FRUITS—Though prices remain unchanged there is an easier feeling evident, both in the local market and in California and foreign markets. The effect of this will probably be felt some little time later. The amount of business passing is very fair, though buying continues to be in small lots.

Present prices are quoted below:

Prunes—				
40-50's, 25-lb. boxes	0 09½			
50-60's, " "	0 87			
60-70's, " "	0 08½			
80-90's, 50-lb. boxes	0 08½			
90-100, " "	0 07			
Apricots—				
Choice, 25-lb. boxes	0 12			
Fancy, " "	0 11			
Candied and Drained Peels—				
Lemon	0 09½	0 11 Citron	0 19 0 31	
Orange	0 10½	0 12		
Figs—				
Elemes, per lb.	0 08	0 15		
Tapeta, " "	0 03½	0 04		
Bag Figs	0 02½	0 04		
Currants—				
Fine Filistras	0 06½	0 07	Vostizzas	0 09 0 09½
Patras	0 08	0 08½		
Uncleaned, 10 less.				
Raisins—				
Sultana	0 09½	0 13		
" Fancy	0 11	0 12½		
" Extra fancy	0 14	0 15		
Valencia, new crop	0 07½			
Seeded, 1-lb. packets, fancy	0 10	0 10½		
" 15 oz. packets, choice	0 11	0 11½		
" 12 oz. " "	0 08	0 08½		
Dates—				
Hallowes	0 05½	0 05½	Fards choicest	0 08 0 09½
Sais	0 04½		" choice	0 08

SPICES—Demand is fairly good. Prices are unchanged, though there is a firmer feeling in peppers and cloves in primary markets.

Peppers, blk. p. re.	0 16	0 20
" white pure	0 25	0 30
" whole, black	0 18	0 18
" whole, white	0 18	0 25
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 23	0 25
Allspice	0 17	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 30
Cassia, whole	0 30	0 25

RICE AND TAPIOCA—Only an ordinary staple business is passing at steady prices.

Rice, stand. R.		Per lb.
B rice, 5 bag lots, delivered	0 03½	0 03½
Bangkok	0 03½	0 03½
Patna	0 03½	0 03½
Japan	0 03½	0 03½
Java	0 03½	0 03½
Sago	0 05½	0 06½
Seed tapioca	0 05	0 06
Tapioca, medium pearl	0 05	0 05½

BEANS—Though there is still an excellent demand the feeling is a little easier this week, large supplies having been rushed on the market recently. Jobbers are still quoting at prices which have been ruling all summer.

Handpicked, per bush	2 10
Primes, per bush	1 90 2 00
Lima per lb	0 07

EVAPORATED APPLES—New stock is coming forward in rather pleasing quality. As yet there is little demand.

Evaporated apples	0 07 0 07½
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REMEMBERED BY TRAVELER FRIENDS.

A pleasing event, in which a number of grocery travelers were interested, took place on Saturday morning, Oct. 17, when F. R. Morgan, of the Morgan Supply Co., 1048 Queen St. east, Toronto, was presented with a handsome morris chair to celebrate the travelers' congratulations on the occasion of his recent

marriage. The presentation was made by W. Bremner, of the Davidson & Hay Co. and the following travelers also had a share in the occasion: A. Hutchison, John Taylor & Co.; J. Stokes, John Sloan & Co.; Thos. McCleary, Salada Tea Co.; F. Spittal, Pure Gold Co.; J. Stevenson, J. A. McLean Co.; Mr. Scully, Christie, Brown Co.; R. Williams, Red Rose Tea; W. Carmichael, T. A. Lytle Co.; T. H. Webster, Willard & Co.; Steve Searle, Douglas & Ratcliffe; W. Taylor, Snell Baking Co.; Mr. Mansfield, A. Robertson, Queen City Oil Co.; J. Howitt, P. McIntosh & Sons and Messrs. Hilton, Briggs and Lafragh.

HEINZ FACTORY IN LEAMINGTON.

Pittsburg Firm Will Establish Branch in Western Ontario.

A report from Leamington this week says that the Heinz Pickle Co., of Pittsburg, has at last decided to locate a branch factory in that town. Officers of the company having been looking over Western Ontario for some time to find a suitable site and Leamington has at last been decided on. The town has agreed to purchase the premises of a local tobacco factory to put in a sewer and to exempt the property for twenty years. A by-law to this effect will be put before the electors on Nov. 6.

IT PUZZLED HIM.

A tanner was anxious to fix a suitable sign to his premises. Finally a happy thought struck him. He bored a hole through the doorpost and stuck a calf's tail into it with the tufted end outside. After a while he saw a solemn-faced man standing near the door looking at the sign. The tanner watched him a minute and then stepped out and addressed him. "Good morning, sir," he said. "Good morning," said the other, without taking his eyes off the sign. "Do you want to buy leather?" asked the tanner. "No." "Perhaps you've got some hides to sell?" "No." "Are you a farmer?" "No." "What are you, then?" "I am a philosopher. I've been standing here for nearly an hour trying to find out how that calf got through that hole."

PERSONAL NOTES.

Albert A. Stichbury, a manufacturers' agent, of Wellington, New Zealand, was in Toronto this week calling on members of the trade, and will later visit other cities in Ontario and also Winnipeg and Vancouver. Mr. Stichbury has the agency in New Zealand for several of the best English houses and he is looking over Canada with a view to securing similar agencies here and incidentally with increasing Canadian-New Zealand trade.

The Production of Sardines

AN INTERESTING AND VALUABLE INDUSTRY—HOW THE WORK IS DONE IN THE FRENCH PORTS.

The production and canning of sardines is one of the most interesting industries connected with the grocery and fishing business.

Sardines are universally conceded to be one of the healthiest of foods, and certainly few kinds of foods are more palatable.

The principal varieties of sardines are French, Portuguese, Norwegian and domestic. There is quite a variance in sardines. The fish is named after the Island of Sardinia, about whose shores millions of the fish are caught annually.

the same principle as smoked meats and other smoked fish are prepared.

Strictly speaking, the American sardine, taken off the eastern Atlantic coast, is a herring, and not a sardine. It is a distinctly different type of fish, as all dealers in French sardines know. Small quantities of a fish, closely resembling the French sardine, have been found in the waters of the Pacific coast off California, but owing to the small quantity and the irregularity of securing them, attempts to can them for the market have never been successful. They



Window in Store of J. Milton Cork, Toronto, which Won Third Prize in the Recent Lipton Window-dressing Competition.

The Portuguese put up a sardine which is a great deal like the French sardine, save that it does not possess the same flavor. A great many Portuguese sardines have been shipped into France, the labels changed and the goods put on the market as French sardines.

The so-called Norwegian sardines are a somewhat different type of fish. They have become very popular of late, especially the smoked kind, which are not only pleasant in flavor, but very cheap in price. These sardines are prepared with what is known as liquid smoke on

possess a flavor which is desirable, but cannot be found in marketable quantities. The flavor is almost identical with the French fish.

A Leading Industry in France.

The production of sardines is the leading fishery industry of France, employing nearly 10,000 vessels of various sizes and over 30,000 fishermen. The fish is found about nine months of the year, the season opening in the spring and lasting until the first severe storm in November or December. They are at their fat-

test and best condition for canning during the middle of the season. Like many other small fish, they go in schools and swim near the surface. In extra fine seasons as many as 100,000 fish have been taken in one net from one school, but this is remarkable, the usual catch being from a few hundred to a few thousand. They live on fish smaller than themselves and are preyed upon by mackerel, haddock and other larger fish. The extremely small catch of the last few years is accounted for by the fact that the sardines have been eaten up by larger fish.

Government Protection.

The French Government has taken a hand in protecting sardines, using explosives to rid certain waters of the larger fish just before the opening of the season. This work has been in the nature of an experiment, but it is now regarded as successful. The quantity of sardines taken in June of last year is reported to have been larger than for some years.

Twelve Years' Production.

The following table, which has been carefully compiled from French Government statistics, shows the production for the past twelve years. It will be seen that the catch for the last five years has been only about 20 to 25 per cent. of the normal quantity:

Year.	Pounds.
1895	29,492,502
1896	69,871,102
1897	98,298,504
1898	111,998,794
1899	62,657,465
1900	81,615,776
1901	85,721,924
1902	18,352,173
1903	20,777,612
1904	27,511,320
1905	20,461,000
1906	19,811,675

The Brittany coast, to the northwest of France, is the centre of the industry. The cities and towns there have not been as prosperous as formerly, many of the fishermen and their families having moved away on account of the scarcity of the fish.

The towns of Concarneau, Dournenez and Nantes are the important sardine packing centres of France, using millions of the fish.

How They Are Caught.

For catching, great gill nets dyed a greenish blue so that they will, as near as possible, resemble the color of the water, and thus not be seen by the fish, are used. The bait, which is called "rogue," is prepared from the salted roe of the cod and other fish and drawn along the surface of the water by the men in charge of the boats, the purpose

for canning duration. Like many in schools and an extra fine sea-0 fish have been one school, but usual catch be- to a few thousand smaller than preyed upon by other larger fish. Catch of the last for by the fact been eaten up by

Protection.

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Production.

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ureau, Dournenez mportant sardine ance, using mil-

How Caught.

gill nets dyed a they will, as near the color of the seen by the fish, which is called om the salted roe fish and drawn he water by the oats, the purpose

being to attract the fish in such a way that they will find their way into the nets. Throwing the bait into the water in such a way as to attract the fish is a matter of some skill, it being claimed that some men can do it in such a way that the net can be filled when drawn, while with others the fish get away, the bait not having been thrown in just the right spot for them to fall into the net.

The high price and scarcity of bait is sometimes a great drawback. Nearly all of it has to be imported from Norway, although some of it comes from the United States and from Canada. The price of bait has at times been as high at \$18 a barrel, and in ordinary seasons the price of bait alone represents an expenditure of nearly \$300,000. The mesh of the nets is very small, naturally. The fishermen use peanut meal or flour to mix with the roe, it being cheaper, floating lightly and attracting the attention of the sardines. The largest fish are caught four or five miles from the shore, while the smaller ones come further in.

The fishermen start out very early in the morning and by the middle of the forenoon the wharves, which have been deserted, are very busy places, some of the fishermen having already arrived with their catches. The fish on being unloaded are carried to canneries, much of this work being done by women and girls in short skirts, wearing white caps.

Wooden shoes are largely worn by the fishermen and their families and they make a great deal of noise on the stone pavements. The larger factories employ both men and women as buyers, these buyers coming to the wharves and bargaining for the fish as soon as they arrive, and often within a few minutes of the time when the fish arrive at the wharves they are taken to the canneries where they are immediately cleaned, assorted as to size, put for a short time into a strong brine and then washed.

Drying the Fish.

The next process is drying, the drying being done outdoors on racks built for the purpose. When thoroughly dried by the sun they are cooked in oil for a few minutes. When the tail fin breaks easily the cooking is considered done and the fish are ready to be packed in tin. In preparing the best grades the best of olive oil is used, while in the cheaper grades, peanut oil and cottonseed oil are used, in some instances being mixed with olive oil. The flavor of the sardine depends very much on the oil in which it is cooked and packed. As the oil costs very much more than the fish, the fish are crowded as closely as possible into the tins. Cheaper fish are sometimes

packed in the same oil in which they are cooked.

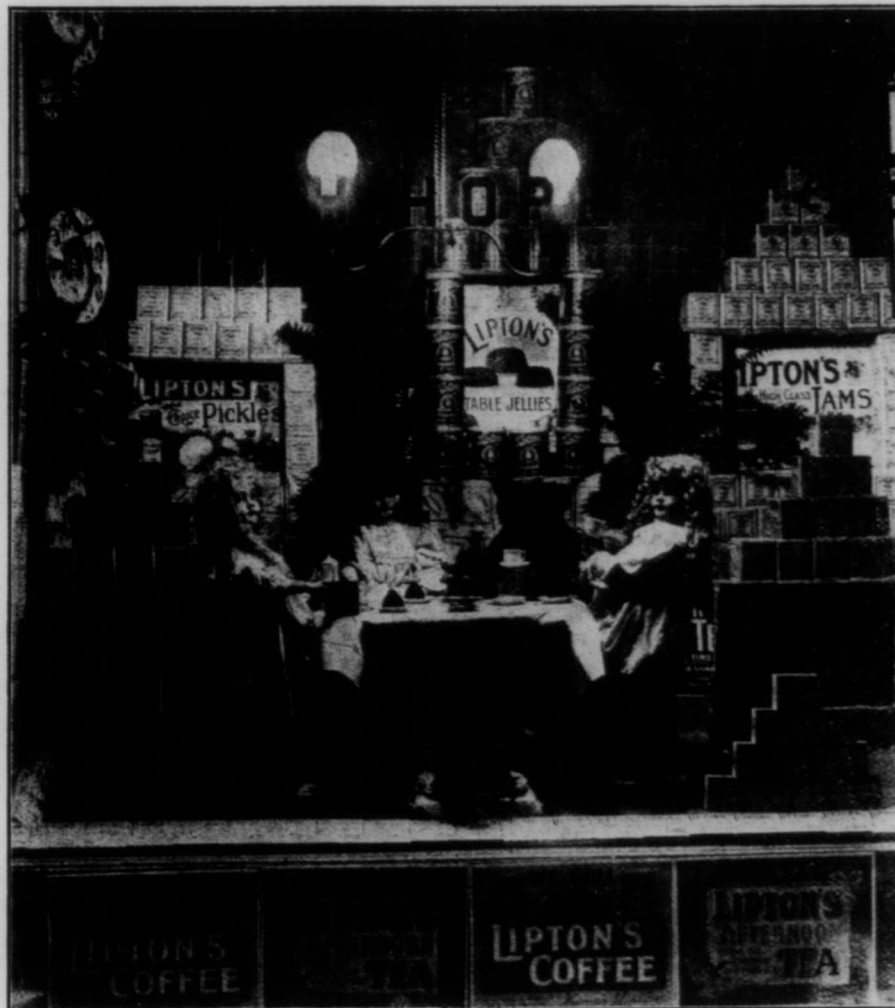
Sardines Improve With Age.

Nearly all sardines improve with age and are at their best at from four to six years after being packed. In some of the canneries where the very best packing is done, the fish never leave the factory for the market until they have been canned at least one year, during which time the tins are turned over once a month with great regularity, so that the oil will thoroughly permeate the fish, thus improving the flavor. The better grades of sardines usually contain, in addition to

canning of sardines is done by women and girls and some of the larger factories are able to pack over a quarter of a million fish per day. Of late years, however, the trouble has been to get the fish.

Will Keep Indefinitely.

Fish packed in a good quality of oil will keep in good condition for an almost indefinite length of time, but they are hardly fit to eat until they are seven or eight months old. The best quality of French sardines have a flavor which is impossible to imitate. Probably the Portuguese product is the closest to the French.



Window in Store of Harry Hope, Toronto, which Won Second Prize in the Recent Lipton Window-dressing Competition.

the oil in the fish, a bit of bay leaf or a clove or two or both, and it takes quite a while for the flavor of these ingredients to permeate the flesh of the fish. In time, however, they improve the flavor.

In wet weather the sardines are dried indoors by artificial heat, but the outdoor drying is preferred. The drying process usually takes about an hour, most of the fish caught in the forenoon being canned in the afternoon. A large part of the work in connection with the

As a general thing, the brand which has been first introduced in a given section holds the larger part of the trade. This condition has even led to the notion on the part of some grocers that such a brand, the original one in that particular section, is the only real genuine sardine, others being a similar fish, an imitation, as it were. The better informed grocers, of course, know this is not so, while the lover of sardines can tell a sardine from any other fish the moment he tastes it.—Pacific Fisherman.

Our Travelers' Page

THE STORY OF ONE SALESMAN'S SUCCESS—HELPFUL SUGGESTIONS FOR THE CRAFT.

It is not every commercial traveler who can point to a record of twenty-three years' continuous service with one firm, but Alfred H. Hodge, with Chase & Sanborn, the coffee importers, Montreal, whose likeness appears on this page, is one of the few.

Mr. Hodge is not by any means an old man, so it will be seen that practically all his commercial life has been spent with the one house, and it has been at St. Laurent, a suburb of Montreal, in 1865, he received his education in the college of his native town, and at 19 entered the employ of the Canadian Pacific Railway. This work did not suit him, for, born on a farm, and spending his boyhood thereon, he could not do his best work in the confines of an office. After twelve months he made application to Chase & Sanborn, then but a year established in Canada, for employment as a city traveler. He was taken on, inexperienced though he was and given a trial, for the management liked his style and thought there was the making of a good salesman in him. They were not disappointed. Young Hodge took a vise-like hold on the grip which he has never released. He possessed one great advantage which has always been of great service to him and that was the ability to speak French fluently.

At that time J. J. Speirs was covering Montreal for Chase & Sanborn, but when it was seen that the new man was making good Mr. Speirs was sent to Toronto, to act as the company's representative in the West, which position he still holds. Mr. Hodge was made city traveler for the firm then, and made a wonderful success of his work. At the time Chase & Sanborn were doing but a small business in the city but through the efforts of the new traveler, backed by the goods and an efficient office organization, this was magnificently increased, until to-day they do really an immense trade. Later on Mr. Hodge was given wider territory to cover, calling at Three Rivers and intervening towns, and going as far west as Kingston. He was just as successful in this larger field. Later on he was given to Montreal, Ottawa and

Quebec, and he still looks after these cities.

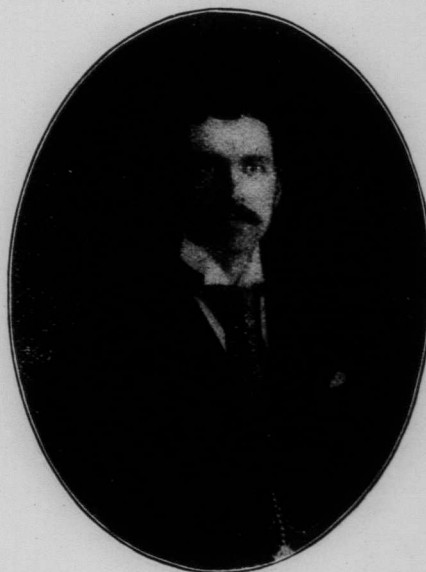
Inexperienced when he entered the employ of the coffee house, Mr. Hodge is now numbered among the commercial travelers comprising the old brigade and he has a wide and strong connection, besides a knowledge of coffee, such as is possessed by few knights of the grip.

Of a quiet, pleasing disposition he has made hundreds of friends among the grocers of the country, who always have a welcome for him, greeting him with "Hello, Alf., old boy," and re-

—acting on a good suggestion and making others act.

Suggesting and selling the goods that boosts the average profit of your buyer and employer. The doing what we should each day instead of doing only what we must, remembering always that our value, like charity, begins at home, and that our value consists in our useful service each day to all concerned in our transactions, always leaving your customer so that both will realize the meeting has been profitable.

The wholesale and retail grocers have to sell so many articles that don't pay, that they must keep constantly in mind the articles that do pay in order to succeed. It is for the wholesale salesman to suggest these articles to the retailer, so that the retailer will suggest them to his customers by proper display, etc.



A. T. HODGE.

Traveler for Chase & Sanborn, Montreal.

ceiving in return just as intimate a salutation from the man who sells "Seal Brand."

A GOOD SUGGESTION.

Here is a good suggestion for a wholesale grocer's salesman:

Make a note each day (on a convenient tab that can be easily referred to) of all the profitable articles that you desire to sell that day, and never let a single opportunity pass of suggesting these articles to your customer. It is a fine habit to cultivate.

Wonderful is the power of suggestion

TRIBUTE TO TRAVELING MEN.

Every young man, in preparing for a business career, should spend two or three years on the road, as a traveling salesman. Some of the most successful men in business to-day began as traveling men. We never see a traveling salesman that we do not admire his easy grace, his politeness, and his familiarity with men and conditions.

Traveling men are nearly always well informed; nearly all of them acquire an education from traveling around, and rubbing up against strange men. And an education of this kind is better than a college education, for practical purposes.

Many years ago a joke book was issued, purporting to contain the "jokes" told by traveling salesmen. Traveling salesmen are not given to telling "jokes." They are serious, and well behaved. The notion that they are noted cut-ups originated with the joke book issued many years ago, and which is still offered at railway newsstands. Traveling men are nearly all married, and we have noted that they are nearly all good husbands. In nine cases out of ten, when a traveling man goes on a vacation trip, he takes his wife with him. Take a long ride in a Pullman, and lounge about the smoking room, and you will note that the cleverest men you meet are commercial travelers. Therefore, if you want to give your son an excellent business

training, get him a job as a traveling salesman. He will acquire steadiness, common sense, business ability and integrity for a commercial traveler soon learns the importance of giving everybody a square deal.—Atehison (Kansas) Globe.

SOME "SPECIALS."

"The better the salesman, the more nearly he represents and executes the will of his employer and the more powerfully does his personal force dominate the thoughts of his customers as a result."

One salesman should never intrude upon another who is in conversation with a buyer. He might interrupt at a critical moment. Many orders have been lost through lack of this common courtesy and consideration as between salesmen.

What was known as the "clean bed" bill, fathered by the Mississippi Travelers' Association, has been passed and has become a law in that State. The bill makes it an offense to assign a room to an incoming guest in which the bed linens have not been changed. The bill also provides for the general sanitary regulation of hotels.

"Blame yourself when you fail, and you will succeed. Blame some one else, and you will remain a failure."—Sheldon.

"The biggest item in the expense account," says a salesman, "is the forgetfulness of buyers."

THE FIDGETY BUYER.

I've been on the road for many a day,
And bumped into all sorts of buyers,
The big-hearted fellow, who'll buy and look gay,
The one who will never turn any away,
The grumpy old rooster, who's there with his "nay,"
And the large bunch of good-natured liars.

I'll stand for the fellow who'll argue his case,
And show me I'm not the whole circus.
I'll "shake" with the one who thinks it no disgrace
To lie 'till he's really black in the face.
I'll pardon the one with the rebating pace,
And the one whose sole aim is to "work" us.

I'll eat with the merchant who runs the hotel,
I'll comment on his wife's knack of cooking (?),

I'll fondle his youngsters (and big ones as well),
That is, in the case where the big ones won't tell,
Where the "big one's" a girl, the acknowledged town belle,
And she strikes me as extra good looking.

I'll stand for the fellow with no word to say,
While I talk wares, prices and profit,
Who, when I am through, will jump into the fray,
And figure the "net" in a different way,
Then whisper ironically, "Nothing to-day,"
In other words, "You go to Tophet."

But if there's one man on this globular sphere
Who makes me feel real pugilistic,
'Tis he, when, a salesman is drawing quite near
Who'll "hike" up the stairway or break for the rear,
And just as the train comes you'll see him appear,
Then bid you "Good-bye" so artistic.

I never wish anyone luck the wrong way,
But as this fellow's manner's depressing,
I hope when he 'pears on the great judgment day
At the grand pearly gates, the angel will say,
"I haven't the keys, and St. Peter's away."
I guess this would set him to guessing.
—Ignatius Brennan, in the Sample Case.

TO DEVELOP WESTERN PACKING BUSINESS.

The committee recently formed to promote the establishment of an export trade in chilled meat, and develop the packing-house business in Western Canada and other parts of the Dominion, met at Lacombe, Alta., recently. Frank Whiteside, President of the Central Alberta Stock Growers' Association, was in the chair, and W. F. Stevens, Live Stock Commissioner for the Province of Alberta, also attended the meeting. Since its formation on July 4 this committee has investigated the chilled meat trade and packing-house business, and a large number of letters have been received from people who are in favor of the movement. The writers touch upon the necessity of providing a better market for cattle and hogs if mixed farming is to be encouraged. In several cases influential firms in Great Britain have written, pointing out that a good market exists in that country for large quantities of chilled beef. The question of supplementing the

meat supply of the United Kingdom is being considered by many people in that country. Not only is the need felt of keeping pace with their ever-increasing requirements in that respect, but the question of finding some means of counteracting any antagonistic move on the part of the American Meat Trust is exercising the minds of the legislators. There is no doubt that a scheme for stimulating the dead meat export trade from Canada would be favorably received in the Old Country.

R. H. Rew, Assistant Secretary to the Board of Agriculture of Great Britain, says:—"It seems highly probable that the dead meat trade will continue in the future to increase year by year, with the ever-growing requirements of our population, while the over-sea transit of live animals may be expected to diminish and eventually to disappear, as a relic of an age of imperfect economic development."

WHAT DRUGS CAN A GROCER SELL?

An Ontario country merchant, under a recent date, writes to the editor of The Grocer as follows: "I was fined to-day for selling quinine, though was totally in ignorance of it being contrary to law, and I naturally suppose the bulk of country merchants are in the same fix as myself—don't know any better. Will you kindly answer the followings questions in your next issue?"

- (1) "Is it lawful for a country merchant to sell quinine?"
- (2) "What drugs and medicines can he sell without conflicting with the Pharmacy Act?"

In answer to these questions we have pleasure in giving the following information: It is not lawful for any person but a qualified chemist to sell quinine. Section 26 of the Pharmacy Act fully answers the second question. It reads: "No person shall sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines except patent or proprietary medicines, together with turpentine, epsom salts, senna, alum, borax, castor oil, sulphur, Glauber's salt, cream of tartar, carbonate of soda, bi-carbonate of soda and glycerine."

The information may be of considerable interest to others than our correspondent.

J. W. Windsor, Montreal, was in Toronto on a business trip this week.

Fred Hughes, Montreal, was in Ottawa this week in the interests of Spratt's Dog Foods, for which Fred Hughes & Co. are Canadian agents.

"Men Who Sell Things"

The Salesman's Relation to the Credit Department—How He Can Be a Help and a Hindrance to the Firm's Credit Man—The Why and Wherefore of Carrying a Customer Along.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XIX., Continued.

The Wholesaler's Position.

With a cash payment of five hundred dollars a dealer obtains a thousand dollars' worth of goods from his wholesaler, and returns home without funds for his current expenses. With the credit thus obtained he secures from his bank a few hundred dollars, for which he gives his note secured by goods in his store as collateral. The wholesaler takes no note, is not secured in any way. Credit is extended on confidence. That is a thing the salesman should know and impress upon his trade when occasion demands. Confidence is the common law of barter and selling with the wholesaler. Confidence has built up the great credit system that rules the commercial world. Confidence makes it possible for the merchant with small capital to do business and prosper if he is honest and hard-working. Therefore, his obligation with his dealer should be safeguarded as religiously as his obligation with his banker. But too often this is not the case. The note at the bank is promptly met because of a wholesome fear of banking methods. If there is not enough to go around when pay-day arrives, the wholesaler is put off with excuses and a plea for an extension.

Customers are not always grateful for financial favors. They seem to forget easily, and are often touchy on the subject. After a long up-hill run, during which they are assisted again and again, finally coming out in the clearing, with a little surplus in the bank and the last payment made, they draw a self-satisfied breath and say, "There now, I've got you paid up. I can do as I please."

It's a great thing to be free from the bondage of debt, and a greater thing to remember with gratitude the helping hand that made deliverance possible. It is the salesman's duty deftly but firmly to persuade customers like this to appreciate and recognize their obligation.

An Experience With One Customer.

I remember a customer who had been "carried over" from year to year by the house that gave me my start on the road. The firm went out of its way on many an occasion to help him to make good when no other house in the country would trust him for a dollar.

He was always treated right, receiving all the advantages that the best customer on the books enjoyed. His business finally grew to a point where he was obliged to have more goods than his line of credit with us would permit. Realizing that his need was urgent if his creditors' demands were to be met, I volunteered to set him right with a traveling acquaintance from a neighboring house. The other traveler accepted my statement of his condition, and on his first visit sold him quite a large bill. He kept increasing his purchases with the new house and likewise his payments, neglecting our house on both, naturally feeling that the new house should be paid promptly. As our payments grew smaller, he concluded that he would better place the burden of his business where his remittances were sent. His business continued to grow, and by the time he had wormed himself free from our debt his purchasing power had increased one hundred per cent. Far-away houses began to scent his prosperity, which tickled his vanity. Gradually he slipped farther and farther away from the house that had faithfully stood by him for so many years when he was getting a start.

One day a dispute arose over a price; his purchases had dwindled down to practically nothing; he began to abuse my firm. The ire in my soul was now thoroughly aroused, and I told him in unvarnished terms what I thought of his whole conduct toward us. He got sulky, but was too much ashamed to resent the flaying he received; besides, he knew every word of it was true.

I let him sulk for six months, then called again, greeting him as though nothing had happened. He seemed glad to see me. Cordially extending his hand he said, "Don't say a word. It's all right. I deserved what I got, and now I'm ready to stick to the old firm." And he kept his word, becoming one of our strongest accounts.

CHAPTER XX.

The Salesman's Relation to the Buyer.

Every salesman who has overcome the obstacles that beset his path, and made good, realizes the weight of responsibility that is attached to the daily routine of his work. Heavy as the load appears to be at times, it is as nothing when compared to the thorny road every buyer is obliged to travel in his efforts at selecting only the best sellers the marts of the world afford.

How to pick the winners is as much of a problem to most buyers as the operation of a shell game is to the average public. If the buyer's foresight were as good as his hindsight, all buyers would soon be trying to dodge the proposed tax on swollen fortunes.

It is a great deal easier to criticize than to help. The buyers of your house can get along without your criticism, but they must have your help. Two or three disgruntled salesmen in the line-up can turn enough others against a line of merchandise to swamp the best buyer on earth in less time than it takes to write it. The salesmen of a house can make or break a buyer at will. Nearly all salesmen live in glass houses when it comes to puncturing the mistakes of the buyer with barbed arrows of criticism. It is discouraging for the salesman to be obliged to have to make good the buyer's mistakes on the road; but the true salesmen, the really big men in the profession, are those who have long since learned that to be free is to have power to overcome all obstacles.

There should be no cause for discouragement because of an occasional error in judgment on the part of the buyers. There are enough good sellers left in the line to insure a substantial increase in your sales, if you will devote some of the time to finding them that is spent in trying to persuade other salesmen that the buyers who do not come up to your standard of fitness should be operating peanut stands.

(To be continued.)

A FOLLOW UP SYSTEM.

A salesman soon becomes associated in the mind of a retailer with the firm he represents. In the same way, a firm which advertises persistently in trade newspapers soon succeeds in associating its advertising with its salesmen, in the minds of the retailers. It pleases a reader of a trade newspaper to see the advertising of a firm with which he has dealings. It tends to confirm him in the opinion that he deals with up-to-date, progressive people. When he reads the ad. he thinks of the firm's traveling representative. Thus, though personal calls may be more less infrequent, the firm which advertises in the trade press succeeds in keeping itself and its salesmen green in the memory of retailers.

An Intimate Friend

[By One Who Knows]

An intimate friend is a good thing in business as well as in social life.

You can trust his word and accept his counsel with confidence.

The trade newspaper is the retailer's intimate friend.

Year in and year out it publishes those things which tend to stimulate his ideas, improve his business methods and increase his profits.

As a medium through which manufacturers and wholesalers can secure the attention and confidence of the retailer it is without a peer.

It introduces their goods, backs up their travellers and paves the way for permanent business relationships.

For every reader is a probable customer.

Firm's Credit

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Dried Fruits, Canned Goods and Teas

We have just received per SS. Jacona our first shipment of Dried Fruits of this season's preserving. We expect within a few days our second consignment per SS. Escalona.

Valencia Raisins, Currants, Sultana Raisins, Figs, Prunes, Dates, Evaporated Fruits (Apples, Peaches, Pears and Apricots), Malaga Table Raisins, Candied Peels, Nuts (Tarragona, Mayette, Marbots, Crowns, Filberts, etc.)

These goods are of extra choice quality, and, having been bought under remarkably favorable conditions, we can assure buyers that they can save considerable money on their purchases, notwithstanding the high condition of the market on some of these goods.

CANNED GOODS

Buy your canned goods now. We have a large and varied stock, comprising all the popular brands of FRUITS, VEGETABLES and FISH. Our prices are right and worth investigating. Our assortment of "Soleil Brand" Canned Fruits and Vegetables is most complete and the goods as satisfying as ever. They are goods we especially recommend to buyer and consumer.

TEAS

All teas of the new crop: JAPAN, GUN POWDER, YOUNG HYSON, GREEN CEYLON, BLACK CEYLON, PEKOE, SOOCHONG, FORMOSA OOLONG, ENGLISH BREAKFAST CONGOO, are now here, and we, for our part, have received a very large and choice assortment, amply sufficient to meet all requirements of the trade. We are now, as ever, ready to recommend "Princess" and "Victoria" brands of Black and Japan Teas, the best teas on the market at the price.

WE PAY FREIGHT on all lots of teas, assorted or not, of 200 lbs. or over.

For further information, quotations, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.
Wholesale Groceries, Wines and Liquors
MONTREAL



Canada First Brand

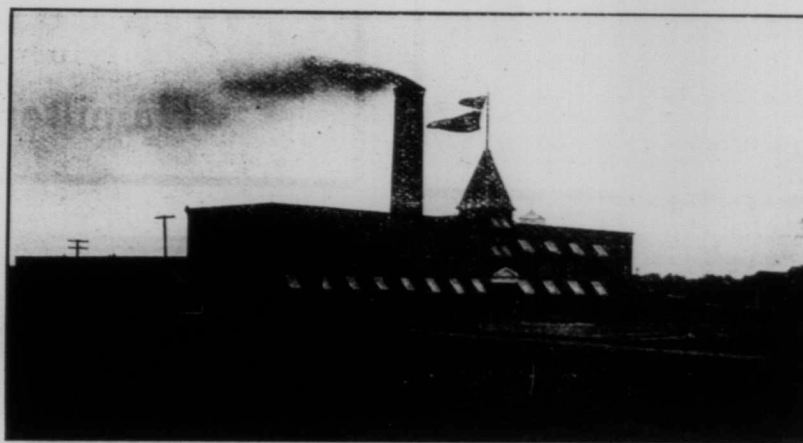
**EVAPORATED CREAM
AND
CONDENSED MILK**

Received Highest Award and
Gold Medal
HALIFAX EXHIBITION, 1908



Attractive Labels and Superior Quality

Highest in
Butterfat
and
Total Solids.



Orders
Promptly
and Carefully
Attended to.

MODERN SAITARYN FACTORY
Aylmer Condensed Milk Co., Limited, Aylmer, Ont.



**No Dead Stock
Good Profits
Every Can Guaranteed**

Manufactured by

CANADIANS



Royal Salad Dressing

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

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

FRESH SAUSAGE

Colder weather will be with us next week. Keep your provision counter well supplied with **Finest Pork Sausage** made from Government inspected pigs—take no other.

F. W. Fearman Co.
LIMITED
Hamilton, Ont.

**Lard, Hams, Bacon
Sausages
and Cooked Meats**

IF YOU WANT THE BEST

BUY O'MARA'S

Select Poultry

ASK FOR QUOTATIONS.

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

**Breakfast Bacon
Skinned Backs
Hams and Rolls**

Finest Quality. Made
from Selected Hogs.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

CHEESE AND BUTTER BULLETIN

Montreal, October 21, 1908.

Now that the end of the season is approaching, the prospects for the winter loom up in close view. It will be remembered that an exceedingly unfortunate condition prevailed in Canada last year, namely, the shortage of feed which rendered it necessary for many farmers to kill off a certain number of their cows.

From all evidence now at hand this unfortunate circumstance will not be present this winter. While there is very little feed in the pastures, farmers have plenty of corn, and their silos are well filled. From this it will be observed that there is a good possibility of the cows coming out next spring in good condition. The local price has gone up so as to put butter beyond an export basis. Last week there was not a single package exported, which amply demonstrates the fact, that the export demand will not stand for excessive prices under normal conditions. This condition after all is rather remarkable as there is plenty of room in the English market for Canadian butter and English people have been taking our butter in generous amounts even in the face of high prices. This, however, was thought to be a little irregular, and in pursuance of some ulterior motive of a highly speculative character. Australian and New Zealand new grass butter is now on its way to the English market, and it is thought this butter will realize good profits as that variety of butter is very scarce and always in good demand in the English markets.

Cheese has certainly offered a good many problems this year, and a number of them are a long way from solution yet. Everyone supposed that the long drought would curtail the make, and that prices would soar. This looked like a reasonable conjecture, but much to the surprise of everybody, the receipts were not diminished, but instead increased. The impression had gained currency in England that Canada was suffering from a frightful drought, and, consequently, the Englishmen looked for small supplies from Canada. When, however, the true state of affairs was made known to them that the bottom had dropped out of the market owing to increased supplies, as they hardly know what to expect of this side. The Trade Bulletin publishes the following regarding New Zealand cheese: "There can be no doubting the fact that reports that have reached us of sales of large quantities of New Zealand cheese are correct. Letters, not only from England, but from New Zealand direct confirm the reports, and include names of buyers, quantity and price. A report also comes to us of another matter which may prove interesting. Heretofore all

early or fodder cheese made in New Zealand have been shipped to England, often in a very green stage, the result being that on arrival a large proportion turned out to be dry, stiff and hard, and showing no meat. In reference to this the report says: "Such will not be the case this year, it being known that a good many factories have been equipped for making butter, as well as cheese, and that where factories have two plants in most cases they will make butter at the beginning of the new season, thus curtailing the early output of fodder cheese in New Zealand. This confirms a statement to this effect made during the summer by a gentleman interested in dairying in New Zealand who passed through Montreal on a business and pleasure trip combined. A good deal is being said about the anticipated large make of New Zealand during the season just opening, but it is a bit premature to say just what may, or may not happen. Away back in March and April last, it was predicted that the make of Canadian would be very heavy this year.

and that prices would be away down. Those who knew the conditions on this side failed to see where a big early make was to come from, it being generally expected that the scarcity of feed and poor condition of cattle would mean a small early or fodder make, which turned out to be correct. Then the long dry spell came on, resulting in some sections suffering very severely, and naturally curtailing the make very much. When it is said that the receipts are some 150,000 to 160,000 boxes behind those of last year, it will show that those who predicted a big increase in production of Canadian cheese during this season, were somewhat premature in their predictions."

Total exports since May 1, 1,537,369 boxes, as compared with 1,775,309 boxes for the corresponding period of last year.

Total receipts since May 1, 1,667,221 boxes, as compared with 1,839,397 boxes for the corresponding week of last year. The local market is quiet, with westerns quoted at 12 $\frac{3}{8}$ c for colored and 12 $\frac{1}{4}$ c for white, and easterns at 11 $\frac{3}{4}$ c to 11 $\frac{7}{8}$ c.

THE PROVISION SITUATION

Toronto Oct. 21, 1908.

The situation presents very similar features to those reported last week with the British market still feeling easy and the local market a little lower.

The strike among the Manchester cotton operatives referred to a couple of weeks ago, still continues to have a noticeable effect on the British market. This, with the usual heavy shipments of Danish bacon and some supplies of Irish, have kept the market well supplied and there has been little demand for the Canadian product.

The packers, too, have not been exceedingly anxious to ship lately. During the pronounced scarcity of hogs some weeks ago the local market was pretty well cleaned up and with a continuance of the good business at home which has been a feature all summer, packers have been anxious to get stocked up again. Business continues very good, though an easier feeling in lard and other pork products is becoming noticeable.

Deliveries during the week have been fairly large with the quality good. The price has eased off a little since last week, \$6 to \$6.10 being offered to-day for hogs f.o.b. October usually sees a large run of hogs, this being about the time when farmers get them into shape for killing but so far this year this has

not materialized. It is expected, however, this large run will come in in a couple of weeks, and unless the British market improves in the meantime prices to farmers will be almost sure to drop another notch.

The United States markets have been on a somewhat unsteady basis during the week, as is shown in the following review from the New York Journal of Commerce: "Hog products have been subject to manipulation to a greater or less extent throughout the week. That there should be a determined assault on the long interests, with the freer movement of hogs was generally expected and created considerable nervousness among those who had accumulated considerable purchases of future contracts. This actually did take place and was followed by a steadier market. The receipts of hogs, however, have not been exceptionally large and moreover, have proved to be generally of an inferior quality. The cash markets have been fairly steady in tone and as a rule stocks have been rather light.

About the middle of the week there was an effort made to force prices to a higher level, with some success. The market has proved very sensitive and easily subject to speculative influences. Domestic consumption of the products is normal and as has been observed the

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inferior quality in a large measure offsets the free receipts at packing points, so that there seemed some hope of steadying the market. As the week pro-



**Volunteer Bounty Act, 1908
WARNING TO PURCHASERS.**

EVERY assignment of the right of a South African Volunteer entitled to a land grant must be by way of appointment of a substitute and must be in the form provided by the Act.

Special attention is called to Sub-section 3 of Section 5 of the Volunteer Bounty Act, 1908, which provides that no assignment of the right of a volunteer by the appointment of a substitute shall be accepted or recognized by the Department of the Interior which is not executed and dated after the date of the warrant for the land grant issued by the Minister of Militia and Defence in favor of the Volunteer.

J. W. GREENWAY,
Commissioner of Dominion Lands,
28th September 1908. Ottawa.
(43)

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The Canadian Grocer.

SALT

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

We Want Butter!

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.

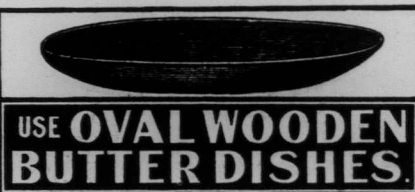
Wholesale Produce Merchants,
TORONTO.

FEATHERS

of all kinds and of the best quality can be had at reasonable prices of

P. POULIN & CO.

MONTREAL
Ask for quotations.



THOMAS BROS., St. Thomas, Ont.

gressed the long interests showed a disposition to proceed with caution, until at least a more definite basis of calculation could be reached. Furthermore, there is a rather marked belief that it would be better to await the coming election before going into extensive operations on either side of the market. With this uncertainty eliminated there will undoubtedly be improved buying, both at home and abroad. There is also the uncertainty of a new crop season as a disturbing factor, which is likely to influence the foreign trade in holding off to await developments. As a general thing, commission houses advised their customers to purchase on each break and in the belief that the situation did not and could not warrant much lower prices."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is firm and prices have been maintained. Receipts of hogs have been very limited and this has increased the tendency to firmness of the market. Another factor which has contributed to this tendency is the fact that stocks held are exceedingly light.

Heavy Canada short cut mess pork, in tierce s.	36 50	37 0
bb's.	25 00	25 50
Selected heavy Canada short cut clear boneless pork.	25 00	25 50
Heavy Canada short cut clear po k.	23 50	24 00
Very heavy clear pork.	25 50	26 00
Plats beef 100-lb. bbls.	08 00	
" 500 "	15 50	
" 300 "	23 00	
Pure Lard—		
Tierces, 375 lbs.	0 13 1/2	
Boxes, 50 lbs., grained.	0 13 1/2	
Tubs, 50 lbs.	0 13 1/2	
Pails, wood, 20 lbs., parchment lined.	0 13 1/2	
Tin pails, 20 lbs., gross.	0 13 1/2	
Cases tins, 10 lbs., each.	0 13 1/2	
" 5 "	0 13 1/2	
" 3 "	0 14	
Compound Lard—		
Tierces, 375 lbs.	0 08 1/2	
Parchment lined boxes, 50 lbs.	0 08 1/2	
Tubs, 50 lbs.	0 08 1/2	
Wood pails, 20 lbs. net.	0 09	
Tin pails, in cases.	0 09	0 09 1/2

EGGS—The demand for small lots is good, but otherwise the market displays no new features.

New laids	0 27	0 28
No 1 Eggs	0 21	0 21 1/2
No 2 Eggs	0 17	0 18

BUTTER—The butter market is firm and prices are the same as at last quotations. Receipts of butter are falling off, but quality remains good. Little or no export business is being done. Last week there was nothing exported.

Fresh Creamery, solids, lb.	0 24	0 26 1/2
prills, lb.	0 26	0 27
Dairy, tubs, lb.	0 20	0 22 1/2

CHEESE—The make is diminishing somewhat, but the supplies arriving are showing good quality. The local market is decidedly dull this week and prices are a shade easier.

Cheese, Easterns	0 11 1/2	0 11 1/2
Westerns	0 12 1/2	0 13 1/2

HONEY—Fair only is all that can be said of honey this week. The cold weather, however, it is expected will brighten things up a bit in this direction. Prices remain as quoted last week.

White clover comb honey.	0 13	0 14
Buckwheat	0 07	0 07 1/2
Buckwheat, extracted.	0 10	0 12
Clover, strained, bulk, 20 lb. tns.	0 09	0 10

BEANS—The bean market would be very active if there were any beans to be had. The new crop is not coming in in sufficiently large quantities to pro-

vide any enlivening features for the market. Ontario primes, which are the centre of attraction just now, are being quoted at \$1.80. Rangoons are selling at \$1.60, and Austrians at \$1.80.

Ontario, pickers, new	1 80
Austrian	1 80
Indian	1 00

TORONTO.

PROVISIONS—Business has undergone a change and this week's trading has been very slow, compared with a week ago. Supplies are freer, but demand has declined very appreciably. Prices have begun to come down, especially on bacon, hams and backs, and an easier tendency is noted in lard lines. A further decline in prices is expected in almost all provision lines before the end of next week. The hogs now being offered are of better quality and are more numerous. Price quotations are a little easier on hog supplies, which, no doubt, has much to do with the decline in the price of hog products.

Long clear bacon, per lb.	0 12 1/2
Smoked breakfast bacon, per lb.	0 15
Roll bacon, per lb.	0 11 1/2
Light hams, per lb.	0 14 1/2
Medium hams, per lb.	0 14
Large hams, per lb.	0 13 1/2
Shoulder hams, per lb.	0 10 1/2
Backs, plain, per lb.	0 16 1/2
" pea meal.	0 17 1/2
Heavy mess pork, per bbl.	20 01
Short cut, per bbl.	24 51
Lard, tierces, per lb.	0 13
" tubs "	0 13 1/2
" pails "	0 18 1/2
compounds, per lb.	0 8 1/2
Plate beef, per 200-lb. bbl.	15 53
Dressed hogs	0 09 1/2

BUTTER—On the higher grades of butter there is an advance of a cent a pound, with a firmer tendency noted on all lines. Some of the larger dealers are still selling at last week's quotations, but they say very little is to be had at the lower prices.

	Per lb.
Creamery prints.	0 26
Creamery solids.	0 25
Farmers' separator butter.	0 25
Dairy prints, choice.	0 22
" ordinary.	0 19
" tubs, choice.	0 23

EGGS—An advance of another cent over last week's quotations is the ruling price of eggs this week. Most of the houses are asking 24c for good stock, though one or two of the large establishments are offering eggs at 23c. Strictly new laid are from 26c to 27c.

CHEESE—Very quiet trading is being done. Supplies are more than sufficient to meet the present demand. Prices are unchanged from last week.

Cheese, large, prime	0 13
" twins.	0 13 1/2

HONEY—While there is no great demand for honey, which is indeed quieter than for some time past, there is a noted firming up generally, especially is this so with regard to good, clear honey.

60-lb. tins.	0 09
Smaller sizes.	0 10 1/2
Comb, doz.	1 50

POULTRY—This is the very best line in this department this week, and supplies are very free. Chickens and hens are down a cent, the other lines being at old quotations. Live weight continues to rule, though dressed fowl are coming in plentiful enough; in fact, some dealers say too many are arriving for this mild weather. Dressed geese are at 10c, and live are quoted about 7c, though very few are to be had. Turkeys are a little freer in supply.

Spring chickens, per lb, live.	0 08
Hens, per lb, live.	0 06
Young ducks, per lb.	0 08
Turkeys, per lb.	0 15
Geese, dressed.	0 10

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GROCCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.



Established 1852.

THERE WILL BE A GOOD DEMAND THIS YEAR FOR

Clark's Corned Beef

We are advertising it largely and it is such great value that you may confidently order a good supply. Don't forget our other lines all tried and proved!

- CLARK'S PORK & BEANS
- CLARK'S OX TONGUE
- CLARK'S VEAL LOAF
- CLARK'S MINCE MEAT
- CLARK'S SLICED BEEF

WM. CLARK

Manufacturer

MONTREAL

Dr. Wylie Condemns Preservatives

The U.S. Bureau of Chemistry says the use of artificial preservatives in food products is detrimental to health. When the order prohibiting their sale comes, how will you be prepared for it?

HEINZ

57 VARIETIES Pure Food Products

do not contain a drop of artificial preservatives. Pure goods and clean methods are the secret of their goodness. They meet the requirements of all food laws.

Anything that's  is safe to sell

H. J. HEINZ COMPANY


Pittsburgh New York Chicago London

PUSH

Cowan's

Cocoa and Chocolate

and get your share of the
Fall and Winter Cocoa and
Chocolate trade.



"C-o-w-a-n-'s"
spells
"satisfaction"
to the Canadian
housewife.

The Cowan Co., Ltd.
Toronto, Canada

By Royal  Letters Patent

Nelson's

Opaque, Brilliant,
Isinglass, Leaf,
and Powdered **Gelatine**

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

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Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)
Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

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

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

CANADA: No better Country



MOTT'S: No better Chocolate

There is something in a name after
all—
This is particularly so when that
name is

MOTT'S

The CHOCOLATE bearing this
name under the brands
"Diamond" and "Elite"
is a profitable and ready seller with
every grocer—
They are for sale by all jobbers.
John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

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"MAKING BOTH ENDS MEET"

is a problem for most housewives in these times
of pinched purses.

You can help "the woman behind the pocket-
book" by telling her about

SHREDDED WHEAT

It contains more real nutriment than beefsteak or
eggs, is more easily digested and costs much less.
Two Biscuits (heated in the oven) with milk and
a little fruit and a cup of coffee will supply all the
nourishment needed for a half day's work at a cost
of five or six cents.

Try it yourself and then tell your customers
about it.

No other grocer makes a larger profit on Shredded
Wheat than YOU do—no "deals," no premiums, no
"sugar," no bribes. The same old policy—A Square
Deal for a Square Dealer.

The Canadian Shredded Wheat Co. Ltd.
Niagara Falls, Ont.

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THE FLOUR AND CEREAL MARKETS

Flour Advanced by Ontario Millers—Oats and Oatmeal Declined in Ontario, Easier in Quebec.

The market this week shows several changes of interest to retailers.

Business continues excellent in flour in all parts of the country, and the markets are exceedingly firm. Millers are jubilant over the present situation and the mills are running merrily to full capacity. These conditions were reflected in Ontario by an advance of 10c on all lines during the week. Other markets are firm, though no direct change is shown.

The oat market, on the other hand, is easier for the present, chiefly as a result of large shipments of western oats, which have relieved the partial scarcity existing for some time. In Ontario this resulted in a decline of 15c; in Quebec the change was not felt to such an extent. This condition is only regarded as temporary, however, and it seems likely that the firm conditions prevailing during the past few weeks will be resumed shortly.

MONTREAL.

FLOUR—Owing to the election campaign being in its last feverish spasm of activity, dealers report slightly slower trade this week. This, however, does not imply dullness, because the market is extremely active, but not quite what it was last week. It is thought that from now forward till Christmas at any rate, the market will be very active. Buyers in the country have been holding off expecting lower prices, but as this seems to be much like pursuing a phantom, they have commenced buying freely. There is somewhat of a scarcity of stocks on the spot, and stocks in the country are virtually exhausted. These conditions have given the market a firmer undertone, but for the time being prices remain as quoted at last issue.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 00
Glenora.....	5 50
Manitoba spring wheat patents.....	6 00
" strong bakers.....	5 50
Viva Rose.....	6 00
Harvest Queen.....	5 50

ROLLED OATS—A weak undertone characterizes this market this week, and some dealers have dropped their prices from five to ten cents. This condition is looked upon by the larger dealers as a fleeting one, and now that the weather has gotten colder they expect prices to go back to their former level. Sales have not been large during the last week which is attributed to the warm weather that has prevailed lately.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated.....	3 05
Gold dust oatmeal, 98-lb bags.....	2 25 2 50
White oatmeal.....	2 00 2 05
Rolled oats bags.....	2 55
" bbls.....	5 35

FEED—Supplies of bran are slightly more liberal this week. There has been some inquiry for export, but so far the scarcity of stock has rendered this out of the question. The smaller mills are contributing more freely, to. There is

a good demand for shorts and middlings. There is no change in quotations.

Ontario bran.....	21 50 22 10
Ontario shorts.....	25 00
Manitoba shorts.....	25 10
" bran.....	00 21
Mouille, milled.....	25 00 27 10
" straight grained.....	30 00 31 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The exceedingly strong wheat markets and the fact that millers sought a more stable selling basis account for an advance of 10c on all lines of flour this week. Millers say they have been doing the work of milling too cheaply and that the present prices will be more satisfactory to all concerned. Prices look as if they would continue at present level at least during the winter.

Manitoba Wheat.	
80 per cent. patents.....	5 40
" ".....	5 10
Strong bakers.....	4 90

Winter Wheat.	
Straight roller.....	4 10 4 30
Patents.....	4 50
Blended.....	4 70

CEREALS—The arrival of a large quantity of western oats of good quality caused an easing off of the market this week and a drop of 15c on oats and oatmeal occurred. This came as rather a surprise, but is only regarded as temporary, the general feeling being that the market will strengthen up again when these oats are disposed of. With this in view it would seem good business for retailers to secure fairly heavy stocks during the present decline. Prices now ruling are as follows:

Rolled wheat in barrels, 100 lbs.....	2 85
" oats in bags, per bag 98 lbs.....	2 65
Oatmeal, standard and granulated, in bags 98 lbs.....	2 95

TRADE NOTES.

Lanin Bros., grocers, Winnipeg, are succeeded by Lanin & Harellick.

Phillips & Locklin, grocers, Vancouver, have dissolved partnership.

Wm. Bevan, Craik, Sask., has sold his general store business to J. R. Rowley.

Pugsley Bros., Waskada, Man., have sold their general store business to Robt. Timmons.

Williamson & Fleming, general merchants, Maple Creek, Sask., are succeeded by Edwin Small.

David Hillhouse, who conducted a general store at Alpha, Sask., has removed his business to Glenavon, Sask.

Montgomery & Henry, grocers and furniture dealers, Nokomis, Sask., have sold their business to L. Tarcotte.

Riggs & Whyte's general store, at Stettler, Alta., was burned during the great fire which swept over that town recently.

John Taylor, a director of the Dominion Travelers' Association, died in Montreal last week at the age of 62. He was one of the best known commercial men in the Dominion.



Wouldn't it pay you, Mr. Grocer, to handle a line of biscuits you could always rely on—whose quality was never the subject of complaint by dissatisfied customers.

Mooney's Perfection Sodas

will offer you this and other advantages. Owing to our perfect method of baking and packing Mooney's Sodas are always fresh, crisp and pure. Send for a trial order to-day and let your customers confirm our statements.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, CANADA



COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:

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

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

MAESTRINI
GENUINE SWISS MILK
CHOCOLATE

Free Samples, with prices, sent to grocers and confectioners.

SOLE AGENTS FOR CANADA

SCHLESINGER BROS. & CO.
MONTREAL

Dominion Cocoa and Chocolate Co.

"FAVORITE" Brand guaranteed pure Cocoa, in bulk and in half-pound tins.

Grocers dropping us a card will be sent **free samples** and prices.

Bulk orders will receive special attention and prices.

16 Place Royale - Montreal


WHITE MOSS



stands for absolutely highest quality in Cocoanut. The reputation of years behind the brand.

OBTAINABLE FROM

The Canadian Cocoanut Co., - Montreal



Talking to the Point

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


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

TRY A CONDENSED AD IN THE CANADIAN GROCER.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



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

Registered U. S. Pat. Off.

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

Freight is no more on full strength

MAPLE SYRUP

"containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal



OPEN TO BUY

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

C. A. PARADIS, Quebec

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal
Agents.

MAPLE SUGAR

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


P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal



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

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

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

CHA

Brief N

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Wm. S Avenue, through f
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CHANGES IN THE CANADIAN TRADE

Brief Notes Regarding New Businesses Established, Assignments and Dissolutions in All Parts of the Dominion.

Ontario.

F. E. Bryan & Co., general merchants, Stratton, have assigned.

D. D. Cain, Bobcaygeon, is closing out his general store business.

A. Albin & Co., general merchants, Glen Robertson, have assigned.

C. Mitchell, grocer, Stouffville, is succeeded in business by Isaac Reaman.

The general store of F. Lint, Ottercliffe Station, was burned last week.

Chas. H. Almas, Burlington, has sold his grocery business to F. E. Elliott.

Laidley & Newton, grocers, Lindsay, have sold their business to J. J. Graham.

Geo. Austin, grocer and butcher, Hamilton, has sold his business to Frank Nixon.

T. J. Allen, grocer, 396 Spadina Ave., Toronto, has sold his business to A. M. Hough.

The Jordan Station Canning & Packing Co., Jordan Station, has obtained a charter.

S. MacDonald, general merchant, of Rainy River, is reported to have sold his business.

Gilbert Graham, grocer, Windsor, is succeeded in business by McCormick & Leatherdale.

John A. Yates, grocer, 158 Queen St. East, Toronto, is advertising his business for sale.

Wm. Mulvaney, general merchant, Port Elgin, is advertising his stock for sale by tender.

H. H. Bishop, grocer and seed merchant, Uxbridge, is succeeded in business by Shier & Co.

F. A. and Walter Kidd, Dummer, have bought John Duff's general store business at Indian River.

Mrs. Cecille Dwyer, grocer, 78 Gladstone Avenue, Toronto, has sold her business to H. W. McCullough.

W. Eddy, grocer and baker, 365½ Yonge Street, Toronto, is succeeded in business by Mrs. Burgess.

Gray & Co., grocers and butchers, 552 Queen Street West, Toronto, have sold their business to Dwyer & Jarvis.

Thomas & Lounsbury, general merchants, Windham Centre, have sold their business to George Smith, Cornell.

Wm. Sulman, grocer, 66 Kensington Avenue, Toronto, sustained some loss through fire in his business premises.

"The Waltons," general merchants, Parry Sound, have dissolved. The business will be continued by Fred. L. Walton under the same name.

E. J. Taylor has withdrawn from the broom manufacturing firm of West, Taylor, Bickle & Co., Norwich, and W. E. Hamlin, Alliston, has become a partner.

Quebec.

E. Beaudoin, grocer, Montreal, has been registered.

The Blue Ribbon Gum Co., Montreal, has dissolved.

Panze & Venne, grocers, Montreal, have dissolved.

A. Kozmina & Co., grocers, Montreal, have been registered.

The assets of O. Poitras, grocer, Lachine, have been sold.

T. H. Pare, general merchant, Tring Junction, has assigned.

The assets of J. D. Phillips, grocer, Montreal, have been sold.

The assets of A. Lapierre, grocer, Montreal, have been sold.

Audet & Tremblay, general merchants, Black Lake, have assigned.

J. D. E. Lafond, general merchant, of Frelighsburg, has assigned.

Bell & Kerr, general merchants, of Cowansville, have assigned.

The assets of J. C. Delage, grocer, Quebec, are to be sold Oct. 16.

Provencher & Frere, general merchants Fecteau's Mills, have dissolved.

P. Trepanier & Co., general merchants, St. Thecle, have been registered.

B. Drouin, general merchant, St. Honore de Shenley, has assigned.

A. Guimond & Co., general merchants, Verdun (Montreal) have assigned.

David Schlaier, general merchant, St. Thecle, is offering to compromise.

The assets of P. Belanger, grocer and liquor dealer, Stadacona, are to be sold October 16.

A curator has been appointed for the general store business of A. Jacobs & Fils, St. Tite.

A curator has been appointed for the general store business of D. L. Nadeau, East Broughton.

Burglars entered Vaughan Bros.' grocery store at Magog recently and made off with a quantity of goods.

The assets of Alfred Meunier, general merchant, Chambly Canton, are advertised to be sold on October 23.

A. Robitaille & Co., wholesale grocers, Montreal, have dissolved, and A. Robitaille has been registered to carry on the business.

Western Canada.

The Moore Co., grocers and hardware dealers, Winnipeg, have sold the hardware stock to J. S. Barrie.

The general store business of Otto Schultz at Gretna, Man., is now being conducted by W. & L. Coblentz.

The estate of E. E. Ingram, Vancouver, sold the grocery stock to A. Pomfret, and not to B. Hawkins, as at first reported.

Maritime Provinces.

Mrs. John Burney, Litchfield, N.S., is succeeded in her grocery business by Chas. Burney.

A. Poitier & Son, succeed Ambrose Poitier in the general store business at Belleville, N.S.

One of the First Things

a grocer does when opening a new store, is to buy a box of FELS-NAPTHA soap, unpack the bars and display the bright red and green cartons on shelves and in the windows.

Don't this suggest the value of these FELS-NAPTHA cartons for displays? Take a hint from the fellow who is getting most of the trade.



FRUITS, VEGETABLES AND FISH

Niagara Grapes and Canadian Apples the Chief Native Fruit Lines—California Valencia Orange Season Over—First Shipment of Messina Lemons—Canada to Try California Tomatoes.

The season for native fruit lines is drawing to a close. Some late peaches and pears are offered, and grapes, too, are fairly plentiful. British Columbia has expressed a preference for Niagara grapes over California's, a carload having reached Vancouver a week ago. Apples are improving in quality, and judging from the prices obtained this week in Liverpool, the packers in Ontario have profited by the lesson learned by Eastern shippers and are sending only good stock.

California Valencia oranges are nearly over. They have been excellent stock and are fine right up to the end. They demand twice the price asked for Floridas, because of the care taken in picking, packing and shipping. Canadian markets have probably seen the last arrival of Valencias for this season, but California navels should be good stock about December 1. Floridas, too, should improve. The great complaint about them is that the early stock is picked too soon and rushed on the market while it is yet green. In this regard Chase & Co., who pack great quantities of Florida fruit, have issued instructions based on the report of the United States Government inspector, who commended the California fruit-growers' system of picking and packing and have sent the same to their agents and all pickers and packers in their employ, emphasizing the fact that the utmost care must be taken with all fruit in the future. For this purpose a specially-padded basket is to be used by pickers and no fruit that is at all bruised will be packed. This is commendable, and the company will be repaid for the attention given to the proper placing of the fruit on the market.

Cape Cod cranberries are advancing, which gives the Nova Scotias a chance to get on the markets away from home. They appear to be first-class stock. The first shipment of this season's Italian lemons left Messina on October 19, and until their arrival some of the Canadian markets are filling orders with California stock. Florida pineapples have made their appearance but until next week no large quantities will be arriving.

Large-sized Spanish onions are very scarce at present and have gone up in price. Canadian Danvers, however, are plentiful and good enough to meet demands. Potatoes are selling readily. California will send to the Canadian markets before the end of the month some samples of its tomatoes, which are said to be like Canadian hot-house stock. This will be the first time for the Canadian markets to take tomatoes

from that state. The importation will be watched with interest.

MONTREAL.

FRUITS—Grapes have been in good demand, and prices have been favorable. Cape Cod cranberries are a little higher this week, being quoted at \$9.50 instead of \$9, as last week. Nova Scotia stock has commenced to arrive, and is being quoted at \$7.50. Verdell lemons are stronger at \$3.25 instead of from \$2.65 to \$3. Other lines remain the same as at the last quotation.

Jamaica oranges, in bbls.....	4 25
Floridas, 126, 15, 176 200.....	3 75
Grape fruit.....	4 75
Verdell lemons, 300 size.....	3 15
Lemons, choice, 300 size.....	2 65
Bananas.....	1 50
Peaches, boxes.....	1 25
Pears, boxes.....	3 75
Grapes, California, Tokays, crate.....	2 25
Pineapples, extra fancy, 24 size.....	5 50
" " 30 size.....	4 75
Cranberries, car's blacks, bbl.....	9 50
Nova Scotias, early blacks, lbl.....	7 50
Apples, Fameuse, XXX, bbl.....	4 00
" " XX.....	2 50
" Colverts Jennettings, XXX.....	2 75
" " XX.....	2 25
Spies, XXX.....	4 00
Baldwins, Greenings, Russets, XXX.....	3 00
" " Spies, XX.....	2 75
Grapes, blue, in large baskets, per lb.....	0 02 1/2
" Concord, blue, small baskets.....	0 18
Niagara, green, small baskets.....	0 22
Roger, red, small baskets.....	0 25
Delaware, small baskets.....	0 35

VEGETABLES—Potatoes are somewhat easier this week, being quoted at 75c to 95c for the native stock, and Green Mountain at 65c to 90c. Carrots are a little lower this week, some being sold at 50c per bag. Other lines remain the same as last quoted. Trade has not been very brisk during the week.

Parley, per doz. bunches.....	0 25
Beets, per doz.....	0 50
Carrots, per doz.....	0 25
Water cress, large bunches, per doz.....	0 10
Spinach, box.....	0 50
Green peppers, doz.....	0 15
Beets, bag.....	1 40
Carrots, bag.....	0 50
Montreal tomatoes, gin box.....	1 40
Green pickling tomatoes.....	0 50
Yellow preserving tomatoes.....	0 50
Spanish onions, large crates.....	2 75
Lettuce, per doz.....	0 50
Radishes, doz.....	0 35
Force radish, per lb.....	0 10
Beet plant, doz.....	0 75
Cabbage, doz.....	0 50
Montreal potatoes, bag.....	0 75
Green Mountains.....	0 65
Onions, large bag.....	1 15
Red onions, barrel.....	3 00
Fresh corn, per doz.....	0 07
Turnips, bag.....	0 75
Pumpkins, doz.....	1 00
Squash, doz.....	1 00

FISH—Fish in nearly all lines is a shade easier this week, which is due to the fact that supplies arriving are large. The demand is good, and is increasing. Gaspé salmon (frozen) is the only line which has varied in any upward way, which is quoted at \$18, but is also in some grades quoted as low as \$15. The maximum in this case is higher than last week, but the minimum is much lower, so the average is lower. Haddies and kippers are in better supply prices are lower, and demand is increasing for this line. Demand for boneless and prepared fish is steady. Green cod is

First Arrivals
Cape Cod Cranberries
Stock extra fancy.

Almeria Grapes
Heavy weights, fancy stock.

LET US HAVE YOUR ORDERS

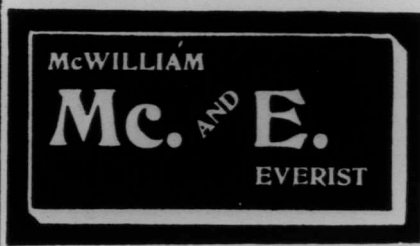
Jamaica Oranges
Verdilli Lemons
Late Valencia Oranges

Valencia Onions
Large cases.

Canadian Onions
Yellow.

Canadian Apples
Fall and winter.

Write us for Close Quotations



25-27 Church Street, Toronto

FROM
THE FRUIT TRADE JOURNAL
NEW YORK

[Issue Oct. 17, 1908]

"Chase & Co., Jacksonville, Florida, appreciating the value of the suggestions of Prof. Powell, of the United States Government, after his investigations in California, are devoting special attention to the handling features of oranges and grapefruit this year.

"Their picking baskets are woven willow, canvas padded, and they have issued strict instructions to every employee from local agent to pickers—that the fruit is to be handled with the greatest care and everything possible done to avoid injuring or bruising."

Ask Your Wholesaler for

Chase's Oranges

and

Grapefruit

J. J. McCabe

Agent

32 Church Street, Toronto

The Can
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Advices I
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Gaspé salmon
B.C. salmon, l
Brook trout, l
Haddock, per
Fresh halibut
Mackerel, "
Dory,
Steak cod, "
Market cod, l
Pike, lb brook
Whitefish, lb
Lake trout, "
Sea trout, lb
Flounders, lb
American live
Bullheads (dre
New smelts...
Smoked
Haddies (e
Kippers, l
Bloaters, l
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Peaches, Canad

California Elbertas, box	1 25
Plums, Canadian greengage	0 50
large blue basket	0 60
I taho blue, crate	1 25
Pears, Canadian Bartlett	0 60
preserving, bbl.	0 50
Grapes, Canadian, bbl.	0 17 1/2
green	0 2 1/2
Rogers and Delawares	0 20
California, box	1 75
Almeira, keg	6 00
Malaga	6 00

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
 Established 1856
 Ingersoll - Ontario
 WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
 Shipments Solicited
 Settlements Prompt
W. A. GIBB COMPANY
 HAMILTON
 JAMES SOMERVILLE, Manager

A BURGLAR'S INSTINCT

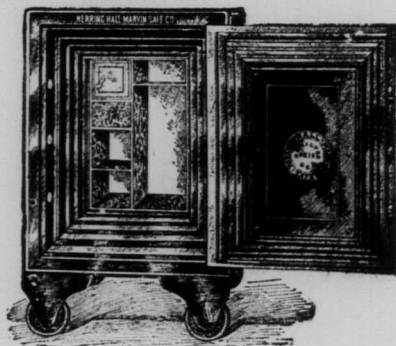
Men familiar with the ways and means of modern cracksmen say burglars never try to open

A HERRING - HALL - MARVIN SAFE.

Any burglar knows that to do so would simply be a waste of time.

HERRING - HALL - MARVIN SAFES

are the only safes that seriously interfere with a burglar's business. They provide real protection for funds, papers, etc.



Selling Agents:
The Canadian Fairbanks Co., Ltd.
 444 St. James St., Montreal.
 Toronto, St. John, N. B.; Winnipeg,
 Calgary Vancouver

Apples, Canadian, snow, bbl.	2 00	2 50
cooking, bbl.	1 75	2 00
Crate Apples, basket	0 40	0 35
Mark Mission, Canadian, basket	0 40	0 30
Oranges, late Valencia, California, box	4 50	6 30
Jamaica, bbl.	4 50	2 50
Florida, boxes, new	3 50	3 70
Lemons, Messina	2 75	4 50
California, box	4 75	
Bananas Jamaica, firsts	1 50	2 00
Jamaica, eighth	1 00	1 25
Jamaica	1 40	1 65
Cranberries, Cape Cod bbl.	9 50	10 00
crate	3 50	
Nova Scotia, bbl.	8 00	
Ontario, c.acs.	2 85	
Citrons, doz.	0 75	
Grape Fruit, Florida, box	4 50	5 00
Kumquats, Florida, crate	5 00	

VEGETABLES—Potatoes and onions are the principal vegetable lines on which trading has been done. Ontario's still have the call and are lower in price by about five cents. The larger sizes of Spanish onions, those in demand, are very scarce and the price has advanced. Quotations continue at the old figures, though small varieties only are to be had just at present. Canadian onions are plentiful enough and are of good quality, so there is no immediate prospect of a famine in this line. The other native lines are not so much in demand and prices remain unchanged. Tomatoes are declining in supply. California will this month send along to Toronto a car of tomatoes from that State—the first to come to Canada. They will be sent on trial and if they prove good sellers no doubt these tomatoes will be added as a regular line.

Tomatoes, Canadian, red, per basket	0 30
Ecos, Canadian, basket	0 25
Ecos plant, basket	0 25
Beans, wax, per basket	0 40
Potatoes, Ontario, per bag	0 70
New Brunswick, per bag	0 85
sweet, barrel	2 75
hamper	1 40
Onions, Spanish, per 50 lb. crate	0 90
white, pickling, basket	0 75
Canadian, dried, bag	0 85
Valencia extra, cases	2 50
Carrots, new, per bushel	0 40
Green Peppers, basket	0 25
Red peppers, basket	0 30
Cabbage, Canadian, bbl.	1 25
Vegetable marrow, basket	0 25
Squash, basket doz.	0 30
White turnip bush.	0 60
Cauliflower doz.	0 50
Celery native, doz.	0 35
Pumpkins	0 60

FISH—A great range of fish lines is offered. Fresh fish continue good in receipt and large quantities of frozen fish are offering. A small consignment of dressed catfish (bullheads) is the novelty of the week. Oysters, too, are ready sellers. In fact, all lines are provoking good business. Demand is splendid, though as yet not much call is made for dried and smoked lines. Prices are the same as a week ago.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 05	0 07
White fish, Georgian Bay, per lb.	0 09	0 10
Herring, medium, per lb.	0 06	0 07
Whitefish	0 10	
Cod, fresh	0 08	
Trou, fresh, per lb.	0 09	
Hallbut	0 09	
Shredded cod per doz.	0 20	
Bluefish, small white, per lb.	0 06 1/2	0 07
Halibut, fresh	0 07	
Sturgeon, per lb.	0 15	
Salmon, silver side	0 10	
Pickrel yellow	0 05	0 07
Soft shell crabs, doz.	0 05	0 09
Sole, Nova Scotia	4 10	
Herring, Digby, smoked, bundle 5 boxes	1 85	
kip, red, 11-lb. box	1 30	1 40
Labrador, bbl.	5 75	
Mackerel, each	0 18	0 20
Smelts, per pound	0 11	0 12
Pollock	0 15	
Oysters, Long Is and, standard sal.	1 50	
" extra	1 75	
" shell, per 100	3 50	6 00
Sole, Nova Scotia	0 15	
Ciscoes, basket, 15 lb.	1 01	
Finnaul Haddie, smoked, 15-lb. package	0 08	0 19

Boneless cod, quail on toast	0 05 1/2
" imperial	0 07
steak	0 06 1/2
Shredded cod, doz.	0 90
Acadia cod, case	2 40
" tablets, box	1 50
Bloaters	1 25
Qualla	0 09
Catfish, dressed	0 09

CUTTING PRICES.
 (With Apologies to "Hamlet.")
 To cut or not to cut. That is the question.
 Whether it is not better in the end
 To let the chap who knows not the worth
 Have the business at cut-throat prices,
 or
 To take up arms against his competition,
 And by opposing cut for cut, end it.
 To cut—and by cutting put the other cut
 Out of business—'tis a consummation
 Devoutly to be wished. To cut—to slash—
 Perchance myself to get it in the neck—
 Aye—there's the rub; for when one starts to meet
 The other fellow's prices, 'tis like as not
 He's up against it good and hard.
 To cut and to slash is not to end the confusion.
 And the many evils the trade is pestered with,
 Nay, nay, Pauline; 'tis but the fore-runner
 Of debt and mortgage such a course portends.
 'Tis well to get the price the goods are worth
 And not be bluffed into selling them for what
 So-and-So will sell his goods for.
 Price-cutting doth appear unseemly
 And fit only for the man who knows not
 What his goods are worth, and who, ere long,
 By stress of making vain comparison
 'Twixt bank account and liabilities,
 Will make his exit from the business.
 —Anon.

PERSONAL NOTES.
 F. D. Cockburn, Montreal representative of the Comfort Soap Co., was in Toronto during the week.
 Armand Chaput, T. H. Merrill and W. McLea Walbank, Montreal, are off on a hunting trip in the north country. They will make their headquarters at Club Chapleau.
 A. M. Piper, of Todhunter, Mitchell & Co., Toronto, is leaving this week on an extended eastern trip in the interests of the firm. He will commence work at Montreal and later visit the Maritime Provinces. Mr. Piper is a familiar figure in this eastern territory, and as he has not visited the district for some years, his many old friends and customers will be glad to see him again. As a coffee and spice expert Mr. Piper stands in the forefront, and his knowledge of these branches makes him a welcome visitor.

Everything in

FISH & OYSTERS

Ask for quotations

The F. T. James Co., Limited

Church & Colborne Sts.

TORONTO

Country Storekeepers!

Hit Two Birds with One Stone

We will accept **No. 1 Poultry**
or Eggs in payment of any
Fish or Oysters bought of us.

O'CONNOR'S Wholesale Fish Market

(Between the two Depots)
MONTREAL

Established over half a century



To restore lost appetites is
the mission of that wonder-
fully restful relish known as

"Brunswick Brand"



Connors Bros., Limited

Black's Harbor, N.B.

FACTS ABOUT GROCERIES

Information of Interest to Grocers and Clerks About the Goods They Sell.
Something About Matches.

Matches are manufactured in many ways and with numerous kinds of machines, and for that reason a description of an operation in one factory would not apply to another. Nearly every manufacturing company has machinery made specially for its use, and covered by patents, and it also employs processes discovered or devised by its own chemists and mechanics, and kept secret to prevent rivals from obtaining and profiting by them. Some time ago an American company sold the right to use its special machines in France, obtaining \$100,000 in cash and an equal sum yearly as royalty. This shows how much depends on the machines, and how much a match manufacturer will pay to get the best. Only by using the best that is obtainable is competition possible. A single machine has been known to turn out 177,926,400 matches in one day—boxed and labeled ready for shipment.

Some matches are shaved with the grain from sawed blocks, some are cut both ways by saws. In some factories the blocks are boiled to make them cut easily. By some machines a boiled or steamed log is revolved on its own axis and a shaving—the thickness of a match—is cut round and round. This shaving is at the same time cut into lengths and split into match sticks. There is hardly a limit to the varieties of methods employed. Round matches are made by forcing them through dies. The Japanese make paper matches which are wood after all.

Primitive Salt Manufacture.

The method of manufacturing salt in Colima (Mexico) is exceedingly interesting owing to its primitiveness. About the end of February a large portion of the floating population within a radius of several hundred miles come down to the sea coast at or near the salt marshes of Cuyutlan. The method of extracting the salt is as follows: A lattice work of branches is erected on poles at a height of about four feet from the ground; the surface earth around the banks of the salt marsh to a depth of some four inches is then excavated with earthenware pieces of pottery and thrown on top of the lattice work of branches. Water is then thrown on the earth and as it percolates is caught in large earthenware pans below. These pans are then put in the sun to allow the water to evaporate, leaving the salt in the bottom of the pan. The instant that the rainy season commences the industry is at an end, but so great is the demand in the entire Republic of Mexico for this class of salt, and so remunerative is the production, that from 5,000 to 10,000 persons annually come to Cuyutlan for the "salt season." An-

other interesting thing about the industry is that the entire town is devoured by cows every year. This is accounted for by the fact that the houses or, more strictly speaking, huts, are built of rushes or swamp grass. These huts, to the number of several hundred, are erected every February and when abandoned in July are at once devoured by the cattle of the surrounding country. Shops, inns, storehouses and all residences are built of this material woven over bamboo framework, and by the end of July or the middle of August the entire place has disappeared.

Sugar As a Disinfectant.

Prof. Trilbert, of the Pasteur Institute at Paris has demonstrated recently that burning sugar develops formic acetylene-hydrogen, one of the most powerful antiseptic gases known. Five grams of sugar (77.16 grains) were burned under a glass bell holding ten quarts. After the vapor had cooled bacilli of typhus, tuberculosis, cholera, smallpox, etc., were placed in the bell in open glass tubes, and within half an hour all the microbes were dead. If sugar is burned in a closed vessel containing putrified meat or the contents of rotten eggs, the offensive odor disappears at once. The popular faith in the disinfecting qualities of burned sugar appears, therefore, well founded.

H. F. Woodburn, Toronto, has joined the staff of Thomas Wood & Co., and will represent them in the Ottawa section. W. A. Twadelle, of Boston, will also represent the same house in the Eastern Townships and west to Kingston.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST

CUT PLUG
SMOKING and CHEWING
TOBACCO

SALES INCREASING DAILY

CLAY PIPES

None Equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow
Scotian!

MR. GROCER—

The house that secures the finest and most reliable Smokers' Requisites, and from whom you will secure greatest satisfaction, is, undoubtedly,

JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



"Keep up with the Twins"



"Keep up with the Twins"

Handle

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 COMPANY, Montreal

Tuckett's Orinoco *Cut* Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

**Our New
"Walker Bin"
Catalogue**

Will be off the press in a few days.

**It should be in the
hands of every
Grocer**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.



**The
Elgin National
Coffee Mills**

40 Sizes and Styles

They are the
*Fastest Grinders
Easiest Runners*

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

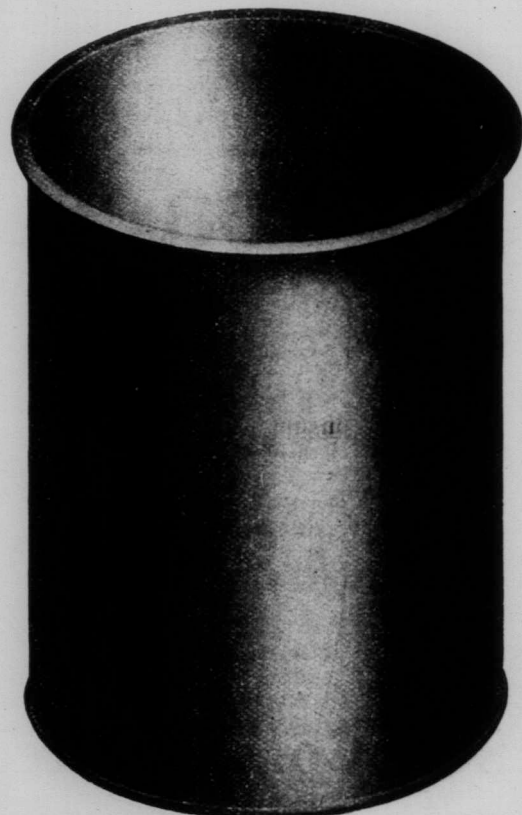
Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada



Give the Tomato a Chance

Pack your Tomatoes in the Tomato
Can made for Tomatoes.

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

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

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

Max Amc Patents

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE "Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED CANS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain, Limited, Toronto
Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO



We can add little to all that has been said about the absolute purity and superiority of

**"Cow" Brand
Baking Soda**

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT

Manufacturers

MONTREAL

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspar St., London, S.W.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

\$60,000,000.00. Shrewd merchants all over the world have paid \$60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave. ■

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR SALE.

FOR SALE—A live and established general business in Saskatchewan. Best stand in town, only one opposition, business improving each year. Stock \$15,000. Reasons for disposing, poor health. Further particulars by addressing Box 219, CANADIAN GROCER, Toronto. [46]

FOR RENT.

TO RENT—Top floor in good warehouse with track, delivery and hoist facilities, 75x75, with office. Apply Nicholson & Bain, Calgary. [42]

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

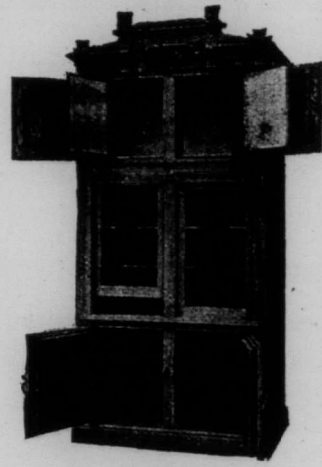
THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLEANER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives, Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd., 154 George St., Toronto

Queen City Water
White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Persons writing advertisers will kindly mention having seen their ad. in this paper.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.
W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 3 doz. in case	.....	\$2 00
1-lb. tins, 5 " "	.....	1 25
1-lb. tins, 4 " "	.....	0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
2-doz.	12-oz.	3 50
1-doz.	12-oz.	3 40
1-doz.	10 lb.	10 50
1-doz.	5 lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	6-oz.	0 80
4 " "	8 " "	0 75
4 " "	12 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
4 " "	16 " "	1 70
4 " "	24-lb.	4 10
2 " "	5 " "	7 50
1 " "	8 oz.	Per case
1 " "	12 " "	\$4 55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
8 gal—Dime	.....
1-lb.	1 40
6-oz.	1 95
4-lb.	2 55
12-oz.	3 85
1-lb.	4 90
3-lb.	13 50
5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	.....
1-lb.	1 33
6-oz.	1 90
4-lb.	2 45
12-oz.	3 70
1-lb.	4 65
3-lb.	13 20
5-lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

CROWN BRAND.

1-lb. tins, 3 doz. in case	.....	\$1 20
1-lb. " " " "	.....	0 80
1-lb. " " " "	.....	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	.....	2 00
1-lb. " " " "	.....	1 2
1-lb. " " " "	.....	0 8

Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-lb. lots or case	.....	0 18
Gillett's Mammoth, 1/2 gross box	.....	2 00

Brooms

Nelson's—	Per doz.
Panay	\$3 65
Good Luck	35 3 25
" "	30 2 85
" "	25 2 25
Bamboo A	3 95
" B	3 65
" O	3 40
" D	3 10
" E	2 95

Soap

The GENUINE. Packed 100 Bars to case.

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.

The King's Food, 2-doz. in case, per case, \$5.

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1 20.

White Swan Self-rising Pancake Flour, per doz., \$1 30.

White Swan Wheat Kernels, per doz., \$1 40.

White Swan Flaked Rice, per doz., \$1.

White Swan Flaked Peas, per doz., \$1.

Chocolate and Cocoa.

THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz. \$4 50

Perfection, 1-lb. per doz. 2 40

1-lb. " " " " 1 30

10c. size " " " " 0 90

5-lb. tins per lb. 0 37

Condensed cocoa, cream and sugar, doz 2 25

Soluble, bulk, per lb. 0 18

London Pearl per lb. 0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate— Per lb.

Plain Rock, 1-lb. cakes, 12-lb. boxes. 0 40

Sweet Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb. \$0 38

Queen's Dessert, 6's, 12-lb. boxes, \$0 40

Vanilla, 1-lb., 12-lb. boxes per lb. \$0 35

Parisian 12, lb. \$0 30

ROYAL NAVY.

Royal Navy, 1/2, 1/4, 12-lb. boxes per lb. 0 33

Diamond, 7's, 12-lb. boxes, per lb. 0 24

" " " " " " 0 25

" " " " " " 0 28

INGERS FOR CASES—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb. 0 31

Vanilla wafers, " 0 35

" nonpareils, 5-lb. box 0 35

" 2's, 3-lb. boxes, lb. 0 28

" 2's, nonpareils " 0 28

Ginger, 5-lb. boxes, lb. 0 30

Milk sticks, box, 1 35

Milk cakes, 5c. size, box, 1 35

AGENTS, C. E. COLSON & SON, MONTREAL.

In 1/2, 1/4 and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

BEESDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz. \$ 90

" " " " " " 2 40

" " " " " " 4 75

" " " " " " 9 00

JOHN F. MOTTS & CO.'S

R. S. McIndoe, Agent, Toronto.

Arthur M. Loucks, Ottawa.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

R. J. Bedlington & Co., Calgary, Alta.

Standard Brokerage Co., Vancouver, B.C.

MOTT'S BREAKFAST COCOA.

Mott's breakfast cocoa, 1/2's, 0 42

" " " " " " 0 42

" No. 1 chocolate, 1/2's, 0 36

" Navy " " " " 0 32

" Vanilla sticks, per gross, 1 00

" Diamond chocolate, 1/2's, 0 25

" Plain choice chocolate liquors 0 34

" Sweet Chocolate Coatings 0 25

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1 and 1/2-lb. cakes 0 33

Breakfast cocoa, 1-5, 1/2, 1 & 1/2-lb. tins 0 41

German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes. 0 28

Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes. 0 36

Auto Sweet chocolate, 1-5 lb. cakes, 3 and 6 lb. boxes. 0 36

Vanilla Sweet chocolate, 1-5-lb. cakes 0 47

Soluble cocos (hot or cold soda) 5-lb. tins. 0 28

Cracked cocos, 1-lb. pkgs., 5-lb. bags 0 34

Caracas tablets, 100 bundles, tied 5s, per box. 3 00

The above quotations are f.o.b. Montreal

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c. 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages 0 36

1 lb. " " " " 0 27

1 lb. " " " " 0 28

1 and 1/2 lb. packages assorted 0 36

1 and 1/2 lb. " " " " 0 27

1 lb. packages assorted in 5 lb. boxes 0 28

1 lb. " " " " 0 28

1 lb. " " " " in 5, 10, 15 lb. cases 0 30

Bulk—

In 15 15 lb. pails and 10, 25 and 50 lb. boxes. Fills. Tins. Bbls.

White Moss, fine strip. 0 19 0 21 0 12

Best Shredded..... 0 18

Special Shred 0 17

Ribbon..... 0 19

Macaroon..... 0 17

Desiccated..... 0 18

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

Feathertrip, pails..... 0 16

Shredded..... 0 15

In packages 2-oz., 4 oz., 8-oz., lb. 0 28

CONDENSED MILK.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Cases, Doz.

"Eagle" brand (4 doz.)..... \$6 00 \$1 50

"Gold Seal" brand (4 doz.)..... 5 00 1 25

"Challenge" brand (4 doz.)..... 4 10 1 45

Evaporated Cream—

"Peerless" brand evap. cream.... 4 70 1 20

" " " " " " hotel size..... 4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)..... \$4 85

Reindeer " brand per case (4 doz.).... 5 75



COFFEES.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House..... \$0 32

Nectar..... 0 30

Empress..... 0 28

Duchess..... 0 26

Ambrosia..... 0 25

Plantation..... 0 23

Fancy Bourbon..... 0 20

Bourbon..... 0 18

Crushed Java and Mocha, whole, 0 17

Golden Rio..... ground, 0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground..... 0 30

Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground..... 0 30

German Dandelion, 1 and 1 lb. tins, ground..... 0 22

English Breakfast, 1 lb. tins, ground 0 13

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole..... 0 40 0 30

JAMES TURNER & CO.

Mocha..... \$0 32

Damascus..... 0 28

Cairo..... 0 20

Sirdar..... 0 17

Old Dutch Rio..... 0 12

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Ladramme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz..... 1 75

10 " " " " " " 3 00

Rep. quart, 1 " " " " " " 4 50

Imp. " " " " " " 9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 33c. lb

Mo-Ja, 1-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 3-lb. tins 28c. lb.

CAFE DES EPICURES—1-lb. fancy glass jars, per doz. \$3 60.

CAFE AROMATIQUE—1-lb. amber glass jars, per doz. \$4.

Presentations, (with 2 tumblers), \$10 per doz.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins..... \$0 33

"Gilt Edge" in 2 lb. tins..... 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

CHEESE—Imperial

Large size jars, per doz..... 4 50

Medium size jars, "..... 4 50

Small size jars, "..... 2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz. 18 00

Med. size " " 17 00

Small size " " 12 00

Roquefort—

Large size, doz. 2 40

Small size, " " 1 40



CONFECTIONS

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box 1 80

Milk Chocolate Sticks, 36 in box. " 1 35

10c. cakes, 36 in box " 2 55

Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33

" " " " " " No. 2 " 0 25

Maple Buds 5-lb. boxes, lb. 0 36

Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb. 0 40

These prices are F.o.b. Toronto.

FOR SALE IN CANADA BY THE ELY BLAIN CO. LTD.

Toronto, C. O. Beauchemin & Fils, Montreal.

\$2, \$3, \$5, \$10, \$15 and \$20.

All same price per size or assorted.

UN-NUMBERED

Under 10 books..... each 04

10 books and over..... each 13

50 books to 100 books..... 18

For numbering cover and each coupon, extra per book 1/2 cent.

CLEANER.

LASTBRIGHT

Per doz.
4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz. \$3 20

" " " " " " 1 " " " 3 00

" " " " " " 4 " " " 4 50

" " " " " " 20 " " " 4 75

" " " " " " 20 " " " 9 00

THOMAS J. LIPTON

Prices on application.

JELL-O ICE CREAM POWDER

FOR MAKING ICE CREAM

Pays 50¢ Profit

Assorted Case, Contains 2 doz. \$2 50

Chocolate (Straight) Contains 2 doz. \$2 50

Vanilla (Straight) Contains 2 doz. \$2 50

Strawberry (Straight) Contains 2 doz. \$2 50

Lemon (Straight) Contains 2 doz. \$2 50

Unflavored (Straight) Contains 2 doz. \$2 50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley 1-lb. tins.... \$1 25

" " " " " " 1-lb. tins.... 1 25

" " " " " " 1-lb. tins.... 1 25

" " " " " " 1-lb. tins.... 1 25

FLAVORING EXTRACTS.

SHIRIFF'S

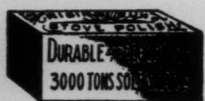
1 oz. (all flavors), doz. 1 00
2 " " " " " " 1 75
3 " " " " " " 3 00
4 " " " " " " 3 00
5 " " " " " " 3 75
8 " " " " " " 5 50
16 " " " " " " 10 00
32 " " " " " " 19 00

Discounts on application.



RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

The Long Evenings of November

Afford the busy man and woman as well as the young people of the household many hours for quiet, profitable reading—evenings that may be filled with pleasure and instruction. A good habit to form—if you have not already done so—is to subscribe for and regularly read a wholesome, clean, bright and well illustrated magazine.

The **NOVEMBER EDITION OF BUSY MAN'S** is now out. Procure a copy. It will prove satisfactory in every sense.

System and Business.

- The Greatest Game in the World.
- The Business Woman of the Future.
- A Trade Opportunity That Has Been Neglected.
- We Do Just What We Have To.
- How Railway Men Are Made.
- The Master Man.

Political and Commercial Affairs.

- Canadian Transportation.
- Some Curiosities of Diplomatic Life.
- The War Against Trusts in America.

Life Stories of Successful People.

- How Arthur Spurgeon Became a Great Publisher.
- Romance of Success; Life Story of Daniel G. Reid.
- The Prolongers of Life.
- Men and Events in the Public Eye.



Short Stories.

- The Entangled Church.
- Big Jim's Renunciation.
- Experience of The Gaffer.

Travel and Description.

- Monte Carlo and Its Game.
- A Jap School for Spies.
- Making Canadian Weather Predictions.

Miscellaneous.

- The Curiosities of Sleep.
- The Kind of Cigars King Edward Smokes.
- How a Play is Produced.

Additional Features.

- Busy Man's Bookshelf.
- Culture Versus Cram.
- Humor in The Magazines.
- Improvements in Office Devices.
- Contents of November Magazines.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York Chicago London, Eng.

Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.



JAMES SATOER'S WHOLE Agents, Rose &

1-lb. glass jar, sore THON Prices on applic

Compound Fruit 12-oz. glass jars, 3 1-lb. tins, 3 doz. in 5 and 7-lb. tin pal crates... 7 and 14-lb. wood 30-lb. wood pallets Compound Fruit 13-oz. glass jars, 3 1-lb. tins, 3 doz. in 7 and 14-lb. wood

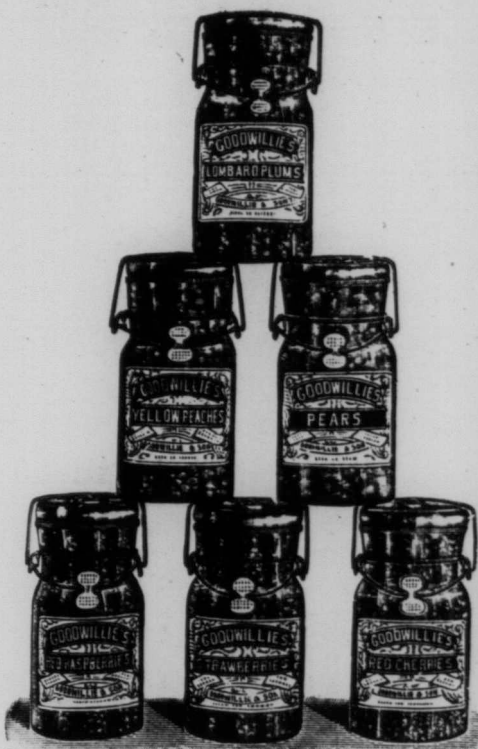
4-lb. wood pallets... Pure Jams—1-lb. (jam) 3 doz. in Jell IMPERIAL



Assorted Macaroni Imper GENESSE



Assorted Case, Assorted Case, Lemon (Straig Orange (Straig Raspberry (Straig Strawberry (Straig Chocolate (Straig Cherry (Straig Peach (Straig weight 1 lb. per ca



The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents: ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz \$ 20
THOMAS J. LIPTON

Prices on application.
L. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case..... per lb. 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 07
7 and 14-lb. wood pails..... per lb. 07
2-lb. wood pails..... 06 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 07 1/2
7 and 14-lb. wood pails, 6 pails in crate per lb. 07
10-lb. wood pails..... 06 1/2
Pure Jams—1-lb. glass jars (16-oz. gem) 3 doz. in case..... per doz. \$1 80

Jelly Powders



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited
GENUINE PURE FOOD CO.



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
weight 1 lb. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....\$0 10
4-bbls. 0 10 1/2
Tubs, 80 lbs. 0 10 1/2
20-lb. Pails. 2 10
30-lb. tins.. 2 00
Cases 3-lb. 0 11
" 5-lb. 0 10 1/2
" 10-lb. 0 10 1/2



Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper.... per lb. \$0 40
Fancy boxes (36 or 50 sticks).... per box 1 25
" Ringed " 5-lb. boxes..... per lb. 0 40
" Acme " pellets, 5-lb. cans.... per can 2 00
" Acme " pellets, 40 per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans..... per can 2 00
Licorice lozenges, 5-lb. glass jars..... 1 75
" 20 5-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 45
" Purity " licorice 100 sticks..... 0 75
Dulce large cent sticks, 100 in box..... 0 75

Lye (Concentrated).

GILBERT'S PERFUMED. Per case.
1 case of 4 doz. \$3 50
2 cases of 4 doz. \$5 50
5 cases or more \$ 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.
12-oz. glass jars, 3 doz. case... per doz. \$1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case, per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. " " " " " 2 80
4-lb. tins, " " " " " 4 65
7-lb. " " " " " 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. " " " " " 3 10
7-lb. tins, " " " " " 8 25



THOMAS J. LIPTON
Prices on application.
Mince Meat.
Wetley's condensed, per gross net... \$13 00
per case of doz. net \$ 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$4.7
" hotel..... 4.90
Silver Cow Milk..... 5.00
Purity Milk..... 4.70
Good Luck..... 4.30

Margarine

COLMAN'S OR KEENE'S.

D. S. F., 1-lb. tins..... per doz. \$1 40
" 2-lb. tins..... " 2 50
" 5-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar. 0 75
" 1-lb. jar..... 0 25
F. D. 4-lb. tins..... per doz. 0 85
" 1-lb. tins..... " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" 4-pt. 24's..... 25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COO BRAND.

DWIGHT'S BAKING SODA
Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 4-lb. (containing 150 pkgs. per box, \$3 00).
Case of 1-lb. and 4-lb. (containing 80 1-lb. and 60 4-lb. pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 96 pkgs., per box, \$3

MAGIC BRAND. Per case
No. 1, cases, 80 1-lb. packages..... \$ 75
No. 2, " 150 1-lb. " " " " " 2 75
No. 3, " 100 1-lb. " " " " " 2 75
No. 4, " 100 1-lb. " " " " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case \$ 00
5 cases..... \$ 75

THE CANADIAN GROCER
STRIKING FEATURES

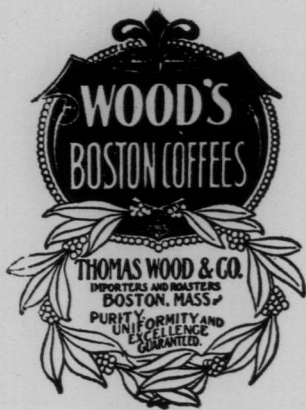
PURITY appeals to all classes of consumers.
 UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.
 SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.
 They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street, - MONTREAL



Soap and Washing Powders
 A. P. TIPPET & CO., Agents.
 Maypole soap, colors..... per gross \$10 20
 black..... 15 30
 Oricle soap..... " 10 30
 Gloriosa soap..... " 13 00
 Straw hat polish..... " 19 30



3 doz. to box \$3 45
 6 doz. to box \$6 90
 30 days.

EDWARDSBURG STARCH CO., LIMITED.
 Laundry starches— per lb.
 No. 1 White or blue, 4-lb. cartons..... 0 06
 No. 1 " " 4-lb. "..... 0 06
 Canada laundry..... 0 06
 Silver gloss, 4-lb. draw-lid boxes..... 0 08
 Silver gloss, 4-lb. tin canisters..... 0 08
 Edward's silver gloss, 1-lb. pkg..... 0 08
 Kegs silver gloss, large crystal..... 0 08
 Benson's satin, 1-lb. cartons..... 0 08
 No. 1 white, 4-lb. and kegs..... 0 08
 Canada White Gloss, 1-lb. pkg..... 0 08
 Benson's enamel..... per box 1 50 to 3 00

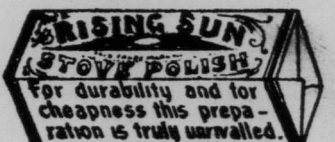
Culinary Starch—
 Benson & Co.'s Prepared Corn..... 0 07 1/2
 Canada Pure Corn..... 0 06 1/2
Rice Starch—
 Edwardsburg No. 1 white, 1-lb. car. or blue, 4-lb. lumps..... 0 08 1/2

BRANTFORD SEASON WORKS, LIMITED
 Ontario and Quebec.
Laundry Starches—
 Canada Laundry, boxes of 40 lb. \$0 06
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lb. 0 06
 Finest Quality White Laundry—
 4-lb. Canisters, cases of 48 lb. 0 06 1/2
 Barrels, 200 lb. 0 72
 8 lbs. 100 lb. 3 2 1/2

Lil/ White Gloss—
 1-lb. fancy cartons, cases 40 lb. 0 08
 4-lb. toy trunks, 8 in case..... 0 08
 4-lb. enameled tin canisters, 8 in case..... 0 08
 Kegs, ex. crystals, 100 lb. 0 07
Brantford Gloss—
 1-lb. fancy boxes, cases 26 lb. 0 08
Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 3 60
Quintoid Starch—
 Boxes of 48 cartons, per case.... 3 60

Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 06
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 07 1/2
Crystal Malt Corn Starch—
 1-lb. packages, boxes 40 lb. 0 07 1/2
SAN TOY STARCH.
 pkgs, cases 5 doz., per case.... 4 75
Stove Polish. Per gross.

Rising Sun, 5-oz. cakes, 1-gross boxes 6 50
 Rising Sun, 3-oz. cakes, 1-gross boxes 4 50
 Sun Paste, 10c. size, 1-gross boxes.... 10 00
 Sun Paste 5c. size, 1-gross boxes.... 5 00



JAMES' DOME BLACK LEAD Per gross
 6a size \$2 40
 2a " 2 50
NICKLE PLATE STOVE POLISH.
 Pints..... 2 90
 Quarts..... 5 40
 2-gal. pails 25 lbs..... 1 25 each
 3 " 38 1/2 lbs..... 1 75
 Gallons..... 4 50

Syrup.
EDWARDSBURG STARCH CO., LTD.
 "Crown" Brand Perfection Syrup.
 Barrels, 600 lbs. 0 03 1/2 per lb.
 Half-barrels, 350 lbs. 0 03 1/2 " "
 Kegs, 150 lbs. 0 03 1/2 " "
 2-gal. pails 25 lbs..... 1 25 each
 3 " 38 1/2 lbs..... 1 75 " "
 1-lb. tins, with label..... Per case
 1 lb. tins, 2 doz. in case..... 2 40
 5 " 1 " " 2 75
 10 " 1 " " 2 85
 20 " 1 " " 2 60
 (5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
 Bee Hive Brand Corn Syrup.
 Barrels, 60 lbs. 0 03 1/2 per lb.
 Half-barrels, 350 lbs. 0 03 1/2 per lb.
 Kegs, 150 lbs. 0 03 1/2 " "
 2-gal. pails 25 lb. 1 25 each
 " 38 1/2 lbs. 1 75 " "
 2-lb. tins, 24 in case, per case.... 2 40
 5-lb. " 12 " " 2 75
 10-lb. " 6 " " 2 65
 20-lb. " 3 " " 2 60



THE 'SALADA' TEA CO.
 Wholesale. Retail.
 Brown Label, 1's and 1/2's \$0 25 \$0 30
 Green Label, 1's and 1/2's 0 27 0 35
 Blue Label, 1's, 1/2's and 1's 0 30 0 40
 Red Label, 1's and 1/2's 0 35 0 50
 Gold Label, 1's 0 44 0 60

LIPTON'S TEA
 Thomas J. Lipton
 75 Front St.
 East,
 Toronto.



Packed in air-tight tins only.
 Blue label 1's and 1/2's wholesale retail
 Orange " 1/2's, 1's and 1's 0 24 0 30
 Pink " 1/2's, 1's and 1's 0 30 0 40
 Red " 1/2's and 1's, tins 0 35 0 50
 Gold " Dominion blend, 1's and 1/2's 0 44 0 60
 " Afternoon blend, 1's and 1/2's 0 50 0 70



Blue Label, 1's 0 30 0 35
 Blue Label, 1/2's 0 31 0 35
 Orange Label, 1's and 1/2's 0 32 0 40
 Brown Label, 1's and 1/2's 0 35 0 40
 Brown Label, 1's 0 30 0 40
 Green Label, 1's and 1/2's 0 35 0 50

Red Label, 1's 0 40 0 50
LAPORTE, MARTIN & OIE, LTD.
Japan Teas—
 Victoria, hf-c, 90 lbs 0 25
 Princess Louise, hf c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
 Lady, cases 60 lbs 0 18
 Duchess, cases 60 lbs 0 19



Wholesale Retail
 Yellow Label, 1's 0 20 0 25
 " 1/2's 0 21 0 25
 Green Label, 1's and 1/2's 0 24 0 30
 Blue Label, 1's and 1/2's 0 25 0 35
 Red Label, 1's, 1/2's and 1's 0 30 0 40
 White Label, 1's, 1/2's and 1's 0 35 0 50
 Gold Label, 1's and 1/2's 0 42 0 60
 Purple Label, 1's and 1/2's 0 55 0 80
 Embossed, 1's and 1/2's 0 07 1 00



Wholesale Retail
 Pink Label, 1's and 1/2's 30c. 40c.
 Gold Label, 1's and 1/2's 35c. 50c.
 Lavender label, 1's and 1/2's 42c. 60c.
 Green Label, 1's and 1/2's 50c. 75c.
Canisters
 Gold Tins, 5's 13c. 1.75 50c. 2.50
 Gold Tins, 3's 8c. 1.05 50c. 1.50
 Gold Tins, 1's 36c. each 1.50c. each
 Gold Label, 1's 18c. ea. 26 lb. 25c. ea. 10 lb.
 Red Tins, 1's 15c. ea. 70 lb. 11c. ea. 10 lb.
 Red Tins, 1/2's 18c. ea. 72 lb. 7c. ea. 1.0 lb.



Wholesale Retail
 Black, green, mixed, 1's 0 70 1 00
 " " " 1/2's 0 55 0 80
 " " " 1 lb. & 1/2 0 44 0 60
 " " " 1 lb. & 1/2 0 40 0 60
 " " " 1 lb. & 1/2 0 38 0 50
 " " " 1 lb. & 1/2 0 30 0 40
 " " " 1 lb. & 1/2 0 32 0 40
 " " " 1 lb. & 1/2 0 25 0 30
 " " " 1 lb. & 1/2 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Wholesale Retail
 Black Label, 1-lb., retail at 25c. \$0 20
 " 1-lb. 0 21
 Blue Label, retail at 30c. 0 22
 Green Label, " 0 30
 Red Label, " 0 35
 Orange Label, " 0 45
 Gold Label, " 0 60

RIDGWAYS.
 London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail.
 Capital Household, 1's and 1/2's 0 40
 Old Count, 1's and 1/2's 0 35
 5 o'clock, 1's and 1/2's 0 48
 H. M. B., 1's and 1/2's 0 75
 Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THE EMPIRE TOBACCO CO., LIMITED
 Smoking—Empire, 4s, 6s, and 12s.... \$0 45
 " Amber, 8s and 12s 0 60
 " Ivy, 1s 0 50
 " Rosebud, 7s. 0 15
Chewing—
 Currency, 12s. and 6s. 0 44
 " Old Fox, 12s. 0 48
 " Snowdome, 6s. 0 51
 " Pay Roll, 7s. 0 66
 " Stag, 10s. 0 45
 " Bobs, 6s. and 12s. 0 45
 " 10 oz. bars, 6s. 0 45
 " Fair Play, 8s. and 12s. 0 53
 " Club, 6s. and 12s. 0 46
 " Universal, 12s. 0 52
 " Dixie, 7s. 0 56

JOS. COTE, QUEBEC.
 Cigars, per thousand.
 Cote's Fine Charoots, 1-10 \$15
 V.H.C., 1-30 25 00
 St. Louis (Union), 1-30 35 00
 Champlain, 1-30 35 00
 El Sergeant Premium, 1-30-1-40 55 00
 J. C. OI, Havana P. Finos, 1-30 75 00

Out tobaccos.
 Petit Havana, 1-12-1-4 0 40
 Quessel, 1-4-1-3 0 45
 " 1-9 0 48
 Cote's Choice Mixture, 1-lb tins 0 75
 " 1-lb " 0 70
 " 1-lb " 0

Veterinary Remedies.
W. F. YOUNG
 Absorbine, per doz. \$18 00
 Absorbine Jr., " 1 00
Yeast.
 Royal yeast, 3 doz. 5 cent. pkgs. \$1 10
 Gillette's cream yeast, 3 doz. in case .. 1 10

C U R R A N T S

Ask for "Meyer's"

- Fine Filiatra
- Choice Amalias
- Choice Patras
- Choice Gulf
- Choicest Vostizza

THE leading importers realize that a large section of the retail grocery trade knows good currants and will demand them. For this reason a very large quantity of our fruit is being landed ex the direct steamers "Bellona" and "Jacona"—a quantity sufficient to supply every retail grocer in Canada with several cases.

For reasons known to himself your jobber may be one of the few who has neglected to import our brands—who may want to sell you currants branded with a high-sounding but fictitious name. If so—

Ask for Meyer's

Our name on the case is an absolute guarantee that the contents are the finest currants of their growth or grade—are honest value. Insist and you can get them, then watch your business grow—and your profits, too.

W. Meyer & Co.
Patras, Greece

ES
is not
you.
S
allies,
REAL
g and Ceylon
n 40
0 60
0 80
0 100
in stock
0 30
0 45
0 75
in
Capital Household, 1's and 1/2's
5's and 10's
H. M. B. 1's and 1/2's
H. M. B. 5's and 10's
H. M. B. 1's and 1/2's
H. M. B. 5's and 10's
at all our branches in Canada.
THOMAS
WOOD & CO
Montreal and
Boston
olesale reta
0 40 0 60
0 35 0 50
0 30 0 40
grades—either
D., LIMITED
12s..... \$0 46
..... 0 60
..... 0 50
..... 0 15
1 6s..... 0 44
..... 0 48
..... 0 51
..... 0 56
..... 0 45
..... 0 45
..... 0 46
..... 0 53
..... 0 46
..... 0 47
..... 0 56
and.
..... \$15
..... 25 00
..... 35 00
..... 35 00
1-40 65 00
30 75 00
..... 0 40
..... 0 65
..... 0 68
ins 0 75
" 0 70
" 0
edies.
..... \$15 00
..... 1 00
ge \$1 10
in case .. 1 10

YOUR SALT!

Season Late

Rush Must Come

Look to Your Stock

VERRET, STEWART & CO.

LIMITED

MONTREAL

WETHEY'S Condensed Mince Meat

is becoming as

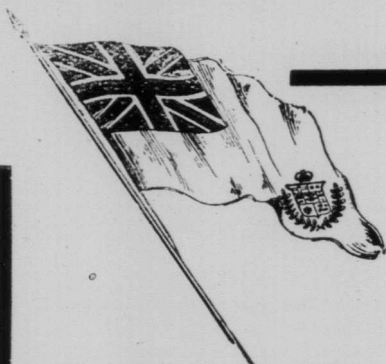
Staple as Sugar

One package (retailing at 10c.) makes two large or three small pies.

Why sell from the unsanitary, disease-breeding open pail when you can offer your customers better goods in a dust proof package?

Ask your jobber for it.

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

JUST TO HAND, CAR

Empire Pickles

in Eng. Malt Vinegar—

Pints, Half-Pints, Patent Tops, 15 and 25c. Bottles

In Mixed, Chow, Gherkins, Onions, Walnuts, Relish,
and Sweet Mixed and Sweet Gherkins.

Labrador Herrings

Labrador Sea Trout

Empire Wheat Granules

SEE OUR TRAVELLERS.

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton,

Ontario

**4 Free Phones
for Use.**

USE THEM FREELY