

CANADIAN GROCER

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

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

PUBLICATION OFFICE: TORONTO, SEPTEMBER 3, 1909

NO. 36.



*If our talks on Laundry Blue week after
week have convinced you to try*

Keen's Oxford Blue

*we will have done your customers a good service--They have had the
world's best Laundry Blue.*

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

AT THE EXHIBITION

GROCERS attending the Canadian National Exhibition are invited to visit our stand. Our display is designed to be informing and educational, and no one in the trade should miss seeing it.

EDWARDSBURG STARCH CO.

ESTABLISHED 1858

LIMITED

53 Front St. E., TORONTO, Ont.

Works: CARDINAL, Ont.

St. James Street, MONTREAL, P.Q.



THE SURE SELLER.
WHY?

"SURPRISE" Soap is sold before it ever goes into your store.

You never have to think about bad soap stock if it is "SURPRISE," because everybody knows that "SURPRISE" is the best laundry soap in the country.

To you it is as negotiable as government bonds or coin of the realm.

"SURPRISE" is a bigger seller this year than it was last year, and it will be still bigger as the country's population increases.

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

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PURE FOOD

You are quite safe and sure when you sell your customers pure, unadulterated goods, and every one of the following are the purest human skill can pack and money can buy.

CODOU'S
Macaroni
Vermicelli
and Pastes
Always the Best

COX'S
Gelatine
Perfectly Pure

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

Taylor's
PEELS
Candied or Drained

"Thistle"
"Canned"
**Haddies and
Herring**
The best packed

All first-class dealers sell these.

IT PAYS



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p>Oh! You Manufacturers I still have time for another "live one." Don't you want your goods pushed? Write me to-day. G. WALLACE WEESE Manufacturers' Representative 30-32 Main East "Face-to-Face Basis" HAMILTON</p>	<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 29 Melinda Street, Toronto</p>
<p>Canadian Manufacturers, Importers and Exporters If you want to get the best information re Irish trade, send for a sample copy of THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL PUBLISHED EVERY WEEK This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade. 10, Garfield Chambers, Belfast, Ireland</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents or Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>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.</p>	<p>W. H. Millman & Sons Grocery Brokers TORONTO</p>	<p>RAW SUGAR ON SPOT One Car Barbadoes Muscavado One Car Bright Jamaica Crystal PRICES SUBMITTED LIND BROKERAGE CO. 23 Scott Street Toronto</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO.</p>	<p>Ask us for quotations on green apples, in car lots.</p>	<p>Merchants, Manufacturers and Shippers We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West. Good track storage. Advances made on consignments.</p>
<p>Customs Brokers and Warehousemen 27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A.B.C. 5th edition, and private.</p>	<p>J. D. Brack & Co. Wholesale Brokers WINNIPEG</p>
<p>If you want the real thing, buy MUNS' genuine, non-freezing Cod Liver Oil. Original Process. In 25-gallon, tin-lined barrels. Highest Prizes and Gold Medals at European Exhibition. Stock carried. Wholesale only. ROBERT ALLAN & CO. MONTREAL General Commission Merchants</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN Domestic and Foreign Agencies Solicited.</p>
<p>WAREHOUSE ACCOMMODATION IN OTTAWA Largest warehouse in Ottawa Valley. Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea. stood the test in Western Canada for over 12 years. sales always increasing. Sold in bulk, 1 lb. packets and 5 lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years. Yours truly, G. C. WARREN</p>	<p>H. B. BORBRIDGE Manufacturers' Agent and Broker OTTAWA Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.</p>
<p>D. STAMPER Wholesale Grocery, Fruit and Confectionery Broker. Manufacturers' Agent and Warehouseman. Importing Commission or Buying Agent. Warehouse: City Spur Track. Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office. P.O. Box 793 MOOSE JAW, SASK.</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>Try a business card in The Canadian Grocer.</p>

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A card

We extend to you

a hearty invitation to make our Sample Room
your headquarters during your visit to the

Canadian National Exhibition

Our travellers will be here to meet you and all our facilities are
at your disposal.

Incidentally we have some lines to show you which are
of such exceptional value we know will appeal to you.

COME IN AND SEE US.

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

A PHENOMENAL SELLING LINE



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

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

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

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

Essex Corn and Tomatoes

While many sections are complaining of the drought and its bad effect on the TOMATO CROP we have been specially favored with the finest QUALITIES grown in years and a superabundance of the better grades.

As a result we are doubling our sales of last year and are equal to still more business.

Our Cannery is located in the most favoured agricultural section in Canada where the finest Corn and Tomatoes reach the highest stages of perfection.

Send for Quotations. This is Headquarters for the
best of everything in Canned Fruits
as well as Vegetables

THE ESSEX CANNING AND PRESERVING CO.,
ESSEX - - ONTARIO LIMITED

A strong combination-

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

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

The Farmers' Canning Company
Bloomfield, - Ontario

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The Big Crop Spells

Prosperity for Western Canada

The Canadian Bank of Commerce estimates the farm value of the western crops at \$160,000,000 this year—an increase of nearly 40 per cent over last year.

This means active business in the west for the coming year.

Have you something worth selling to the wholesale or retail trade? Are you properly represented here? We have the organization to sell your goods if they are right.

Correspondence Solicited

RICHARDS & BROWN

WHOLESALE COMMISSION MERCHANTS

314 Ross Avenue : : : Winnipeg, Man.

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

PERMANENT PATRONS

are the kind you aim to get, and these may be converted from merely casual customers if, when they ask for canned fruits and vegetables, you sell them the reliable

RIVERDALE BRAND

The way in which the natural flavor of both fruits and vegetables is preserved in this brand of canned goods is remarkable. You are distinctly behind the times if they are not to be found on your shelves. Write for quotations to-day.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

**OLD
HOMESTEAD
BRAND**

**CANNED FRUITS
and VEGETABLES**

Use a Little Gumption

The exercise of a little of this most valuable business quality is a necessity to you, Mr. Grocer, in the selection, from among the large number of lines now on the market, of your brands of Canned Fruit and Vegetables. And there are one or two points in favor of the Old Homestead Brand, which should make them first favorites in your selection. We handle nothing but the finest fresh fruit and vegetables ---everything else is rejected, and we put our goods up in a large, modern and sanitary factory. In our process of canning no preservatives or coloring matter are either needed or used by us.

We have a long standing reputation for purity and quality to maintain, and you may be sure that we shall not, in our own interests, allow this reputation to become tarnished by any carelessness or near-sightedness on our part.

Recommend the satisfaction-giving brand---"OLD HOMESTEAD."

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

PICTON, ONTARIO

This Is Worth Thinking About

IN these days of agitation for pure, clean, absolutely reliable goods of uniform quality it is refreshing to know that "SALADA" Tea has for SEVENTEEN YEARS steadfastly maintained its high standard of uniform excellence.

"SALADA"

is a standard article and advertised in a broad national way. "SALADA" sells quickly. Every pound sold is the result of a deliberate desire in the mind of the purchaser—a desire that he knows will be fulfilled. Every customer pays his money to you, not to the peddler, hawker or transient merchant. It yields a real profit. It acts as a magnet to draw into your store consumers of whom permanent customers in all lines may easily be made. "SALADA" therefore is an article of real importance possessing a value that extends far beyond the mere profit realized from its sale. "SALADA" is a business getter, a business holder and a business builder. A tea that does credit to your recommendation.

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread

BRAND

Molasses

Simply Out-Classes—That's All

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

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

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

OK

THE
COLD
MEAT
SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

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

As you do your work allotted,
Hands with dirt or paint get spotted,
'Tis a thing that to all mortals must befall;
But you really need'nt worry,
For to clean them in a hurry;
Of Soaps and Cleaners 'SNAP' is King of all.

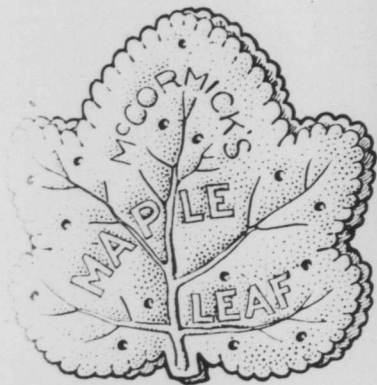


Harmless

Antiseptic

"SNAP" stands head and shoulders above all other preparations for removing dirt, grease, tar or paint from the hands and leaving them smooth and white. Recommend **SNAP**. It is a ready seller. Order from your jobber.

The SNAP Co., Ltd., MONTREAL, CANADA



**McCormick's
Maple Leaf
Biscuits**

The result of tasting one of McCormick's new, delicious, trade-creating Maple Leaf Biscuits, with its layer of soft, enticing Maple Cream, smothered with two palatable, wholesome Maple-flavored Biscuits of Maple design, is an unconquerable desire for more, more, MORE.

**McCormick's
Lemon Cream
Biscuits**

McCormick's Lemon Cream Biscuit, with its layer of delicious Lemon Cream, sandwiched between two

lemon-flavored Biscuits, of most elegant design, is our most popular Biscuit.

When a customer sighs: "Oh, I really don't know what to get"—suggest McCormick's Maple Leaf or Lemon Cream and the satisfaction will be mutual.



**MCCORMICKS
BISCUITS**



FLAKED WHEAT

is manufactured in various ways and with different results.

Nothing will go wrong sooner and cause more trouble if not properly made.

IF YOU HANDLE

WHITE SWAN FLAKED WHEAT

YOU CAN COUNT UPON THE FINEST QUALITY IT IS POSSIBLE TO MAKE because we use only the choicest cereal white wheat, from which we remove all foreign matter and even the broken and imperfect berries by a special process. Our system of kiln drying the wheat is unique, and insures the best keeping qualities.

ORDER FROM YOUR WHOLESALER. OR DIRECT FROM US.

WHITE SWAN SPICES AND CEREALS, LIMITED, - TORONTO, ONT.

Home, Sweet Home

is never so attractive as when clothes, dishes, walls, floors, etc., have been washed with

ASEPTO SOAP POWDER

This Soap Powder is a sure seller. A 5c. packet makes 2 gallons of soft soap, or 4 gallons of liquid soap. Try a case. You will be astonished how soon it is gone.

Order from your Jobber.

Manufactured by the

ASEPTO MFG. CO.

ST. JOHN, - N. B.

Valencia Raisins

A. MAHIQUES PARIS
DENIA

For Quality and Price

This is What Buyers Say of this Brand

Nov. 25th, 1908.

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

Thos. Bell, Sons & Co.

AGENTS

MONTREAL



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REPUTATION COUNTS

If you once lose it—like health—it is difficult to regain. Make sure of regaining your good name as a purveyor of pure food products by handling only the



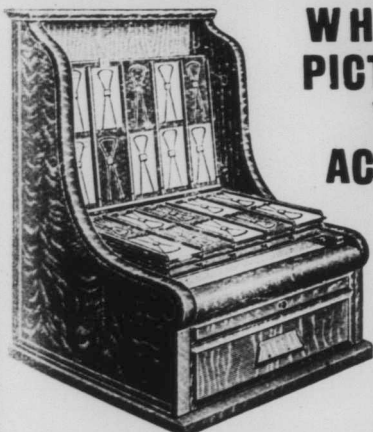
E. D. S. BRAND JAMS and JELLIES

They are 100 per centum pure and this is no idle boast. Our reputation and guarantee of positive purity are at the back of every jar and tin and an expert analysis by government officials is on record to substantiate our claim.

Make sure of purity by selling the E. D. S. Products

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

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



WHY KEEP PICTURES OF YOUR ACCOUNTS?

It is better to have the original charge than the copy, is it not?

It is better to say to your customers if the need arises, "This is what you received" than "This is our record of what you received."

Accounts are not dis-

puted where the McCASKEY SYSTEM is used.

WITH ONE WRITING

Your customer gets the same record of his purchases that you preserve. **There is no chance for error.**

The McCASKEY saves time, labor and money in the handling of your credit accounts. Takes care of cash sales, too. Also produce and exchange and C. O. D. transactions.

Ask a McCASKEY user
or
Write for Catalog.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada
If you attend the Toronto Exposition don't fail to see our display in the Manufacturers' Annex.

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand

Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

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

CANADIAN AGENTS:

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

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

ICE CASTLE BRAND CORN AND TOMATOES

There's a whole lot in "knowing how."

There is all the difference between fine corn and tomatoes and the very poorest—in "knowing how."

We have the packing of these goods down to the fine point, we have had so much experience, and because we have such an up-to-date plant, entirely renovated, at St. Johns.

Why should you take chances when ordering? Poor canned goods will lose you trade. Let us supply you. We will guarantee every tin of ICE CASTLE BRAND Corn and Tomatoes.

GIVE US A TRIAL THIS YEAR. IF YOU DO YOU WILL BUY AGAIN NEXT SEASON.

J. W. WINDSOR Packer of the largest variety of Canned Goods in Canada **MONTREAL**

Guggenhime & Co. CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"
BRANDS

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

Selling these Brands means
satisfaction all round.

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

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

When Ordering

Valencia Raisins

Ask for these marks—

"M.D. & Co. Beaver"

Special Fancy Quality



"W. Abel"

Standard Quality

4 Cr. LAYERS SELECTED FINE OFF-STAGE

They will please you

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:

ROSE & LAFLAMME, Limited, Montreal and Toronto

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Messrs. Martin
Messrs. W. L. M.
Messrs. G. Stan
Mr. Kenneth H.
Mr. L. A. Gas

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URITY,

BELLE
LEVILLE

If we could show you



just how and where our vinegar is made, you'd understand why it has won such distinction on both British and Canadian markets.

The best can't be beaten and our

Pure Malt Vinegar

is par excellence the finest product offered. Submitted to any test, domestic, commercial or chemical, it still makes good and retains its high standard. Order now from nearest wholesaler or agent.

CANADIAN AGENTS:

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

White Cottle & Co.

Camberwell, S.E., LONDON, ENG.

The Best Canned Goods

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

The Queen Quality Leads

WHY?

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

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

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

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

QUALITY, PERFECTION and SATISFACTION

Manufactured by

BELLEVILLE CANNING COMPANY
BELLEVILLE ONTARIO

"Canada's Pride" Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

Canada's Pride stands for Cleanliness and High-Grade Quality

One trial will make you a strong friend of "Canada's Pride."

To be had of the following wholesale representatives: Wm. Galbraith & Son Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.
W. A. Carson, Manager NAPANEE, ONTARIO

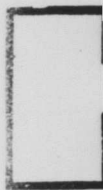
To the Trade:

THAT
**CEYLON
TEA**

HAS THE CALL,—

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

IS
Convincing Evidence
THAT
Ceylon Tea is the Best
AND THAT
Ceylon Tea is the Cheapest



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THE CANADIAN GROCER

H.P. SAUCE

A REAL LIVE SELLING LINE

The bright, live aggressive Canadian advertising, which we are doing, is sending the people to the stores for H.P. Sauce.

Stocks melt like snow. You try a bottle yourself on your own table and you will see why it's selling so freely.

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

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



BROOMS

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

Oval Apple Baskets

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

Walter Woods & Co.

Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.

NICHOLSON & BROCK, TORONTO



A Sure, Fast Seller

Anything that is the above will certainly interest you.

We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.
Makers of the Original

If your jobber cannot supply you, please notify

McGregor Specialty Co.
672 Yonge Street, Toronto



Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

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

THE CANADIAN GROCER

FRUIT JARS

There is only one sealer that will give perfect results and complete satisfaction to users—

WHOLESALE AGENTS: **“THE SCHRAM”**

THE DAVIDSON & HAY LIMITED
Wholesale Grocers - - - Toronto

High-Class Marmalade

It pays to sell such—in the long run.
A cheap line may satisfy once or twice, or thrice, but it soon plays out.

JOHN GRAY & CO.

GLASGOW ^{Limited} - - - SCOTLAND

have been putting up only high-class marmalade for many years. We can supply you with this customer-getting, customer-holding marmalade.

SNOWDON & BORLAND, Agents

34 GUARDIAN BUILDING - - - MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The

Canada Sugar Refining Company, Limited

MONTREAL, QUE.



**McLEAN'S
WHITE MOSS BRAND
COCOANUT**

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

THIS IS A SIGNIFICANT FACT

**The Canadian Coconut Company
Montreal**

Cold Spring Lemonade Powder A Good Seller these Warm Days

This is the time to push this specialty, which makes a most delicious lemonade on the addition of cold water only.

In Attractive Tins
of 8-oz. and 4-oz.

HAVE YOU A SUPPLY?

You Retail them at
at 20c. and 10c.

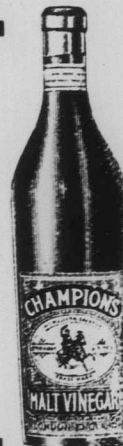
S. H. EWING & SONS, Montreal and Toronto

THE CANADIAN GROCER

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST VINEGAR



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

AGENTS

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

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

A Canadian-made pickle that stands some better than any other pickle—the pickle that makes customers.

Sterling Brand Pickles

Made in Canada's largest pickle factory. Sold to the trade through their jobber or direct.

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



NEW SEASON'S

Strawberry, Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

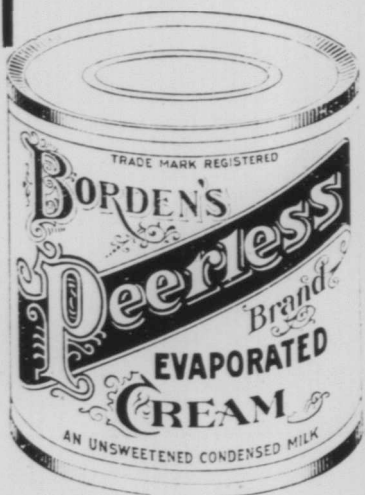
JAPAN TEAS

Jobbers, please bear in mind that we have a desirable assortment of new crop at different points in Canada and in the United States.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

Quality, Purity and Cleanliness

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



Leaders of Quality for Over 50 Years.



The Original.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

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

Banner and Princess Brands Condensed Milk.

Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

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

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

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer
91 Youville Square, Montreal



IN THE MAKING OF

IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

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

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

Imperial Brand is a Cream you can be SURE about.

The Canadian Condensing Co
CHESTERTVILLE, ONT.

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

Tartan
BRAND

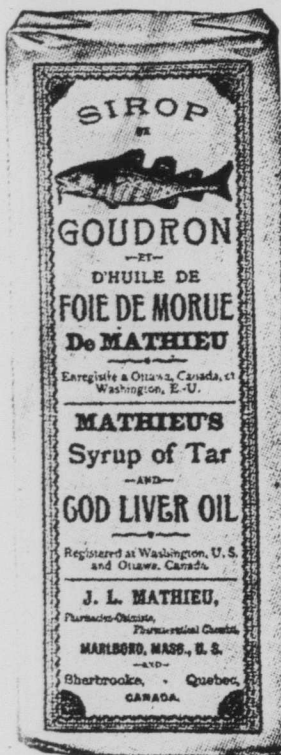
Phone 5:6—For hurry orders.

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

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

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

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



**WHY YOU SHOULD SELL
MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil
REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to buy it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY
**J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.**

Sold by wholesale trade everywhere
Distributors for Western Canada:

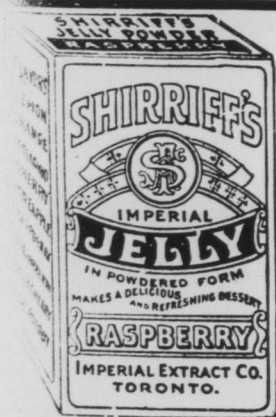
Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
Winnipeg, Edmonton, Vancouver.
L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

**ST. LAWRENCE
GRANULATED
and
GOLDEN YELLOWS**

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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



SHIRRIFF'S JELLY POWDERS

Produce delicious jelly.
Retain the natural fruit flavour
Are easy to handle
Pure and palatable
Refreshing and Reliable

ARE YOU STOCKING THEM?

They are sure and profitable sellers.

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

THE CANADIAN GROCER

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.

WANTED.

WANTED for Winnipeg house, one revolving, sample tea and coffee table, complete, in good condition. Give full particulars. Box 312, **THE CANADIAN GROCER**, Toronto. (33)

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

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address giving occupation and references to **THE CANADIAN WRITER-PRESS CO.**, Ltd., 33 John St. S., Hamilton, Ont.

AGENTS WANTED.

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

AGENCIES WANTED.

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

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.

ACCOUNTS COLLECTED.

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

FOR SALE.

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

FOR SALE—An up-to-date grocery and crockery business in Ottawa Valley. Capital required about \$2,500. Box 317, **THE CANADIAN GROCER**, Toronto.

FOR SALE—FIRST-CLASS GROCERY and Boot and Shoe Business. Best location in town. Business last year \$22,000 and steadily increasing. Everything up-to-date and a good clean stock. This is an excellent opportunity, as it is the best paying business in town. Must be sold by October 1st. Good reasons for selling. For full particulars apply P.O. Box 163, Knowlton, P.Q. (37p)

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

GROCERY BUSINESS FOR SALE. Going at cost, about \$800; terms if required. James Brooks, Merchants Bank Building, Vancouver. (35)

AFTER TWENTY-THREE YEARS successful retailing I am forced through poor health to offer for sale the largest grocery, confectionery and fruit business in Port Hope. This is an excellent opportunity for a bright man to secure the best paying business here. This is a good manufacturing town (with a rich farming country adjoining), and the store is in the very best location, with a splendid dwelling up stairs and all at a very reasonable rent. Business between thirty and thirty-five thousand dollars last year. All work done by short system—cut expenses by half. Highest testimonials by bankers and wholesale houses. For further particulars apply to P. O. Box 77, Port Hope, Ontario.

SITUATION VACANT.

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

SITUATIONS WANTED.

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

MISCELLANEOUS.

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

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

THOUSANDS OF DOLLARS go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (1f)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address giving occupation and references to **THE CANADIAN WRITER-PRESS COMPANY, Limited**, 33 John St., Hamilton, Ont. (1f)

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

AT THIS SEASON OF THE YEAR we hold a clearance sale of rebuilt Second-hand Typewriters; all makes represented; some relatively new and all are bargains; write for list. The Monarch Typewriter Company, Limited, 98 King St. W. Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, crays, etc., and handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated lists. W. D. Beath & Son, 193 Terauley Street, Toronto. (1f)

ADDING MACHINE.

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

BUSINESSES FOR SALE.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, **CANADIAN GROCER**, Toronto. (35)

FOR SALE—Cash grocery business in nice Saskatchewan town on C.P.R. main line. Good district; excellent crop; \$2,500 stock; \$1,500 worth handle. Building solid brick, for sale or rent, on terms. Clear profit last year \$2,200. Address Box 316, **CANADIAN GROCER**, Winnipeg. (33p)

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays no commission. **VANCOUVER BUSINESS MART**, 9 Hastings Street East, Vancouver, B.C. (1f)

FOR SALE—Small grocery store in Vancouver, B.C. Carli's within half block of store. Rent only \$12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C. (1f)

FOR RENT.

FIRST-CLASS STORE TO RENT, fitted up for groceries, facing on Beckwith St., Smith Falls, Ont.; good locality, lease if desired. Apply **The Washburn Millinery Emporium**, Smith Falls, Ont., from whom all particulars may be secured. (1f)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 67 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of the trades on every side. All goods imported paid cash and documents. References to Montreal firms with whom we have done business for many years. Cable address, "Dyckia." Codes—"A B C," fifth edition, Riverside and Adelaide. (1f)

DAVID SCOTT & CO.

Established 1878. 10 North John Street, LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **CANNED GOODS**. T. A. Scott & Co., Liverpool. (1f)

BA

You can oblige yourself

But
Clot
Grain
and Pa
Berry E

We can want and because we Orders rece

The Oak
Oak

The Cond
Canadian

A

50

W. D

583-585 S

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.**

The Condensed Ads. in The Canadian Grocer bring results

P. & F. VINCENELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

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



No Odor
It dries them up
Common Sense
KILLS Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

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

T. E. OLDFIELD & CO.
Colonial Importers

17 Brunswick St. LIVERPOOL
Desire direct communication with producers of CANADIAN FOODSTUFFS FOR HUMAN CONSUMPTION such as Wheat, Flour, Split Peas, Canned Meats and Fruit, Green and Dried Fruit, Butter, Cheese and General Groceries and Corn Goods. First-class connection throughout Great Britain. Advances made against consignments. Canadian References.

A PENNANT WINNER!!

Every Grocer Should Sell
"WHITE DOVE"

COCOANUT



GOOD
GOODS

GOOD
PACKAGE

The Kind Mother Used to Use

MADE AT THE FACTORY OF
W. P. DOWNEY
MONTREAL

A LEADER
FOR OVER
50 YEARS



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

Carveth & Company

Manufacturers' Agents
and Importers

Sole Agents for Canada for

The Swiss Frey Chocolate Company, Limited

**MILK AND NUT CHOCOLATE
SPECIALTIES**

ALSO

Sultan Brand
Genuine

Turkish Delight

600 LINDSAY BUILDING, MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

ELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE

WINNIPEG



BALAKLAVA SARDINES

Could not be otherwise than of first quality.
The choicest fish are secured, and then they are scientifically
packed in pure oil by experts.
Our factory is up-to-date.

HAVE YOU A STOCK?

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

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H. & Co.	15	Richards Pure Soap	52	Watson & Truesdale	2
I		Robertson, R. & Co.	47	Weese, G. Wallace	2
I. & Co.	19	R		Wetthey, J. H.	outside back cover
I. & Co.	60	Rose & Laflamme, Ltd.	12, 71	White, Cottell & Co.	13
I. & Co.	2	Royal Polishers, Ltd.	70	White & Co.	63
I. & Co.	67	Ryan, Wm. Co.	50	White Swan Spice & Cereals, Ltd.	10, 58, 80
J		S		Wilson, Archdale	58
J. & Co.	47	St. Croix Soap Co.	inside front cover	Wilson, W. Harry	47
J. & Co.	67	St. Lawrence Sugar Refining Co.	19	Windsor, J. W.	12
J. & Co.	2	"Salada" Tea Co.	7	Winn & Holland	inside back cover
J. & Co.	2	Sanitary Can Co.	inside back cover	Wiseman, R. B. & Co.	49
J. & Co.	2	Scott, David & Co.	20	Wood, Thomas & Co., Ltd.	72
J. & Co.	2	Segalberta, Joss	71	Woodruff & Edwards	67
J. & Co.	2	Sherbrooke Cigar Co.	61	Woods, Walter, & Co.	15
J. & Co.	2	Smith, E. D.	11	Y	
J. & Co.	2	Smith & Schipper	54	Young, W. F.	66
J. & Co.	2	Snap Co., Ltd.	8		
J. & Co.	2	Snowdon & Borland	16		
J. & Co.	2	Sprague Canning Machinery Co.	52		
J. & Co.	2	Spratts Limited	inside back cover		
J. & Co.	2	Stamper, D.	2		
J. & Co.	2	Stevens & Solomon	63		
J. & Co.	2	Stewart, I. C.	66		
J. & Co.	2	Stringer, W. B.	63		
K		T			
K. & Co.	49	Thurston & Brindich	49		
K. & Co.	1	Tippet, Arthur P. & Co.	1		
K. & Co.	52	Toronto Salt Works	52		
K. & Co.	50	Truro Condensed Milk Co., Ltd.	50		
K. & Co.	61	Tuckett, Geo. E. & Son Co.	61		
L		V			
L. & Co.	52	Verret, Stewart Co.	outside back cover		
L. & Co.	21	Vincenzelli, P. & F.	21		
L. & Co.	14	W			
L. & Co.	17	Wagstaffe, Limited	17		
L. & Co.	22	Walker Bin and Store Fixture Co.	65		
L. & Co.	55	Walker, Hugh, & Son	63		
L. & Co.	2	Warren, G. C.	2		
L. & Co.	53	Watson, Andrew	18		
L. & Co.	2	Watson & Truesdale	2		
L. & Co.	21	Weese, G. Wallace	2		
L. & Co.	54	Wetthey, J. H.	outside back cover		
L. & Co.	11	White, Cottell & Co.	13		
L. & Co.	82	White & Co.	63		
L. & Co.	56	White Swan Spice & Cereals, Ltd.	10, 58, 80		
L. & Co.	57	Wilson, Archdale	58		
M		Wilson, W. Harry	47		
M. & Co.	70	Windsor, J. W.	12		
M. & Co.	16	Winn & Holland	inside back cover		
M. & Co.	25	Wiseman, R. B. & Co.	49		
M. & Co.	55	Wood, Thomas & Co., Ltd.	72		
M. & Co.	12	Woodruff & Edwards	67		
M. & Co.	8	Woods, Walter, & Co.	15		
M. & Co.	12	Y			
M. & Co.	2	Young, W. F.	66		
M. & Co.	21				

ce Tickets in the Windows are Money Getters

Crysdale and Son, Oshawa, Ont., Make Liberal Use of Them With Profit—A Display of Fruit and Vegetables With Selling Qualities—How Clerks Can Command Better Salaries.

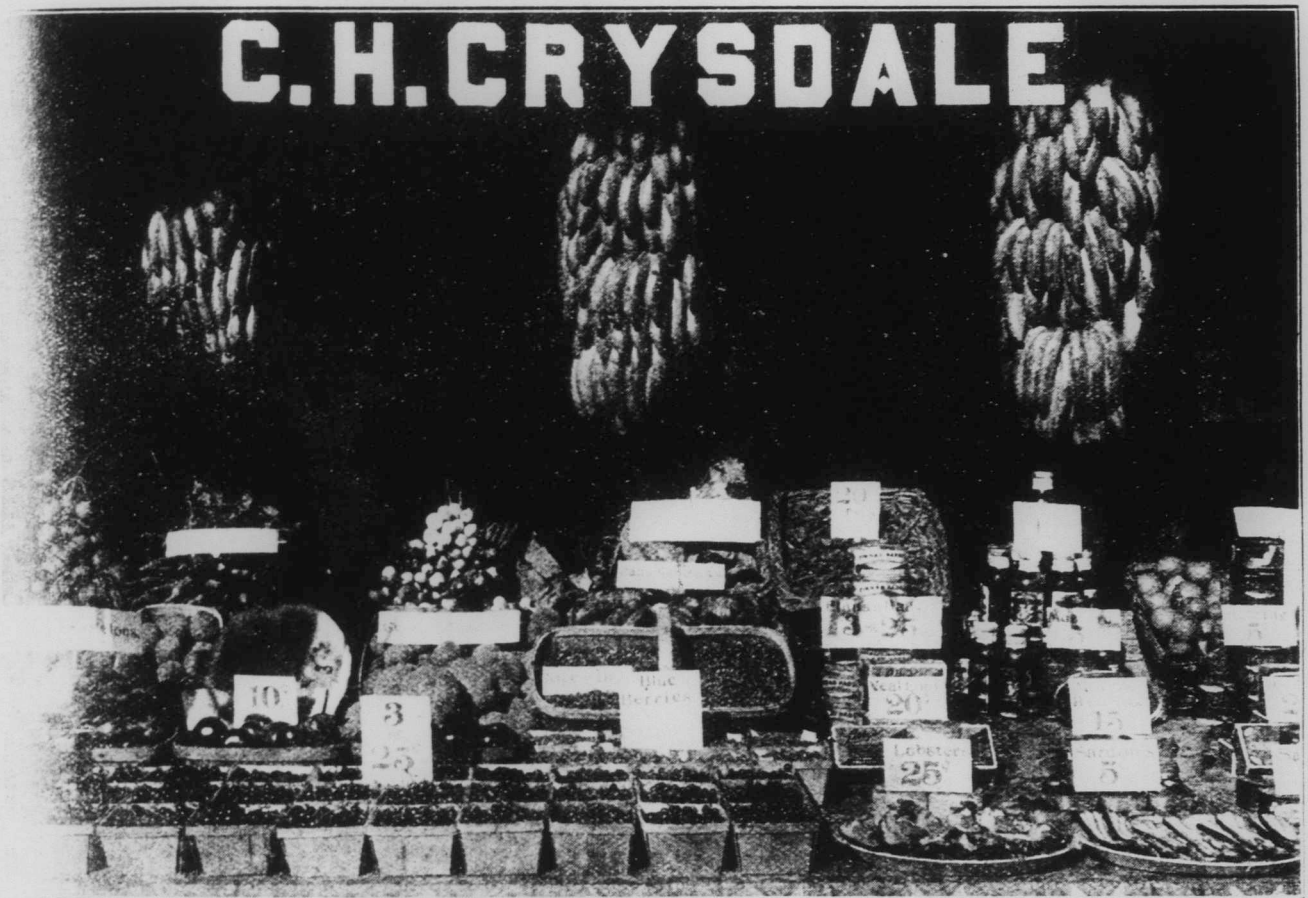
Sept. 13.—There are some grocers who depend upon the... Crysdale and Son, Oshawa, Ont., are not among these. It is easily observed from the... page of a recent... of fruits and vegetables... was arranged by Frank... of the original proprietor... practical affairs of... business.

and... dust and dirt... because... and... Crysdale and Son... The art of... cards... by a... who puts his... to... work. Any... who has the... to... might apply... to... What the... of today... is... wake... and... the... and... profit...

... the Chinese lanterns give a pretty effect... the display. In the back of the window... foreground being... with a pretty... set with a... display.

A YOUNG WINDOW DRESSER.
Youth of Fifteen Years Making Some Attractive and Selling Displays in Montreal.

Montreal, Sept. 13.—The... Grocery Company's store... of St. Vincent and... Crysdale, Montreal, is a... particularly... of the... great...



Window Dressed and Ticketed by Frank Crysdale, of C. H. Crysdale & Son, Oshawa, Ont.

... the major portion of the... attracted a great deal of... because the prices... so profusely. Even if... buy at the time... stop. They run their eyes... and compare the prices... at another store... take into consideration... and the... are the... pass, they do some... Crysdale and Son... money getters particularly... display.

... writing has a hobby... with many and in... ways, the... best salaries... So far as... properties and... attractiveness and... Crysdale window is a... Originally... features and... better to work... but not at the expense of the... other two.

TEA AND SUGAR WINDOW.

J. J. McDonald, who has opened a new grocery store in... Ont., has been showing a... tea and sugar window. At the sides of the window are drapings

... has been experienced owing to dust... on the articles displayed in the windows. A... was bothered about how to best overcome this difficulty... dusty summer months. Working for Mr. Girard is young Jack Patterson, who is 15 years old. He said he would stop the trouble and was told to go ahead.

He chose as his first display a particular brand of... He adopted the device of building up against the window pane an edifice of these soap boxes to resemble a church window with an attention attracting... in the... setting forth the... The result is a clean display free from dust and flies.

The trouble is not only solved, but the

idea proved a good one and the soap has gone well since the display was made. When a representative of The Canadian Grocer called, young Patterson was busily engaged making up another window, displaying wines. The labels of the bottles were being generously used to

create a border and a heavy arch over the goods, being of course, stuck to the window glass. Jack, who attends to all the window dressing of the store, works on his own initiative and is given carte blanche to work out his own original ideas.

Some Advice on the Handling of Crockery, Etc.

A. L. Campbell, a Lindsay Grocer, Makes it a Profitable Line—Has Separate Store and Windows for Display—Care Exercised in Unpacking Adds to the Profit—Proprietor Has Special Saleslady to Look After the Department.

Lindsay, Sept. 1.—Ancient methods of doing business are no longer adhered to by any progressive business man. Grocers who neglect to carefully look after any single department in the store are spoiling their profit opportunities on the general business done. If it is possible to increase the annual profits by one,

purchasers and by representing the goods to be exactly what they are he finds no trouble following his guarantee. He has a saleslady to especially look after the china and crockeryware and has always two windows to be devoted solely to the display of these goods. The shelving is attractive and shows



Interior of the Crockery Department of A. L. Campbell's Grocery Store, Lindsay, Ont.

two or three thousand dollars, why not do so? What is required is a good selling line and energy and push to make it go right.

In Lindsay there is a grocer who pays particular attention to chinaware, glassware, crockery, etc. He is A. L. Campbell and he finds it a profitable department.

Mr. Campbell has a large grocery store with a flour and feed department at the rear and a crockery store separate from the store proper. Taking the grocery and crockery departments together, they form an "L" shaped store around a corner and open on two streets. The accompanying cut shows the handsome interior of the latter with a door opening to the rear of the grocery store.

Mr. Campbell carries high-class goods. His assortment is one that pleases all

the contents to the best advantage. Tables are also used as may be observed from the photograph here reproduced.

Breakages in Unpacking.

The reason why Mr. Campbell finds crockery and chinaware profitable is because he gives the department due attention. No merchant is doing his best who is too indifferent or careless to educate himself on the best methods for selling goods and the merits of the things he sells.

Another important detail in handling crockery, etc., is the unpacking of it. A great deal is broken by carelessness. Too often the cheapest help about the store is assigned to open the crate and fragile goods left to be handled by men or boys who would be more sympathetically employed handling potatoes. If

proper care is taken in these details of unpacking, the retail merchant who handles crockery and glassware will find it one of the most delightful and profitable lines of merchandise.

BEAN CROP FIGURES.

Better Yield Than Last Year Expected—Effects of the Rain.

Chatham, Sept. 1.—The official statistics of the Ontario Bureau of Industries place the Ontario bean crop within 100,000 bushels of the 900,000 bushel estimate by N. H. Stevens some months ago. The official estimate shows an average of 45,029, which is expected to yield 7,663 bushels. This is at the rate of 19 bushels to the acre. Last year there were 46,477 acres with a yield of 784,757 bushels, or 16.9 bushels per acre.

Varying reports have been received. John Lee, of Highgate, says:—

"There is going to be a big bean crop out along the Lake Shore this year. I never saw the beans looking better."

From Rodney come the following report: "The bean crop is almost ready to harvest, and the growers are hoping for fine weather next week. The early beans are rather light in yield, but those that were sown late are an extra good crop."

The effect of Saturday night's heavy rain storm upon the bean crop is uncertain. While it will undoubtedly benefit potatoes, corn and sugar beets, reports from Blenheim are to the effect that the beans already pulled were fairly soiled with mud and water. As the harvest started a couple of weeks ago, a fair proportion of the beans will by this time be pulled. A single rain storm would, however, do little real damage, the beans being largely affected only by protracted wet weather. The rain will probably help those late beans which have not yet ripened.

TAKE THE HINT.

When grit and industry make an alliance something must come of it.

The man who knows his own business is generally a man who "minds" it.

One of the biggest mistakes in business is that we annoy our partners with argument instead of pacifying them with persuasion.

Almost any man can do business fairly well. A few men can do business superbly well. But the man who not only does his work superbly well, but adds to it a touch of personality through great enthusiasm, honesty of purpose, zeal, patience and persistence, making it peculiar, individual and distinct, is an artist in the broad sense of that term.

Moose Grocery Co., wholesale grocers, have located in Moose Jaw. The principal stock, it is understood, is held by F. P. and W. K. Nash, Grand Rapids, N. D.

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Merchants in Costume Lead Picnic with Parade

Their Representations are Irresistible and Crowds Follow Them to Picnic Beach—Chatham Streets Deserted For an Afternoon—Baseball and Broomball Among the Sports Witnessed—Funny Happenings Not Seen Every Day.

Special correspondence

Chatham, Ont., Aug. 31.—The Second Annual Chatham Merchants' Picnic, to which all the capitals to which it is entitled, will go vamoosing down the mighty corridors of time as a hummer from Humville.

In fact, it was several hummers from the locality in question. There was enough about it to have kept things buzzing along the Erie shore through an entire summer, and crowds to equip half a dozen ordinary picnics and leave a good tentful to spare.

Erie Beach was the scene. Thursday, August 26, 1909, was the date. The C. W. & L. E. electric line supplied the transportation facilities. Chatham and surrounding country—including Blenheim and adjacent district, supplied the crowd. The merchants of Chatham, under the inspiring guidance of President A. D. Westman, Picnic Chairman "Bill" Potter, and "High-Muck-a-Muck" Eddie Dere, G.O.C., supplied an enthusiasm that was contagious.

Last year the first annual merchants' picnic made a hit, the noise of which spread far and wide. This year the second annual merchants' picnic proved many times better than the first.

So much for the preliminaries of an event whose triumph must lead to any bits of pessimism that were lurking about being taken out and planted for all time to come.

Though it was 12 o'clock ere the merchants got into action on the eventful day, big crowds had already heeded the warning of the picnic committee, "Go easy and avoid the rush," and had hied them to the Beach. All morning the electric cars were well filled. Nevertheless, hosts of people waited for the big parade at noon, with the result that the morning cars weren't a patch on the afternoon cars in point of crowdedness.

In all, some 2,500 people holidayed in company with the "backbone" of Chatham. The official score has not yet been announced; but the foregoing is the estimate of an estimator who frankly shows his allegiance to conservative opinions.

Parade Starts Things Going.

The Big Parade—two miles long and bigger than Barnum's circus—started humming in earnest. The stores closed at twelve. The parade was scheduled to leave Hotel Sanita, opposite Tecumseh Park, at 12.30.

It didn't. It was an hour late. But that was the only fault that anyone could find with the parade. When it started it proved eminently worth swelling under 92 degrees of radiance for the picnic Chairman "Bill" Potter led

off. He was announced to appear on horseback, and a great sigh of disappointment went up when it was discovered that he was several yards behind the horse, comfortably and safely ensconced in a handsome rig in company with a gentleman to whom the picnic owes much, but who at this juncture shall be nameless.

Then came the 24th Regiment band in scarlet uniforms, pouring forth sweet harmony. And then—

But really, the parade is indescribable. There were all sorts of floats, rough riders, Navajos, Pottawattomies, Mexicans, clowns, imps, rusties, and local take-offs. Chief of Police John Holmes was there in caricature. So was the fire de-



Mounted Merchants in the Big Parade on Chatham Streets.

partment. Here was a patrol wagon with one wheel which refused to grow as big as the other. There was a glorious take-off on the circus tiger in his cage. The Hadley Lumber Co. put on a series of floats; the McGeachy milk wagons, a long line, shone resplendent; the real Chatham fire department was there in all its glory.

The parade wound its gaudy way from Hotel Sanita down King Street to the C.W. & L.E. power house. And there embarkation took place. Cars, trailers, flat cars with improvised seats—everything, in fact, that could be impressed into service was required to take the crowd to Erie Beach.

Despite rumors of more or less open hostility on the part of a number of merchants, the fraternity closed in fine style. Even some of the dry goods merchants, notably the Northway Co., closed store for the afternoon. The consensus of opinion is that the few—a very

few—who stayed open gained nothing thereby. Chatham looked, felt, sounded and transacted business as though it was Sunday. There was nothing doing on King Street after the parade went by. All the doings were at the beach.

The closing honors certainly go to the grocery and hardware trades, both of which were practically unanimous. But other lines did splendidly.

Doings at the Beach.

The afternoon at Erie Beach was a glorious one. From the parade at noon till the last strains of "Home Sweet Home" died away in the precincts of the park pavilion at midnight, everything ran as smoothly as though it had been greased.

In the city the heat was intense. The mercury soared to 92. But by the shores of Lake Erie the breezes were blowing gloriously, and the air was cool and refreshing. The day was ideal for an outing.

During the day many took advantage of the fine bathing. 'Tis said that peo-

ple bathed at this year's merchants' picnic who never bathed before, and that they intend henceforth to make it an annual event. Boating was also popular, but no one was drowned, nor had any of the gallant clerks who hovered about in momentary expectancy the opportunity to win Carnegie hero medals by rescuing people—particularly maidens—as they were going down the third and last time.

During the afternoon the 24th Regiment band dished out the music in generous fashion, while in the evening Phelps' orchestra put up an excellent brand of harmony for the benefit of the patrons of the Erie Beach dancing pavilion—and these were many.

The list of sports was a long one. In fact, it was a bit too long; and a few of the concluding events had to be lopped off for lack of time. But even at that there was plenty and to spare, and a goodly amount of amusement was de-

THE CANADIAN GROCER

rived alike by spectators and participants.

A burst of excitement marked the termination of the fat man's race. The heavyweights, once started, were unable to put on the brakes. They kept going, going, going, till they plunged full tilt into the net at the end of the course.

A crowd of people, gathered behind the net, went sprawling in all directions, amid much hilarity from spectators at a distance. No one was hurt.

Broomball and Baseball.

The ball game between the grocery clerks and bankers on the one hand, and a number of assorted clerks on the other, was the big feature of the day.

Or, rather, it was the second biggest feature. The way the clerks pitched in, worked, enthused, hustled and in dozens of other ways, helped to make the merchants' picnic a triumphant success was, really, the one commanding feature of the whole affair.

The clerks went into the ball game with the same variety of hustle. The prize was 100 cigars, which means a pretty good lot of smokes; but that was the least incentive.

The game started at 5.30 and lasted seven innings. The two nines were pretty evenly matched. What they lacked in science they made up in ginger. The grocers and bankers took their runs in a bunch, scoring six in the first round and the seventh came in the fifth. For the clerks, Johns was the slab artist. It was his day off. Gemmill and Dennis hurled for the opposing team, Gemmill having five innings and Dennis two.

In the ultimate result, victory perched on the grocer-banker banners, the score being 7 to 5. Here is the line-up:

Grocery and bank clerks—Matthews, c.; Gemmill, p.; Johnson, lb.; Burnie, 2b.; Dennis, ss. and p.; Dyer, 3b.; Gillies, lf.; Rogers, cf.; Jos. Taylor, rf.

Other clerks—P. Taylor, c.; Johns, p.; Kimmerly, lb.; Glassford, 2b.; Dagueau, ss.; Montgomery, 3b.; Walker, lf.; Cunningham, cf.; Reid, rf.

The broomball game made a hit. It was interesting from start to finish. A picked team from other merchants defeated the grocers by the score of 4-0. The following was the line-up:

Picked team—H. G. Hodges, capt.; Side and A. D. Westman; forwards, C. Masonville, Ed. Wanless; W. Mounteer, A. Welsh and E. Brisco.

Grocers' team—Wm. Anderson, captain; G. Garen, goal; defence, H. S. Northwood and Harry A. Andrew; forwards, A. Patterson, H. Gerber, Wm. Murdock, W. E. Parrott and Cecil Moore.

Here's the prize list of the various races and other sports, as it is officially recorded:

Ladies' race, 75 yards—1. Edith Cottle; 2. A. Longley; 3. Mrs. Geo. Bowden.

Ladies' walking race, 200 yards—1. E. Cottle; 2. Mrs. Wood; 3. Mrs. Bason.

Three mile race, clerks only—1. Chas. Holmes; 2. Ed. Taylor; 3. Lloyd Johnson.

Barbers' race, special prizes—1. T. Higley; 2. Jos. Ronson; 3. B. Wiygent.

Special Red Rose Tea race for married ladies—1. Mrs. Cottle; 2. Mrs. Wood; 3. Mrs. Payne.

Baby show—1. Mrs. E. Jinks; 2. Mrs. Brooks; 3. Mrs. Stokes.

Merchants' race—1. Earnest Brisco; 2. H. S. Northwood; 3. H. G. Hodges.

Bandsmen's race—1. W. Peck; 2. Potter.

Postmen's race—1. Brennan; 2. Jacques; 3. Brisco.

Shoe race—2. Roy Glassford; 3. Jack Gillies.

Special 75 yards matched race—1. McDonald; 2. Dore.

100 yards race—1. S. Ruthven; 2. W. Egan; 3. McDonald.

Boys' race, under 12—1. Crombie; 2. Martin; 3. McDonald.

Fat man's race—1. Jack Neeley; 2. Jas. O'Neil; 3. Fred Brisco.

Clerks' race, 100 yards—1. W. Egan; 2. S. R. Ruthven; 3. Chas. Holmes.

Girls' race, under 12—1. Edith Arnold; 2. Susie Pickard; 3. Clarice French.

A committee of four, the three first named being grocers, officiated as judges in glorious style. They were John McCorvie, Wm. Anderson, Cecil Moore and J. Glassford. Eddie Dore acted as starter.

Pointers for the Novice in Writing Show Cards

Arrangements a Beginner in the Art Should Make — Brushes and Paint That Give Good Results—Use Uniform Cards and Uniform Lettering in Planning Window Displays.

By J. L. Wyckoff, manager of T. A. Rowat & Co.'s Branch Store, London, Ont.

The beginner, in choosing his outfit for learning show-card writing, should buy only what is absolutely necessary, but of the very best quality. There is no economy in buying poor tools. A good sable brush will outlast three of the cheaper kind, besides doing sharper and cleaner work. Buy three red sable brushes (called riggers), Nos. 7, 9 and 12. These brushes have handles from eight to ten inches long, but it is better to cut them off to about six inches in length. The brushes can be brought to a fine point or can be manipulated to do all kinds of flat lettering. One flat sable brush about half an inch in width will be found very useful for writing large letters or figures.

put it into a saucer and thin with water until it is about as thin as table cream.

Watch Brushes Carefully.

The paint should never be allowed to harden on the brushes; rinse them out thoroughly in clean water after each time they have been used and lay them flat on the table or stand them up in a tumbler with the brush end up.

If at all possible have a separate room to work in—no matter how small the room, you will find it very convenient to be able to drop your work at a moment's notice and find it just as you left it when you return. Have your work-table of sufficient size so that you will not need to cramp yourself—you

Single Stroke Letters
 A B C D E F G H I J K L M N O P
 Q R S T U V W X Y Z
 a b c d e f g h i j k l m n o p q r s t u v w
 x y z. 1 2 3 4 5 6 7 8 9 0

An Alphabet Made Easily by Single Strokes of the Brush.

The writer prefers a paint with a dull surface. This is very easily mixed by taking a small quantity of dry color on a piece of glass; moisten with alcohol and grind with a palette knife and then add mucilage until it forms a thick paste. When this is thoroughly mixed,

cannot do good work in a cramped position. The writer uses an adjustable drawing table with an extra large drawing board and a small table to hold the brushes, paint, etc. A good plan is to take an ordinary kitchen table, cut off about three inches off the front legs and

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The Grocer's Encyclopedia From Week to Week

will then have a table with a sufficient slant and plenty of space to work on.

The First Lesson.

Select an alphabet with a plain type letter and one which can be made with single strokes of the brush. This style of letter can be made very rapidly. The alphabet illustrated with this style is a good one and was made by a writer on a half-sheet of cardboard with a No. 9 sable brush, in fifteen minutes. If the alphabet is examined closely a good many imperfections will appear, but when a card is written and if

The Growth of the Ginger Plant and the Various Kinds Used in the Trade—Where Chief Portion of the Canadian Supply Comes From—The Uses of Ginger.

GINGER.—One of the chief condiments sold from the counters of the retail grocery stores is ginger. This familiar spice is obtained from the knotty, fibrous roots of the ginger plant, a native of India, but now cultivated more or less extensively in all tropical countries.

tough roots and have been simply discolored by scalding. They are of inferior strength and flavor.

Whole white ginger is usually of a superior quality, prepared by scraping off the outer dark-colored part and then carefully drying without scalding.

Whole ginger is largely employed in making ginger beer, ginger essences, etc.

Washed ginger is ginger cleansed in acidulated water to protect it from worms.

Green ginger is usually imported in casks and in this state is used by wine makers and for preserves.

Leaf ginger is that which has been sliced up into thin flakes.

Spent ginger, often sold to grocers as "washed," consists of whole ginger which has been boiled or steamed or otherwise exhausted in making ginger beer or other cordials.

The common adulterants to be expected in ground ginger are tumeric, wheat flour, husk of mustard seed, arrowroot, sago, etc.

Besides being used as a condiment, ginger is also used as an aromatic and stomachic medicine. Externally applied, it has been known to remove headache and toothache.

The root-stocks collected in a young green state, washed, scraped and preserved in syrup form a delicious preserve.

**A B C D E F G H I J K L
M N O P Q R S T U V W
X Y Z.**

**abcdefghijklmnopqrstuvwxyz
wxyz 123456789**

Another Alphabet That Can be Made by the Beginner With Little Trouble.

properly spaced, these faults will not be noticed. It is not necessary that the letters be accurately drawn, as this would take up too much time, but it is necessary to have the card properly arranged and the letters and words spaced correctly.

Use simply white cardboard, and for convenience have it cut into half-sheets, quarter-sheets, eighth and sixteenth-sheets; these are standard sizes and when the cardboard is cut into these sizes there is no waste.

In planning a window display, have the cards all the same size and shape; also use the same style and color of letter throughout the series. The display will look more uniform than if the cards were of all shapes and sizes.

G. H. Colson, of C. E. Colson & Son, Montreal, Canadian agents for Crosse & Blackwell, is in Toronto. Mr. Colson is on his way home from his semi-annual trip to the Pacific Coast and west.

John Sloan, of John Sloan & Co., wholesale grocers, Toronto, has returned from an eight weeks' trip to the Old Country, where he visited the scenes of his childhood.

Jess A. McGuane, New York branch manager for Salada Tea, has been in Toronto during the past week on a business trip.

The Hamilton Retail Grocers' Association held their third annual "Hump" on Wednesday afternoon to Oakland. This is always one of the funny events of the season and next week's Grocer will contain an account of the 'doings.'

Ginger is known in commerce under two large divisions, coated and uncoated or scraped. The latter is deprived of its coat when in the green state and sold as white ginger.

The sort most generally met with in Canada is that from Jamaica. Gingers are purchased in various conditions—whole, ground, washed, unwashed, spent, scraped and cut.

In Jamaica ginger is planted in March or April and soon the ground is covered with long green leaves. In September, little flowers slightly tinged with green appear when the stems are from three to four feet high.

When the flowers wither and go to seed, the roots are dug up. This is about the end of January. Should the roots be left too long in the ground, stems grow from them. If taken up earlier, they are only about five to six inches in length, succulent and suitable for preserving. The real roots of the plant are the thin fibres given off from the knotty tubers. The yield per acre is placed at 4,000 lbs.

After the ginger reaches the first markets, they are sometimes bleached or coated. This is done by burning sulphur or chlorinated lime and covering with the sulphate or carbonate of calcium as a protection against insect pests.

Manufacture of Gingers.

In Law's Grocers' Manual the various sorts of gingers are described separately.

Black or stone-brown whole ginger of commerce usually consists of the older

The Canadian Grocer

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DRY SEASON FOR HONEY.

Honey prices are high this year on account of the scarcity of the production and the increased demand from the Canadian Northwest. Up to the present time, little or no honey has been produced out west, and as honey is a valuable food to the farmers, the prairie provinces are taking larger quantities year by year from Ontario.

The cause of the comparatively small production of clover honey in Ontario was due to the surplus of dry weather during the producing season which this year only lasted about ten days. Ordinarily two to three weeks is the length of the season.

The dry weather hardens the nectar and makes the work of the bee more difficult. On the other hand wet weather is just as bad, as the bee has then to carry considerable water to the hive where time is taken up in evaporating it. A happy medium is required which was not exactly the case this year. The shortage, however, is not very great.

WEEKLY MARKET FEATURES.

The canned goods market has again developed some interesting features, and it is difficult for jobbers to predict what is to happen.

Correspondence from Western Canada shows that the sockeye salmon run was not up to anticipations and prices are stiffening up. In Montreal and Toronto the situation is about the same. Prices are almost sure to be higher and jobbers and retailers who bought their requirements at first figures have evidently been fortunate.

Canned peas' prices have been withdrawn from the market in Montreal by some dealers, while others are quoting them at ten cents per dozen higher than last week.

The Canadian bacon market also shows a firmer tone. Prices in England have advanced on account of small supplies.

Although no change in the prices of granulated sugar has occurred, lump sugars this week have declined. This, however, is no indication of what will happen to the rest as lump sugars are remotely connected, so far as purpose is concerned, from the ordinary preserving granulated variety.

The market all over Canada shows a scarcity of fresh eggs and prices are on the upward incline. In Vancouver they are selling retail at 50 cents.

The flour and cereal markets are easier, due to the expectant arrival of the new grains. Oatmeal has dropped 40 cents per barrel in St. John, N.B., during the last week and on the Winnipeg market, rolled oats are not so firm.

SATURDAY NIGHT DELIVERY.

Bracebridge, Ont., grocers are wrestling with the Saturday night delivery problem. They want to do away with it.

Their proposal is certainly a drastic one. Message boys and delivery wagons in cities, towns and villages all over the country are wending their way far into the night through streets and byways delivering merchandise to customers.

Customers as well as grocers recognize that it is an evil, but it has become a custom and a deep-seated one. To overcome it is no easy task.

When you once get into a habit it is one of the most difficult things to get out of it. The grocers have formed the habit and the question is how can they get out of it? If, however, they make up their minds to do so they can, for will-power is more powerful than habit when once it gets going. The hardest thing is to get it going.

The large department stores don't deliver into the midnight hour on Saturday. They made up their minds not to let it become a habit. They smothered it before it was born.

Keeping stores and delivery staffs going till the midnight hour is a habit that ought to be broken. It is unreasonable and saps the energy of all concerned.

Talk about "Blue Monday," but it is "Blue Sunday" with most people engaged in the grocery business. Beelzebub probably set the late delivery habit going, for it is certainly more

helpful to his business than to that of the retail grocer.

Success to the grocers of Bracebridge and to those of any other town who have the courage to take the matter up and solve it! Six or eight o'clock is late enough to deliver goods on Saturday night and it should not be an impossible task to educate customers to see it in that way too.

THE EXCURSION CONTAGION.

During the past two months The Grocer has had occasion to give publicity to many retail grocers' picnics. This has been a pleasure for the reason that it indicates a friendliness among the members of the trade which has only been much in evidence during recent years.

These outings are to be commended. They are bound to promote harmony and a better feeling among the trade, and to raise it to a higher standard than it heretofore has been.

Since the beginning of summer The Grocer has recorded among others the picnics or excursions of the London, Toronto, Brantford, Hamilton, Montreal, Kingston, Victoria and Sarnia Retail Grocers' Associations. In addition to these there have appeared the outings of Galt, Chatham, Toronto, and other Merchants' Associations.

To a Rip Van Winkle who has just awakened after a sleep of twenty or more years, these excursions of competitors would be surprising. But with the advance that has been made in recent years in business methods and better relations towards one another, former bitter feelings have vanished and men are now anxious to meet their trade competitors on a fairer basis and on a higher plane.

There were never so many of these friendly outings as during this summer and we venture to predict that next year will witness even a larger number. Grocers are uniting together wherever possible to form unions and they are enjoying their businesses as a result. Two splendid illustrations are the London and Hamilton Retail Grocers' Associations. The former is credited with no less than three large outings during the summer. The members of the Hamilton association are this week enjoying the annual "Grocers' Hump."

All these serve to bring the men of the grocery trade on more friendly terms and when the time comes to settle down to work and discuss trade questions, they do so energetically and without fear of offending their fellow-members. So let us hope that the picnic contagion will spread in future years. It means a greater enjoyment of the work, better business relations and a step towards Utopia in the grocery trade.

BRITISH PREJUDICE AGAINST CHINESE PIGS

Celestial pork is at the present time causing considerable comment in Great Britain. A recent issue of The Grocer told of the circumstances of Chinese hogs being brought into London—some 2,500 carcasses in two shipments—and touched upon the probability of China becoming another strong competitor to Canada in that market.

The question of importing these oriental hogs has been introduced into the British Parliament and several of the London newspapers have been publishing letters from correspondents who scorn the idea of Britishers consuming pork raised in the densely populated country in the far east. One letter, characteristic of them all, reads:

The idea of Chinese pork makes me sick. If the British consumer only saw porkers in China, trained as they are to forage for cheap food, acting as scavengers, he would quickly forego that sort of breakfast bacon.

Other letters written by men who have been in the east tell of unsanitary conditions under which hog raising is conducted as well as other slipshod methods of the people in that country. Hogs, according to these, live in a semi-wild state, eating from the dirty streets and of the rotten sea-weed and even the bodies of animals which are frequently to be seen floating down the rivers. One writer said the same about human beings. He claims that the poorer Chinese throw their dead into the rivers, both to save expense and as a quick means of eluding the devil, who they believe cannot walk on the water.

At any rate there has recently been worked up many antagonistic feelings towards the importation of the celestial hog into Britain, on account of the alleged impurities of the products. Only one writer in eight championed Chinese bacon in this respect. He, however, was surprised that Great Britain should be dependent upon China for her bacon and advised Englishmen to raise their own pigs. Then, he argues, providing tariff revision could be arranged in this particular trade, Great Britain could supply her own demands and bring down the price of bacon.

While the shipments of hogs already made from the east to London have been admittedly of good quality, nevertheless there seems to be a prejudice against them which will tend to damage trade prospects of the promoters. Those that have arrived were raised under particularly good sanitary conditions but, as one of the English writers points out, this is not any indication of what will subsequently happen. The fact that there is a prejudice against the Chinese hog, should be an

incentive to boom the industry in Canada. The probability is that if Canadian farmers had kept up their reputation on the British market by continuing to raise quantities of hogs, we would not have had all this discussion over the merits and demerits of the new eastern competitive article. Farmers in this country can raise quality hogs and our pork-packers have the reputation of manufacturing quality products, so that our bacon so far as quality is concerned is unquestioned on the British market. The whole trouble lies in the quantity produced.

As has been previously pointed out by The Canadian Grocer, Canada is by nature an agricultural and a hog-producing country and the high standing of our trade with the Old Country should never have been allowed to deteriorate. As it is, so few hogs have been raised during the past few years, the remaining producers have put prices up so abnormally high, that product prices on the British market are getting beyond reach of all but the wealthy classes.

The key to the solution of the difficulty seems to lie with Canada. If our farmers again begin the raising of hogs and if packers continue to manufacture the kind of products they are now doing, we should in a few years' time regain our former envious position in the eyes of the Old World bacon consumers.

Let your customer know that a personal interest attaches to him—a real personal interest that is not measured wholly by his orders and his dollar—and you will win in return that close, personal association and active support that builds up business.—George H. Barbour.

VALUE OF THE RETAILER.

The Retailer's Journal.

It has cost some manufacturers many thousands of dollars to discover that the retailer stands mighty close to the public.

Trade does not "belong" to anybody.

The man who gets it, owns it until some one else takes it away from him.

The man who doesn't get it at any time hasn't been robbed of anything which at any time rightfully was his.

If people could be bought and sold their trade might be a part of the deal, but things aren't arranged that way in this country.

Mr. Retail Grocer gets closer to the consuming trade than Mr. Manufacturer.

Mr. Retail Grocer trusts his customers and they trust him.

He knows that to get trade and hold it he must play the game fair.

His trade meets him face to face and he is the receiver general for all kicks.

His opinion about the relative merits of different goods have weight and he can neutralize the effect of the efforts of the manufacturers' thousand-dollar-a-minute advertising writer with perfect ease—if he is so minded.

These statements are facts—let manufacturers theorize as they will.

Substitution is fraud—if a retailer tries to make a customer believe that a "just as good" article is the genuine.

But retail grocers don't practice this kind of "substitution."

And when he makes no pretense that the article offered is the genuine, but advises his customers to buy the substitute because it is better, or as good, at the same or a lower price, he is exercising his judgment and prerogative as a dealer.

He deals in goods which, on the whole pay him the biggest profit and do him the most good. Being honest, he will not misrepresent. But his honesty is not a bar against pushing goods on which he secures the most profit, or goods which experience has taught him give the greatest satisfaction.

As a rule the retail grocer will not substitute for a small difference in profit.

It's up to the manufacturer to teach him, and do it right, that he can turn over advertised goods more readily and reduce the chance of having his shelves filled with dead stock, if in doing so he also secures him a fair profit.

The consuming public are willing to pay something additional for security to be sure that an article is right in quality.

It is this fact which makes the real value of any particular brand of goods.

It's the manufacturer's business to explain these points to the retailer.

No theoretical argument can overcome the fact that in reality the manufacturer and retailer are partners.

One needs the other—neither can profitably exist without the other. Pulling against each other they both lose, working they both win.

Some manufacturers have learned this and their business success is evidence in favor of the value of knowing the retailer—of recognizing the part he plays in the general plan of distribution.

Those manufacturers who have not yet the good will of the retailer can go far in securing it by paying a little more attention to him—and a little less, if necessary, to the consumer.

Notes from the Maritime Provinces and Quebec

Large Crop of Nova Scotia Apples for Shipment This Year—Cranberries on the St. John Market—Maritime Grocers' Guild Meeting—Large Supply of New Brunswick Potatoes.

ST. JOHN.

Aug. 24.—The St. John market conditions on the whole are satisfactory. The produce and fish markets are well supplied. There are some interesting changes in prices in grocery lines and the flour and meal situation shows continued unsettled conditions. Grain and root crops are reported from up river districts as most promising and farmers are looking for an unusually large yield. The hay crop is poor, as the result of the very dry weather in the early part of the season, but this will be more than offset by the satisfactory grain crop.

Lamb is higher than last year, being quoted at 11 and 12 cents a pound. Beef is selling from 7 to 9 cents a pound and veal, at 7 to 8 cents a pound. Pork is unchanged at 10 cents. Chicken are selling from 55 cents to \$1.15 and fowl at 50 to 90 cents a pair. Bacon is selling for 14 to 14½ cents a pound.

The supply of new potatoes is abundant, being sold at 50 cents a bushel. New turnips are quoted at 40 to 50 cents a bushel, beets are selling at 60 cents a bushel, cabbages at 45 to 50 cents a dozen; cauliflower, 75 to \$1 a dozen; beans, 75 cents and peas 60 cents a bushel; squash, 1 to 1½ cents a pound; cucumbers, \$1.25 a barrel; native tomatoes, \$1 to \$1.25 per box of 25 pounds; celery, 80 cents a bunch; parsnips, 50 cents a dozen bunches and carrots, 35 cents a dozen bunches. New corn is bringing 10 to 12 cents a dozen.

Rock cranberries are now in and sell at \$8 to \$10 per barrel; blueberries are plentiful at 4 or 5 cents a box or 50 cents a water pail and blackberries are bringing 10 to 12 cents a box.

Butter and eggs are scarce, eggs especially. The latter sell at from 23 to 24 cents a dozen. Dairy butter is quoted at from 20 to 22 cents a pound, creamery, 24 cents.

Fresh fish is rather scarce. The salmon season is over and haddock is selling from 2½ to 3 cents a pound and cod, the same. Dried cod, large, are worth \$3.90 to \$4 per hundred, medium, 3.75 to \$3.85 and small \$2.75 to \$3. Pickled herring are selling at \$4.75 a barrel and \$2.50 a half-barrel and smoked herring, 10 to 12 cents a box. Finnan haddies are 5 to 6 cents a pound, kippers are 60 cents a box, pollock \$1.75 a hundred pounds and halibut, 10 to 15 cents a pound.

The price of flour is unchanged. Oatmeal dropped 40 cents a barrel last week and is now selling at \$5.60 and corn meal is quoted at \$1.75 in bags and \$3.70 in barrels.

The retail grocers report that with the re-opening of the public schools last week, families are moving in from suburban cottages and business has shown some improvement. This will doubtless

be reflected in the wholesale houses before long for farmers will be down after getting in their crops, to commence laying in their supplies.

The annual meeting of the Maritime Grocers' Guild was held here on Wednesday, August 25. Members present from outside the city included: D. A. Morrison, Amherst; W. H. Aitken, Charlottetown; A. W. Eakins, Yarmouth; H. G. Bauld, A. C. Pyke and L. M. Smith, Halifax. Only routine business was transacted, and nothing of special interest transpired. The following officers were elected: L. M. Smith, Halifax, N.S., president; Geo. E. Barbour, St. John, vice-president for New Brunswick and W. H. Aitken, Charlottetown, vice-president for Prince Edward Island. In the evening a pleasant informal dinner was tendered the visitors at the Union Club, covers being laid for twenty. S. A. Jones, president, after an excellent menu had been discussed, proposed the toast to the King which was honored in the usual way. The next toast was the visitors and responses were made made by Messrs. Bauld, Aitken, Eakins, Pyke, Smith and Morrison. Clarence W. de Forest entertained the gathering in his inimitable fashion and the singing of Auld Lang Syne brought a pleasant function to a close.

Miss Janet Mullin, who has carried on a successful fruit and confectionery business at Hartland has disposed of her stock-in-trade to Reed Chase, Mrs. T. G. Simms and Estey & Curtis, all doing business in Hartland.

John McCarroll, a retail grocer of Milltown, took a novel way of entertaining his patrons one day last week. He invited his customers to go with him to the blueberry plains and spend the day picking blueberries. A large number responded and were given transportation in several hayracks. All reported a pleasant time and lots of berries. Mr. McCarroll is now planning another surprise party for his customers.

Edward Kierstead, who has solicited business among the Milltown and St. Stephen trade for Ganong Bros. for the past few years, has accepted a position with T. H. Estabrooks and will assist in selling Red Rose Tea.

HALIFAX.

Aug. 31.—Business continues to improve in most lines of the grocery trade, and the outlook is favorable. Collections on the whole are favorable and the jobbers are satisfied with the conditions except in the colliery districts where strikes are on. Prices are pretty steady at present and no marked changes are anticipated. The receipts of butter are falling off some but this is attributed to the farmers being busy with their crops.

The supply is ample for the local trade, but very little butter is being placed in storage at present. Creamery is quoted at 25c and dairy from 20 to 22 cents.

There has been an advance of three cents in the price of fresh laid eggs. The demand is quiet, both for fresh laid stock and for case eggs.

The market is practically bare of hams and bacon, both of which are in good demand. Very few hogs are arriving at present as the weather is too warm for killing, and until cooler conditions prevail there will not likely be any improvement. There is also a marked scarcity of barrelled pork. All the dealers are complaining of the shortage and the high prices. The season is near at hand when large quantities will be required for shipment to the outports.

The commission men report business very brisk at present and a large quantity of stock is being turned over. The sales of tomatoes and corn are heavy. California Bartlett pears are scarce and the price has taken a big jump. Pears that sold last week for 30 cents per dozen are now selling at fifty cents retail.

H. G. Bauld, A. C. Pyke, and L. M. Smith were the Halifax grocers who attended the meeting of the Maritime Grocers' Guild, which met in St. John this week. They all made speeches in response to the toast "to the visitors."

It is expected that the first shipment of Nova Scotia apples to the British market will be made from Halifax on Sept 8th. Last year 510,988 barrels were shipped from this port chiefly to London, Liverpool and Glasgow. This year it is expected that the shipments will reach six hundred thousand barrels. The Furness line steamers carry the most of the fruit and this year the company will put on a weekly service.

Large quantities of the early varieties of Nova Scotia fruit are now coming on the market, and the quality is excellent. The crop of peaches is large, but the demand so far is light. They are selling at 60 cents per six quart basket.

Frederick W. Hodgson, who has had several years' experience in the business, has opened an up-to-date grocery store at the corner of Windsor and North Streets. The building which has just been completed, is arranged most conveniently for this class of business. Oats at 60 cents per six-quart basket.

WHO WILL ANSWER THIS?

W. J. McCart, general merchant, of Avonmore, Ont., writes The Canadian Grocer, as follows:

"I would be pleased to hear from anyone, through your trade paper, who is running a general store in departments—by this I mean where goods are charged to each department and where each clerk stays in his own department."

The Grocer will be pleased to receive for publication articles on this question.

Curren

Aug. 29 market her get, an secure the dozen. raisers and these ing their better price they have pay the s some case see they at are a d, instead mission he the grocer selected st however, the gave sa so far fresh eggs but they v condition the buy retail will not be early n usual p the during

The groce and their: rained made until pulled off: Arthur J the gro B.C. was r Both bui grocery st by fire. L insurance.

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Small standard accumulated... statistics, the... C... .. Royal... .. 100... .. per lb... .. per ton...

August 31 daily critic mediation handle busi ed such an meeting of truly here

Current Business Happenings in Western Canada

Vancouver Grocers' Picnic Postponed on Account of Rain—Lucky Calgary Jobbers Buy Salmon Early—An Upward Tendency in Canned Goods—Regina Wants Better Shipping Facilities.

VANCOUVER.

Aug. 29.—Eggs are a feature in the market here. Good fresh locals are hard to get, and at times it is impossible to secure them. They retail at 50 cents a dozen. There are many egg and chicken raisers on the outskirts of Vancouver, and these have found that by distributing their own eggs they can get much better prices and have a steady market. They have their line of customers who pay the standard retail price, and in some cases, five cents a dozen more, since they are assured of getting eggs that are at the most but a day or two old, instead of having been in the commission house for a time and then in the grocer's store. If a good high-class selected stock could be placed in Vancouver, the trade would welcome it. If it gave satisfaction, and the price was not so far up as what it will be here for fresh eggs, the demand would be good. But they would have to be good, not in condition that they would be returned to the buyer, for that is the one thing the retail dealer does not want. Eggs will not be below 50c a dozen retail until early next summer, and will climb to the usual price of 65c and 70c and even higher during the coming winter.

The grocers of Vancouver were to have held their annual picnic on the 25th, but it rained all day. Postponement was made until Labor Day, when it will be pulled off at Central Park.

Arthur Jaynes, who is with his father in the grocery business in Greenwood, B.C., was married to Miss Annie Prout.

Both building and stock of Struthers' grocery store, Fernie, were destroyed by fire. Loss is fairly well covered by insurance.

William Robinson, of Chicago, seeing the possibilities of the market for squabs in Vancouver and surrounding places, has purchased 400 acres on Lulu Island, where he will raise pigeons. He now has a business of that kind at San Jose, Cal., where he keeps 10,000 birds.

VANCOUVER MARKETS

Standard	5 50	Tapioca, per lb.	0 03
Granulated	0 05	Evaporated	
Condensed, lb.	0 05	apples	0 08
Butter	0 05	Butter, per lb.	0 25
Apples	0 05	Cheese, per lb.	0 15
Oranges	0 06		
Prunes	0 11	Canned Goods	
Apples	0 13	Peas	1 05
Plum Royal		Tomatoes	1 32
Household, bbl.	7 50	Corn	1 10
Meal, p. 100		Apples	3 42
Flour	2 60	Strawberries	2 15
Wheat, per lb.	0 03	Raspberries	1 65
Barley, per ton	68 00		

REGINA.

August 31.—The C.P.R. is being generally criticized for the lack of accommodation they have provided here to handle business. The matter has reached such an acute stage that a general meeting of all the shippers was held recently here to meet Mr. Taylor, the

superintendent of this division and the members of the city council, to see if some agreement could not be reached between these parties, so that an improved accommodation by the railway company could be provided. The meeting was largely attended by all interested or affected, but the net result seemed to be that Mr. Taylor, on the part of the Canadian Pacific Railway Company, laid the blame on the city for not allowing them to build their sheds where they wished and the city council in turn blamed the railway company, claiming they had not tried to provide accommodation and had not shown a disposition to arrange matters between the city and the railway company. This apparently was the outcome of the meeting, but this by no means satisfied the shippers and a later meeting was held at the Board of Trade office, at which a committee was appointed to investigate matters at the freight sheds and take up all cases of delay. Although the city has doubled itself several times within the past five years and the amount of shipping done from here has enormously increased, the C.P.R. have not increased their shipping accommodation in any way and they are at present unable to handle the business without a very great deal of delay in unloading the teams.

George Pepper, who has been conducting a fruit and grocery business under the style of the Regina Fruit & Produce Co. made an assignment this week to Mr. Wessel, the official assignee. It is understood his affairs are in bad shape and that his creditors will lose heavily. Probably the heaviest loser will be T. A. Hatfield, who is connected with Cloy & Simmons. Neil McKelvie was here several days this week in connection with this matter, representing Cloy & Simmons, of Calgary.

A. Pym who was lately connected with the Regina Fruit & Produce Co., has opened a fruit and grocery store on South Railway Street.

L. Adington, of the staff of Cameron & Heap, spent a week's holidays at Long Lake, the coming summer resort of Regina. J. T. Andrews, also of this firm has just returned from a business trip down the Soo-Line.

The Regina Trading Co. have made quite an improvement in their store, having shifted the hardware department to the position lately occupied by the groceries, the grocery department having been moved to the rear of the store.

CALGARY.

Aug. 31.—Late advices from the Pacific Coast confirm the reports that have been published that the pack of sockeye salmon on the Fraser river is a decided disappointment to the canners and dealers alike. Preparations had been made for a large pack, which is usual every four years. However, the salmon did not run, and instead of there being 800,000 cases of sockeye packed on the Fraser, there are only 420,000 cases. Jobbers who placed orders early are fortunate, as

the opening prices were low. Those who had neglected to place advance orders will have to pay higher prices, as it is stated the canners instead of making money this season stand to lose heavily on account of the extensive preparations made early in the season.

Grocery markets are firm with an upward tendency on canned goods of all kinds. California dried fruits are moving slowly, but new crop fruits are firm, as growers are marketing the fresh fruit at better figures than can be obtained from the packers. Calgary wholesale grocery prices are unchanged.

CALGARY MARKETS.

Sugars	
B. C. granulated	5 54
Raymond, beet	5 54
Ice sugar, in boxes	7 00
Powdered sugar, in boxes	7 00
Lump sugar, in boxes	7 00
Raisins	
Valencia, layers, 28 lb. box	2 40
California, 2-crown muscatels, per lb.	0 06
" 12 oz. choice seeded, per pkg	0 06
" 16 " " " " " " " "	0 07
" S. C. prunes, 50-100, per lb.	0 05
(to rise on a size)	
" S. C. prunes, 30-40, per lb.	0 10
Currants, fine Filistras, per lb.	0 08
Cal. evap. peaches, choice, in 25 lb. box	0 07
Cal. evap. apricots	0 13
Cal. evap. date, bulk, Halloween, per lb.	0 07
Pure maple sugar, per box 40 lb. cakes	4 04
Rolled oats, B. & K. brand, 50 lb.	3 00
Flour, Hungarian, per 98 lb. sack	3 40
" Economy	3 15
" S. Bakers	2 65
Commeal, yellow, per 98 lb. sack	2 40
" 10 lbs.	2 65
Beans, Canadian, hand picked, per bush	3 00
" California, limas, per bush	0 06
" " pinks, per lb.	0 06
" " Bayos, per lb.	0 06
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 24
Cheese, Alberta, dairy, No. 1	0 20
" Ontario, large	0 14
" " twins	0 15
Eggs, fresh gathered, per case of 30 dozen	7 50
Pork, prime Alberta s.c., per bbl.	22 50
" " " " " " " "	12 00
Canned Goods	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz.	7 00
" " " " " " " "	5 25
" " " " " " " "	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 40
Corn, in case, 2 dozen	2 40
Apples, per case 1 doz. gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz.	4 50

MANITOBA MARKETS

Corrected by Telegraph.

Winnipeg, Sept. 2, 1909.

Wholesalers report the trade quite heavy considering that present shipments are for immediate consumption. Merchants throughout the west find it difficult to provide goods to the multitude of hungry harvesters and as a consequence only a hand-to-mouth business is being done. In the course of a few weeks merchants will be beginning to stock goods and it is for this that the wholesalers are prepared and waiting. There is a weak tendency in the cereal market and also the syrup—owing to the new crops in these lines. Canned fruits are moving well as expected at this season when handy commodities are in order, and when fresh fruits are not available. The decline in brooms of 25 cents is the first break in price for some months. The market has been high and few merchants have been buying.

Word comes to the city that B. C. canners have withdrawn their prices on sockeye and coho salmon. Every four years they expect a good harvest of fish and this was the season upon which they were building their hopes. The American canners however, somehow got the crop and the stock of the B. C. Association is already depleted. The independent

ago, where it was one of the most interesting exhibits. A special wagon was manufactured on which to place it, and the cheese and wagon were given a flat ear to carry them to the fair. The cheese was afterwards shipped to England, where most of it was consumed.

Fred Free, one of Perth's young men, has entered the grocery circle. He purchased the business of Mrs. J. M. Ready (now Mrs. Geo. Hogg), taking possession last Monday morning.

Potatoes have dropped another 10c. Farmers are now receiving 40c per bus. What the fall price will be is uncertain. Some people think potatoes will drop to 25c per bus.

A number of early apples are being marketed. In too many cases these are brought in in bags and so bruised that much of their value is lost. Prices vary from 40c to 60c a bus.

Plums hold first place in basket fruits this week. Lombards are bringing about 55c per basket, and fancy plums 70c.

Fire recently visited at two eastern Ontario business places. That of E. M. Sexsmith, Tweed, was one. This fire started in the cellar, but worked up into his store. The stock was damaged with smoke and water. The large general store of H. F. Judson & Son, Frankville, was recently destroyed by fire. The fire started from a stove in which papers had been burned, and spread with great rapidity. The loss was about \$4,000, with insurance \$2,000.

Eggs have again advanced. On Saturday they reached "paying 20c." Retailing 22c. Butter is somewhat scarce and farmers have little difficulty in getting 22c from grocers.

H. M. Shaw has one of the neatest grocery departments in town. He carries a number of high-grade special lines and enjoys a large trade. His grocery manager, "Me!" Kennedy, is a hustler for business.

South Lanark fair is being held in Perth Wednesday, Thursday and Friday of this week. This means a busy week for grocery clerks, as a crowd is sure to attend "Perth's big fair."

All the interesting picnic reports in The Grocer make one wonder why we could not have one. If Perth and Smith's Falls grocers would work together next year, perhaps a splendid one could be arranged for, say up the Rideau. It's worth thinking about anyway.

GUELPH.

Sept. 1.—Tomatoes sold in Guelph on Saturday in fairly large quantities at 30 cents a basket, though some of the merchants lost money in selling them at that price. The reason of this was that the local supply was unsatisfactory and slow. Early in the morning tomatoes sold by the wagon load at 25 cents a basket, but in the course of an hour the wholesale price had shot up to 30 cents, so that merchants who were not among the first to buy either sold them at 35 cents or lost money on them at 30 cents.

Black raspberries are unsatisfactory

as far as Guelph merchants are concerned this year. They are small in size and inferior in quality.

W. C. Benson, of Benson Brothers, is back from Ottawa.

Robert Millar, of the grocery department of George Williams' store is delighted this week with the supply of melons he is getting in. They are the Bow Park brand and he claims that their flavor is exceptionally good and that they come neatly packed with excelsior, in large willow baskets. "We have no kicks on these," he said.

Ald. J. A. McCrea and Mrs. McCrea have returned from a pleasant vacation in Muskoka.

Many Guelph merchants, particularly grocers who display their wares on the

writer asked of the manager, "What do they seem to like about it?" "Smell it," was the reply, and then the writer understood. The new vinegar has a smell very much like—strong sherry.

Archie Benallick, of Peter Anderson's grocery store, left yesterday morning for Shelburne and Orangeville where he will spend two weeks holidays with friends.

Miss Gertie Hicks, of the staff of Hicks' Paisley Street grocery, is back again from her vacation.

Early apples are scarce in Guelph as yet, and the quality is none too good, although apple dealers in this district have told their Guelph customers that the season promises to be a good one for the later fruit.

There is not a grocer in Guelph who has been able this season to get a supply of huckleberries equal to the demand. Every day for the past week or two they have been repeatedly asked by their customers for huckleberries and could have sold them at a good price had they been able to get any for sale. A. J. Groom, an Upper Wyndham street grocer, in speaking to your correspondent on the scarcity of this line of fruit, said it has been the poorest season for them for years. "We simply can't get them at any price," he said. "Hugh Walker & Son got a small shipment in a short time ago and divided them up amongst us giving us two baskets each, and that is about all we have been able to get."

Ernie Tovell, of the staff of A. J. Groom's grocery has returned from his holidays.

Your correspondent on making his rounds this week asked a number of local grocers what lines of advertising they were intending to take up to boost their fall trade. Several were of the opinion that they would merely use the newspapers, but some others said they believed strongly in the effectiveness of the circular letters. A typewritten personal letter,—a circular, and yet not a printed one—was, they thought, one of the most effective means of getting the attention of the public. One of the merchants just recently sent out to every woman in Guelph a typewritten letter with her name and address at the head of the letter as well as on the envelope. He showed your correspondent one of the letters and he was surprised to see that though they were turned out on a machine a thousand at a time they looked exactly like first copies of letters written specially to the person addressed. The merchant in question stated that while he had not the time to do this work himself, he thought it was about the most effective line of advertising he could get and did not in the least begrudge the expense entailed in having it properly executed at a typewriting establishment where he was also given the use of carefully revised lists of first-class customers in Guelph and vicinity.

Local fish dealers, and grocers who deal in fresh fish, are having trouble just at present in getting a satisfactory



CHRIS J. DELANEY,
Manager of Mrs. McHenry's Grocery,
Brockville, Ont., Who Basis the Business on Quality.

streets in front of their stores, feel grateful to the police and civic authorities for their vigilance in stamping out the dog nuisance in Guelph. A great deal has been done in this respect since the new dog by-law came into force. The merchants are not troubled nearly so much now with stray dogs. They sincerely hope the authorities will continue in the good work.

A line of wine vinegar made from straight grape juice has been advertised during the past week by the grocery department of George Williams' store. Your correspondent upon making enquiries learned that the new article was taking hold well and gives promise of becoming popular. "How is it?" the

36

“AYLMER” Jams, Jellies Preserves, Etc.

Every Glass Jar or other package
of “AYLMER” Jams or Jellies is
guaranteed absolutely pure, put
up from FRESH FRUIT when in
season and FINEST
GRANULATED SUGAR.

The flavor and high quality of

up from **FRESH FRUIT** when in
season and **FINEST**
GRANULATED SUGAR.

The flavor and high quality of
"AYLMER" Preserves cannot be
obtained in preserves made from
pulp. No Preservatives. No Coloring.

At every process cleanliness is reduced to
a science.

**Fresh Fruit, Finest Granulated Sugar, Cleanliness,
Up-to-date Methods.**

Order to-day. Stocks are limited.

CANADIAN CANNERS
LIMITED

Hamilton - - - - - Ontario

THE CANADIAN GROCER.

THE CANADIAN GROCER

supply. One of them stated that last week he had to go to Toronto and buy 50 lbs. of fish at an exceptionally high price in order to be in a position to accommodate his regular customers. The scarcity of the supply, it was explained, is due to the great demand that there is for fish in Toronto at present on account of the many Exhibition visitors.

One Guelph grocer at least, interested in a news item in The Canadian Grocer, to the effect that Tilbury merchants had made an agreement among themselves to ask their customers to leave orders for groceries before 9.30 at night on Saturdays and to deliver no orders that were taken after that hour. "You might suggest in your letter that we make a similar move here, for there are many of us, I am sure, who are none too anxious to keep our delivery men at work all Saturday night and part of Sunday morning."

BRANTFORD.

September 1.—The first annual picnic of the Grocers' and Butchers' Association was held at Bart's grove, near Paris, on Wednesday afternoon, when nearly 150, representing the association members and their clerks, boarded the Grand Valley cars and were conveyed to the beautiful picnic grounds. The features of the afternoon were a number of baseball games, the most important of which was between the grocers and butchers. Although there were many errors, the game was enlivened by terrific slugging. In the end the grocers won out by 25—24. After this match the winners went up against Pettit's lightweights, whom they defeated by 23—22. In the evening the dough-punchers trimmed the sugar-sifters 24—14. The grocers were in fine form, also carrying off the tug-of-war contest. At the close of the sports a dainty lunch was served. All voted the event a great success, and it is likely it will be made an annual feature in the future. The sports in detail were: Ball game—Grocers (25) Art Harp, B. Burns, N. Walsh, W. Greenside, George McCann, E. Felton, G. Fowler, P. Greenside, Butchers (24) J. Cammel, Pilfer H. Burns, Kew, Cradock, Needham, Wilton, Thornton, Welsh. Sack race—C. Thornton, E. Martin; three-legged race—Pfilton and Culver; Greensides and Thornton; boys' race—McKinnon and Howarth; 50 yards race—M. Knowles, Culver, W. Adams; boys' 50 yards race—T. McKinnon, G. Howarth, W. Mulcap.

The local merchants are making a fall display of fruit jars. The sales have been good as fruit has been plentiful here, and the featuring of the jars has served as a reminder to customers. The local market affords excellent opportunity of purchasing all lines of fruits at the lowest rates.

The merchants along Colborne Street, including several grocers, have approached Mayor Wood to use his influence in having the work of paving the street

rushed with all possible speed. The street has now been torn up for a couple of months, with the result that it is not open to traffic. In consequence the merchants are losing trade. The mayor promised to do his best to have additional gangs put on the work so that it may be completed at the earliest possible date.

Brantford is soon to vote on a big question, which is of particular interest and importance to the grocers of the city. It is whether or not the location of the present market shall be changed. The Dominion Government has intimated that it will spend \$150,000 on a new building for the local postal, customs and inland revenue services, if the city deems a part of the present market square as a site, in exchange for which the Government is willing to give the city the present post office building. No doubt the business men, including the grocers, will be heard from on the question, as opinion is pretty evenly divided on the issue. In Brantford trade has centred around the market square and its removal must mean serious damage to vested interests. The Grocers' and Butchers' Association will probably take a stand on the issue.

TOMATOES AND CORN DAMAGED.

Toronto, Sept. 2.—The William Davies Co. received telephone messages this morning from St. Catharines and St. Thomas, saying that heavy frosts the previous night had damaged corn and tomatoes.

TORONTO.

Sept. 1.—H. Ashcroft, 1592 Queen St. West, is rapidly increasing his business through his two hustling clerks, R. D. Patchett and G. W. Warren, who are bound to get their full share of the business. They are after the best methods and appreciate the value in this respect of The Canadian Grocer.

Dunlop & Kitchen, 1254 Bloor St. West, recently came to the city, full of life and ambition and are in the keen race to get a good hold in that part of the growing city.

Grocers are getting so numerous on Bloor St., west, that one of them suggests the idea that the street should be called "Grocery Ave."

W. J. Jones, 1204 Bloor St., West, is getting a strong hold in this busy part of the city and is doing a good business. He builds on the solid foundation of cleanliness and courteous service.

B. L. Dunn, 992 Bloor St. West, is well satisfied with his summer's business. Fruit trade was good. He gets many pointers he says from The Canadian

Grocer. If a grocer does not take his trade paper there is something wrong with him.

Lewis & Stevenson, 935 Bloor St. West, are bright and up-to-date grocers. Their stock is well kept and is in good conditions. They wear that happy "something" about them which is sure to bring people back as permanent customers.

C. E. Hubbs has bought out D. McEachren, 934 Bloor St., West, and has taken possession. Mr. Hubbs comes from Brule Lake Station, where he has been conducting business for a strong lumbering concern, and therefore comes with a valuable experience. The next best thing, after securing this favorable spot, was to subscribe for The Canadian Grocer, which is certainly an evidence of good business tact and judgment.

M. Hollingshead, 896 Bloor St. West, is one of the old trade journal readers and is therefore up-to-date in every respect. His wonderful experience all over the world is very valuable in conducting his business. It is remarkable how much valuable information is hidden among grocers, which would be intensely interesting and valuable to others, if they would occasionally write a letter to their trade paper. A subscriber to a paper is valuable, but one who takes enough interest in it to criticize the editor's work, or occasionally write a letter, is worth a great deal more.

B. L. Hill, 668 Bloor St. West, enjoyed a good regular business all summer. He is strongly supporting the idea of biscuit manufacturers invoicing their goods at retail prices, with a fair discount off.

I. B. Hagau, 638 Bloor St., West, never had a better summer's business and he attributes a good deal of it to the stand the wholesale men took in demanding prompt payment in full each week. He claims that prevented careless buyers from buying larger quantities than they could handle, and then either slaughter them or throw them out. While he claims that this step on the part of the wholesale men did good in some respects, he is, however, decidedly opposed to this manner of treating good paying grocers in the way they do.

R. S. Moore has bought out Clancy & Co., 628 Bloor St., West. He is a young man full of ambition and determination to win. With the help of his wife he should soon have a busy place in that hustling part of the city.

W. J. Sawyer, Yonge St., has an attractive display of a breakfast food cartons. The arrangement is new and is certainly an attention-drawer.

A. J. McPherson, 1078 Queen Street West, has a good front in his store, which he is going to turn to good advantage. Along with his groceries he has a neat ice cream parlor, as well as a soda fountain. With the new improvement and extra efforts, he expects to have the best store in that part of Queen Street.

Sept. 1.—T retail circles i of all staples vance, and in color than seeded raisins in buyers' faded for. The so great as f vanced prices down to the are holding o encia raisins, and raisins is ers are daily sockeye salm

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Lady gro Johnston; Grocery coner; 2. F Grocer d ilton; 2. W Sack rac Wood; 3. Red Ros Mrs. Brow hoff; 4. M Traveler yards—1. Langford.

Human Simpson Wood; 3. Bun-eat Roulston, Pillow Wood; 3.

Wood; 3.

Wood; 3.

LONDON.

Sept. 1.—Trade in both wholesale and retail circles is fair. Brokers report prices of all staples firm. Price shows an advance, and samples coming are darker in color than usual. Prices of California seeded raisins and prunes are at present in buyers' favor, but an advance is looked for. The damage to currants is not so great as feared, and grocers, who advanced prices 3c per cwt., have got them down to the old figure again. Buyers are holding off for lower prices for Valencia raisins. The crop of both currants and raisins is expected to be good. Brokers are daily looking for quotations for sockeye salmon.

Last week saw the last of the Wednesday half-holidays for the summer, and grocers and other business men, who have taken advantage of it, regret it at all over. Almost all are satisfied with the way the arrangement works, and no one believes any loss is suffered from closing up shop half a day each week.

The Retail Grocers' Association celebrated the last of the half-holidays on Wednesday last with a big picnic at Springbank. Fully 5,000 people were on the ground, and there was an abundance of fun. The programme of sport contained many amusing features, chief among which was the three-legged race for mixed couples. Fancy slim, symmetrical President E. J. Ryan, tied at the ankle to a buxom lady of 210 lbs. avoirdupois, and you have an idea of what the race was like. Yet the same couple managed to run at dead heat for first place with a pair of pretty smart sprinters. There was a bun-eating contest, boxing in barrels, a pillow fight, etc., all of which served to amuse the great crowd. Not the least interesting item on the program was the baseball match—North v. South—for the Lea Pickling Co.'s trophy. The following are some of the prize winners in the various events:—

150 yards dash, open—1, O. Falconer; 2, W. Hamilton; 3, R. Hill.

100 yards, members of the Retail Grocers' Association—1, T. Vincent; 2, A. Young; 3, T. James.

Grocers' wives, fifty yards—1, Mrs. W. Richards; 2, Mrs. Cahoon; 3, Mrs. Traver.

Lady grocery clerks, fifty yards—1, M. Johnston; 2, O. Falconer; 3, A. Kidner.

Grocery clerks, 100 yards—1, O. Falconer; 2, R. Hill; 3, B. Wood.

Grocer drivers, 100 yards—1, W. Hamilton; 2, W. Davis; 3, E. Worwald.

Sack race, open—1, J. Goodran; 2, B. Wood; 3, G. Mitchell.

Red Rose tea race, married ladies—1, Mrs. Brown; 2, Mrs. Webb; 3, Mrs. Steinhoff; 4, Mrs. Tallant.

Travelers calling on grocery trade, 100 yards—1, H. Wilkie; 2, F. Brown; 3, H. Langford.

Human wheelbarrow race, 50 yards—1, Simpson and Summers; 2, Mitchell and Wood; 3, Gibson and Bodine.

Bun-eating contest — G. Bindner, C. Roulston, H. O'Rourke.

Pillow fight, open—1, D. Carter; 2, B. Wood; 3, C. Sumner.

Three-legged race, lady and gent, lady must weigh 200 pounds or over—1, E. Ryan and Mrs. Sadlier; 2, Ed. McCormick and Mrs. Richards.

Committee race, open to officers of Retail Grocers' Association—1, C. Hayes; 2, Ed. Reid; 3, H. Ranahan.

Presidents, ex-president, vice-presidents and ex-vice-president of R. G. A.—1, H. Ranahan; 2, W. Mullins; 3, E. Ryan. Special prize, N. McLeod.

Grocers' wives' race—Mrs. Richards, Mrs. Spaan, Mrs. Travor, Mrs. Fonger.

There was also a contest for the prettiest girl on the grounds. The judges did their work while the sports were going on, and as a result, Miss Marjorie Dodd, of 477 Queen's Avenue, was awarded the prize, a platinum photo. There was a ken contest for the most popular lady on the grounds, four being nominated: Miss Falconer, Mrs. W. Smith, Mrs. Thomas Shaw and Mrs. Ed. McCormick. The voting was keen, but Miss Falconer won. She was awarded the prize, a ticket to Toronto and 6 admissions to the Industrial Exposition.

HAMILTON.

September 1.—Bumper markets are a common sight just now, all kinds of fruits and vegetables coming in profusion and selling at reasonable prices. For one or two days there was a glut of tomatoes and they sold at 10c. for 12 qt. baskets. Prospects are good for a heavy crop, and the local canneries will be able to get all their requirements. Peaches of the clingstone variety have been a drug on the market. Last week they came in by the thousand with prices all the way from 15c. to 40c. each for small baskets. The only thing to do is to stew them for pies. It is a question with a great many farmers whether it would not be better to cut them out altogether and grow only the better grade of peaches.

The grocers think that if blueberries were shipped down here to some commission man who was not too greedy that a good deal more business might be done with them.

Butter, eggs and poultry are high. When it comes to spring chicken or duck it is only the man with the big roll that can get away with them. Hamilton market at this season is a whole show and is well worth a visit.

The travelers are all looking fine after their rest and report excellent business. Wholesale grocers here are pressed to fill orders and are working their staffs up to the limit.

Factories are all running full time and prospects look bright for a good season's business. Here as in a great many other places the retail grocery trade is overdone but as long as jobbers will take a few dollars from inexperienced men and give them a stock of goods, we will have cutting and failing and all their disagreeable attributes to put up with.

CHATHAM.

Sept. 1.—Following several rather quiet weeks in the grocery business, things are commencing to liven up. The fall preserving season is commencing,

peaches, plums and pears coming in freely. This is expected to stimulate business in sugar, jars and preserving accessories. The pickling season will also open shortly, with a consequent demand for spices.

Herbert Malcolmson, of the H. Malcolmson grocery, has arrived home from a business and pleasure trip to various points in Quebec.

Harry Andrew is spending a couple of days this week fishing at St. Luke's Club on Lake St. Clair.

Varying reports have been received regarding the tomato crop. In some sections of Essex it is reported excellent. In Kent and Elgin, however, indications are for a short crop, which will affect the canning industry.

Miss Winnie Savage, of the Craig Co., Limited, staff, Ridgeway, has been taking her summer holidays.

A unique complaint comes from Kingsville, in the heart of the Essex melon belt. It is to the effect that growers unload upon the local merchants and through them on local customers the culls of their stock, which retail at the same price as first class melons. Incidentally, this looks like a good melon year.

Chatham was on Aug. 24 and 25 the scene of an important gathering, the I.O.F. High Court, of Western Ontario. Nearly 500 Foresters and companions were in attendance. Quite a few merchants decorated for the occasion.

BUSINESS IN WESTPORT.

Merchants are Finding Trade in the Grocery Line Better Than a Year Ago.

Westport, Ont., Sept. 1.—Westport has as pretty a situation as any Ontario village. It is situated right on the shore of Rideau lake, has a good farming district around it, and so enjoys a good farm and campers' business. The tourist business should greatly increase, as the lake fills up with cottages and campers. Almost all the stores are general stores, only one or two being straight groceries.

J. R. Breckenridge has one of the neatest stores in town. He gives most of his attention to groceries and this summer has enjoyed the best business which ever came his way.

McDonald & Erwin do quite a business and have found this year's trade ahead of last year's.

M. E. Mulville has groceries well to the front of his large general store, opposite the Wardrobe House. He carries a large stock and business is brisk.

J. H. Arnold, in his general store, gives a front position to his well-selected stock of groceries. His stock is neatly kept and "Arnold's" on Main St. is well thought of by the buying public.

Potatoes are bringing 50c per bushel here. Grocers are paying 20c for eggs. They find dairy butter scarce and are stocking creamery.

Retailer Charges Wholesalers With Unfair Methods

Claims That Some Distributers Sell Direct to Consumers Whenever They Find it Convenient—Large Trade of This Nature Done During the Summer With Muskoka Tourist Houses—"Lover of Fair Play" Makes Strong Plea for a Provincial Retail Grocers' Association—Gives Some Facts About Orders Taken.

Editor Canadian Grocer.—The writer has been wondering of late where some of the wholesalers are going to land.

The Wholesale Grocers' Guild says that the manufacturer who sells direct to the retailer, must discontinue to do so, or that body will refuse to handle their goods. The above was shown clearly to be the case during the late enquiry made in Toronto.

Years ago, in the Muskoka Lakes district where I do business, the retailers did a large business in the way of supplying tourist summer resorts, and with the settlers generally on the Muskoka Lakes. A few years ago some wholesalers, looking to extend their business, decided to do a retail trade by way of supplying these resort keepers and settlers, and before the lakes are clear of ice each year, travelers representing different wholesale grocers are to be found soliciting orders for groceries, meats, biscuits, confectionary, and, in fact, almost every thing that a retail grocer would stock.

I have in my possession a copy of an order taken by a traveler representing a wholesale grocer, doing business on Front Street, Toronto, from a tourist house, which I would imagine from the size of the house, would accommodate from fifteen to eighteen guests. It reads as follows:

6 boxes Royal Yeast; 6 pkgs. corn starch; 6 tins sardines; 6 pkgs. Pearline, 3 pkgs. Sapofo, 12 lbs. pot barley, 6 lbs. split peas and several other items of this character.

Several of these resort keepers' orders would amount to several hundred dollars each, during the season. Practically the only business that the retailer here gets from this district is orders for hay, oats, flour, and perishable fruits, which the wholesalers do not supply. The wholesalers get the grocery orders, to which I think the retailer here is entitled.

Some time ago I saw, on a wharf on one of the Muskoka Lakes, a consignment of groceries from a wholesale house on Front Street, Toronto, amounting, I would suppose to about \$125. This was addressed to a gentleman, who is not even a summer resort keeper, but a settler. On the following day I met a brother retailer, who showed me a letter, from the same settler to whom the grocery order was addressed, asking to be supplied with seed, grain, etc., on credit—his money having all gone to pay the wholesaler who supplied the groceries. I have it from good authority that one of the wholesale houses in Toronto does a retail business in this section of about \$10,000.

Why should the Wholesale Grocers' Guild allow this wholesale house to do a retail trade, and yet prevent a retailer from buying direct from the manufacturer? After taking the cream of the business during the summer months from the retailer here, who should have it, the wholesaler will expect the retailer to patronize him during the remaining months of the year.

One of the owners of a large summer resort told me that he had, for some years, been buying his goods from a wholesale house in Toronto, because the wholesaler's family always stayed with him during the summer months, and, I suppose, traded the bill out.

The time is ripe for all retail grocers in Ontario to stand firm and have a Provincial Association to deal with matters of this kind. The Retail Merchants' Association has done a good work in the past in bringing about good legislation, but there are many things, pertaining expressly to the retail grocery trade, regarding which some understanding should be arrived at.

I would like to hear the expressions of the views of other retailers who may be suffering from this same cause.

"LOVER OF FAIR PLAY."

PRODUCES BAD EFFECT.

Cussing Clerks is not Conducive to Building up a Business.

We know a merchant who swears at his clerks.

This man not only swears at his men clerks, but he does it in the presence of the women clerks and he has even been known to swear at the women clerks.

One would suppose that it would be hard for such a man to get clerks to work for him. But clerks will sometimes put up with a good deal to hold their jobs. And possibly the clerks take into consideration the fact that it is just a bad habit the man has, and that he does not really mean anything. In other ways the merchant is a very nice sort of a chap, and is good to his assistants.

But the cussing habit doesn't help any. It makes some of the clerks mad, to be sure, and now and then one of them will quit in a huff and go somewhere else. And these clerks who quit generally take pains to inform all their friends about their reason for quitting.

That is what really hurts the merchant. Most people—and women especially—will be prejudiced against a merchant who uses violent language in calling down his

clerks. "I don't like to trade at Mr. So-and-So's," they say, "because they say he swears at his clerks just awfully." The stories about the way the man swears are probably not allowed to grow any less picturesque than they really are by being told around, you know.

This swearing business is going out of fashion. Men who are naturally inclined to swear are finding out that it is better policy not to do it. It generally hurts the man who swears a good deal worse than anyone else. It is, as a matter of fact, against the law to swear, and further than that, it is contrary to good sense and good breeding. — Merchants' Journal.

HIS TEN COMMANDMENTS.

A Chicago man who has a large number of employes under him, has posted up in various departments of his establishment cards which bear the above caption and the following terse rules. These make it very plain what he expects, and what he does not expect, of those who draw salaries from him:

Rule I.—Don't lie—it wastes my time and yours. I'm sure to catch you in the end and that's the wrong end.

Rule II.—Watch your work, not the clock. A long day's work makes a long

day short and a day's short work makes my face long.

Rule III.—Give me more than I expect and I'll pay you more than you expect. I can afford to increase your pay if you increase my profits.

Rule IV.—You owe so much to yourself that you can't afford to owe anybody else. Keep out of debt or keep out of my shops.

Rule V.—Dishonesty is never an accident. Good men, like good women, can't see temptation when they meet it.

Rule VI.—Mind your own business and in time you'll have a business of your own to mind.

Rule VII.—Don't do anything here which hurts your self-respect. The employe who is willing to steal for me is capable of stealing from me.

Rule VIII.—It's none of my business what you do at night, but if dissipation affects what you do next day and you do half as much as I demand, you'll last half as long as you hoped.

Rule IX.—Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet to my vanity, but I need one for my dollars.

Rule X.—Don't kick if I kick—if you're worth while correcting, you're worth while keeping. I don't waste time cutting specks out of rotten apples.

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Islands

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Choice Ba

New Orlea
Antwerp
Porto Rico
Columbian

Cases, 24
5-11
16-11
20-11

TEA

THE CANADIAN GROCER

Tomatoes, doz. (Ontario and Quebec)	.75	.82 1/2
Strawberries, doz.	1.37 1/2	1.42 1/2
Clover Leaf and Horseshoe brands salmon:		
1 lb. talls, per doz.	1.87 1/2	
1/2 lb. flats, per doz.	1.30	
1 lb. flats, per doz.	2.02 1/2	
Humpbacks, doz.	\$.95	\$1.00
Cohoos, doz.	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.75	2.00

TORONTO.

TORONTO.—The canned goods market is very excited. Dealers scarcely know how to move. Even fruit canners are buying goods on speculation from wholesale men, if they can get hold of them at a price on which they feel they can make another profit. Sales are made, and afterwards the seller will take them back again at a small advance. The general feeling is that tomatoes, corn and peas will materially advance before settled figures will be reached. Canned salmon are also in an unsettled condition, but it is safe in stating that salmon are up at least 15c a dozen. The catch this year was disappointing and only about one-half of what was expected.

Beans	\$.75	.80
Corn 1/2	.75	.80
Peas	.85	1.40
Tomatoes, 3's	.80	.82 1/2
Strawberries, 2's	1.32 1/2	1.37 1/2
Raspberries, 2's	1.60	1.65
Peaches	1.55	
Lawtonberries	1.50	
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.35	2.40
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

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

Other salmon prices are:

Humpbacks, per doz.	.95	1.00
Cohoos, per doz.	1.35	1.40
Red Spring, per doz.	1.50	1.55
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—Lump Sugar—Decline of 10 cents. Canned Goods—Higher prices expected. Molasses—Market firm.

Toronto, Sept. 2, 1909.

The wholesale trade is brisk. Orders are satisfactory, and with the "Exhibition" in full swing a good many of the country merchants are expected to show up at the different houses, if for no other purpose than a friendly chat. But incidentally orders will receive prompt and careful attention. The unsettled condition of the market in so many lines at present, causes an anxiety and restlessness among wholesale men which is common to this time of the year. The

disappointment in the salmon supply is causing some changes in the calculations of meeting the demand.

SUGAR—All that can be said of the sugar market is that it is very firm, but no advance. Lump sugar has dropped 10c per 100 lbs. This, however, has nothing to do with the price of the regular brands. It no more comes in competition with granulated sugar, than tea does with coffee. It is used entirely for different purposes and prices are governed by its own supply and demand. The demand for all kinds of preserving sugar continues active.

St. Lawrence "Crystal Diamonds," barrels	5.40
" " " " " " " "	5.50
" " " " " " " "	5.60
" " " " " " " "	5.70
" " " " " " " "	5.80
" " " " " " " "	5.90
" " " " " " " "	6.00
" " " " " " " "	6.10
" " " " " " " "	6.20
" " " " " " " "	6.30
" " " " " " " "	6.40
" " " " " " " "	6.50
" " " " " " " "	6.60
" " " " " " " "	6.70
" " " " " " " "	6.80
" " " " " " " "	6.90
" " " " " " " "	7.00
" " " " " " " "	7.10
" " " " " " " "	7.20
" " " " " " " "	7.30
" " " " " " " "	7.40
" " " " " " " "	7.50
" " " " " " " "	7.60
" " " " " " " "	7.70
" " " " " " " "	7.80
" " " " " " " "	7.90
" " " " " " " "	8.00
" " " " " " " "	8.10
" " " " " " " "	8.20
" " " " " " " "	8.30
" " " " " " " "	8.40
" " " " " " " "	8.50
" " " " " " " "	8.60
" " " " " " " "	8.70
" " " " " " " "	8.80
" " " " " " " "	8.90
" " " " " " " "	9.00
" " " " " " " "	9.10
" " " " " " " "	9.20
" " " " " " " "	9.30
" " " " " " " "	9.40
" " " " " " " "	9.50
" " " " " " " "	9.60
" " " " " " " "	9.70
" " " " " " " "	9.80
" " " " " " " "	9.90
" " " " " " " "	10.00

SYRUP AND MOLASSES—There is a strong feeling in molasses but no advance is reported.

Syrup—Medium, com.	0.30	0.35
Bright, com.	0.40	0.45
2 lb. tins, 2 doz. in case	2.50	
10 " " " "	2.85	
20 " " " "	2.75	
30 " " " "	2.70	
Barrels	0.032	
Half barrels	0.031	
Quarter "	0.032	
Pails, 3 1/2 lbs. each	1.80	
" " 2 1/2 "	1.30	
Maple Syrup		
Gallons, 6 to case	4.80	
" " 12 "	5.40	
Quarts, 24 "	5.40	
Pints, 24 "	3.00	
Molasses		
New Orleans, medium	0.31	0.33
" " " " "	0.29	0.31
Barbadoes, extra fancy	0.45	0.45
Porto Rico	0.45	0.62

TEA—The tea market is firm with a decided upward tendency. The qualities of the new crops are on a high level.

COFFEE—The coffee market remains quiet with nothing of interest to report.

Rio, roasted	0.12	0.13
Santos, roasted	0.15	0.17
Maraibo, roasted	0.16	0.18
Mocha, roasted	0.25	0.28
Java, roasted	0.27	0.31
Rio green	0.08	0.09

DRIED FRUITS—From the information at present available, it is the general opinion that raisins, currants and, in fact, all dried fruits will be cheaper than they were last year.

Prunes—		Per lb.
30 to 40, in 25-lb. boxes		0.10 1/2
40 to 50 " "		0.09
50 to 60 " "		0.08
60 to 70 " "		0.07 1/2
70 to 80 " "		0.07
80 to 90 " "		0.06 1/2
90 to 100 " "		0.06
Same fruit in 50-lb. boxes 1 cent less.		
Apricots—		
Standard	0.13 1/2	
Choice, 25-lb. boxes	0.14 1/2	
Fancy	0.15	
Candied and Drained Peels—		
Lemon	0.10	0.11
Orange	0.10 1/2	0.12
Figs—		
Elemes, per lb.	0.08	0.10
Tappete	0.03 1/2	0.04
Bag figs	0.03 1/2	0.04
Dried peaches	0.08	0.08 1/2
Dried apples	0.08	0.08 1/2
Currants	0.07 1/2	
Fine Filatras	0.06 1/2	0.07
Patras	0.08	0.08 1/2
Uncleaned 1c less.		
Vostizzas	0.08 1/2	0.09
Citron	0.17	0.20

Raisins	0.07 1/2	0.09
Sultana	0.11	0.12 1/2
" fancy	0.14	0.15
" extra fancy	0.05 1/2	0.06 1/2
Valencia	0.08	0.08
Seeded, 1 lb. packets, fancy	0.08	0.08
" 16 oz. packets, choice	0.08	0.08
" 12 oz.	0.07	0.07
Dates—		
Hallowees	0.05 1/2	Fards choicest 0.08
Sais	0.05	choice 0.07 1/2

SPICES—The only change in the line of spices is a slight drop in caraway seed. Other lines are firm, and on account of the approach of the pickling season, business is picking up.

Peppers, black, pure	0.14	0.20
" white, pure	0.20	0.25
" whole, black	0.16	
" whole, white	0.23	
Ginger	0.18	0.25
Cinnamon	0.25	0.40
Nutmeg	0.20	0.30
Cloves, whole	0.25	0.35
Cream of tartar	0.22	0.25
Allspice	0.14	0.16
" whole	0.14	0.16
Mace, ground	0.75	0.80
Mixed pickling spices, whole	0.15	0.16
Cassia, whole	0.20	0.25

RICE AND TAPIOCA.—There is no change in these lines, but the rice market is firm and the demand is increasing.

Rice, stand B	Per lb.	0.03 1/2
Standard B from mills, 500 lbs. or over, f.o.b.		2.85
Montreal		0.03 1/2
Rangoon	0.03 1/2	0.03 1/2
Patna	0.05 1/2	0.05 1/2
Japan	0.05 1/2	0.06 1/2
Java	0.06	0.07
Sago	0.05	0.06
Seed tapioca	0.05	0.05
Tapioca, medium pearl	0.04 1/2	

NUTS—Nuts receive little attention. Brazil nuts may be quoted a little lower and walnuts about as much higher. But on the whole there is little doing.

Almonds, Formigetta	0.12 1/2
" Taragona	0.13
" shelled	0.28
Walnuts, Grenoble	0.14
" Bordeaux	0.11
" Marbots	0.12
" shelled	0.23
Filberts	0.12
Pecans	0.16
Brazils	0.15
Peanuts	0.10

BEANS.—With the new crop, which is very fair, in sight, beans change hands only in small quantities at the present high prices.

SMALL STORE SERVICE.

The extent to which small suburban retail stores will go to vie with their larger down town competitors is sometimes quite marked. There seems to be a greater desire than ever to please the casual buyer, who cannot find time to go downtown.

The woman proprietor of a little notion shop in the suburb of a large city furnishes a good example of this kind of enterprise. Her stock is rather limited so that her customers are sometimes unable to get what they desire. In a case of this kind the proprietor lends her personal services to the shopper by leaving the store in charge of a clerk and going downtown in person after the desired goods. This service she gives free of charge, adding to the price of the article only the actual carfare spent for the trip.

Where a shopper is unable to go downtown on account of children or lack of time, this kind of service is of great value. The woman proprietor has in this way built up a permanent trade among a large portion of the women in the suburb and her sales are constantly increasing. J. S. B. in System.

We Borrow 5c. from Your Customers at the Exhibition

To insure more definite results from our demonstration at the Toronto Exhibition, and thereby to increase its value both to you and to us, we have adopted the somewhat novel plan of borrowing five cents from everyone to whom we serve a cup of Red Rose Tea.

We pay the money back by giving a ticket worth five cents to your customer when she buys a package of Red Rose Tea.

Will you kindly honor these tickets at their face value, when presented within 60 days from the date they bear, in part payment for a package of Red Rose Tea.

Then send them to us within three months and we will refund you the amount.

A little extra window or counter display just now, or personal recommendation of Red Rose Tea, will be much appreciated, and will help make the plan more effective, besides increasing your sales.

If you come to the Toronto Exhibition this year, there is no place you will be more welcome than at the Red Rose Tea room in the Manufacturers' Building or at the downtown warehouse at 3 Wellington Street East.

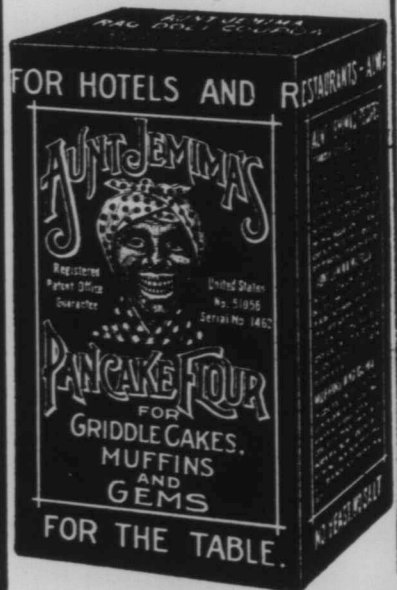
If you go first to the Exhibition tea-room kindly make yourself known to whoever is in charge. If you don't tell him who you are he may borrow five cents from you.

GEO. H. CAMPBELL,
Manager Toronto Branch

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

"I's in Town, Honey" I brings yo' money!

Aunt Jemima's Pancake Flour is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling.

Aunt Jemima's Pancake Flour

is the best known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work.

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market.

Aunt Jemima's Rag Doll Family
Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood.

YOU SELL THE FLOUR - WE SEND THE DOLLS.
Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable business. Order your stock from your jobber.

THE DAVIS MILLING COMPANY - ST. JOSEPH, MO.
Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour.



**We Want to Give You Little One
A FULL SET OF 4 DOLLS
FREE**

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.

W. G. PATRICK & CO.

extend a special invitation to Friends and Customers to inspect their handsome display of

H.P. SAUCE

on exhibition in their Sample Rooms.

We are making a special offer to all who call during the next two weeks, that will more than pay your expenses to the Fair. Make this your headquarters. Leave your parcels. Write your letters. Make yourself at home.

ADDRESS:

29-31 Melinda Street, - TORONTO

A Winnipeg Grocer's Seven Year Climb to Success

R. L. Waugh Started in as a Clerk in England — Made the Best of Every Opportunity—A Cash Business, Attractive Interior and Window Displays as Means to Larger Custom—A Careful Buyer of Choice Goods—Makes Friends With Competitors.

Staff Correspondence.

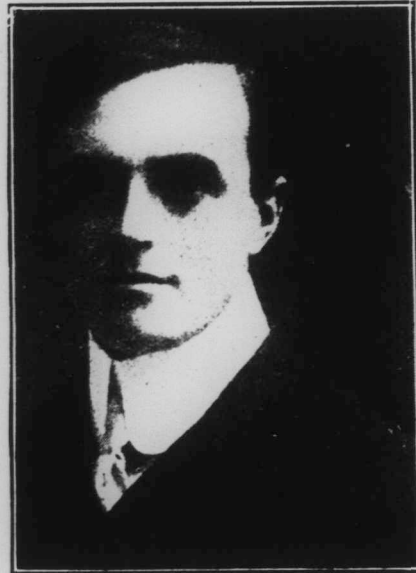
Winnipeg, Aug. 31.—We hear much in these days about taking advantage of opportunities. It may be sometimes over-emphasized, since the general tendency of the business world verifies that the doctrine is practised as well as taught. There are few live business men who would not take opportunities if they clearly saw the accompanying advantage. It is certainly a part of a man's business ability to be able to see future advantages in present opportunities. And he who turns away from such opportunities leaves behind him rich fields unharvested, of luxuriant fruit unplucked, and treasure mines unexplored. The wings of time are burdened with treasures as it flies by, and he who fails to grasp at opportunities thus afforded is doing himself, and the commercial life of the world, an injustice.

We all naturally like to see men "getting on." It not only reflects credit upon the individuals, but also aids general business conditions of that part of the world with which they have to do. Things in general are in a healthy condition when individuals are showing evidences of prosperity, and the pessimist who looks upon the whole commercial system as something detrimental to some more true order which he may fancy, would do well to stop at concrete cases to feel the strong pulse of the throbbing world of commerce which is woven all about us.

A Clerk in England.

A concrete case worthy of mention is that of the short business career of a Winnipeg grocer. It is possibly more worthy because it is short. Seven years

ago R. L. Waugh came to this country from England, where he had served his apprenticeship as a grocery clerk in the store of John Devereux, of Lowestoft. Mr. Waugh clerked for one year after



R. L. WAUGH.

Winnipeg, Grocer, Whose Methods have Won Him Rapid Success.

his arrival in Canada in the Hudson Bay store, Winnipeg. At the end of that time, gathering together what little money he saved, he opened a store in the northwest part of the city. That section of the city was growing rapidly at the

time, and he was not compelled, as many are when opening in a new quarter, to wait for business. Two years later, he was compelled to move to another part of the city, on account of a net-work of railways that was then planned, and since constructed, near his store site. Mr. Waugh next opened in a splendid residential section, in a small store previously used as a dwelling house. He was not long in this location before he began to concern himself with several important phases of the grocery business to which he had heretofore not given great thought. His business had grown so rapidly that he was justified in assuring himself that there were larger things before him. And he must only reach out. Those features of the business of which he now began to take thought were chiefly, first, a cash trade; second, more spacious and attractive store interior; third, facilities for window display; fourth, a larger custom.

New Store on English Plan.

It was not long before he had designs on the future, when once he caught a vision of a business which was characterized by these features. To carry out his plan he moved one block east and built a frame store 60x40 feet, fronting on Sherbrooke Street, where the street traffic is greater than in his former quarter, and where a street car stops every four minutes in the day. The new store is only one storey in height, and the owner of the property expects to erect a five-storey apartment block over the present building in the near future.

The store was fashioned after the old store in Lowestoft, England, where the boy Waugh was a clerk, and of which place he retains pleasant memories. The windows of the new store are wide and present ample room for a good array of goods, which is always taken advantage of. The interior of the store is conspicuously spacious and beautifully furnished with modern bin fixtures. A marble-topped refrigerator meat counter stands in the centre of the floor, and



Cut Showing the Right Side of the R. L. Waugh Grocery Store, Winnipeg, Which Includes the Confectionery Department.

around a supporting pillar are placed in pyramid form the delicious fruits in season.

As may be seen from the accompanying picture, the left side of the store is exclusively groceries, and the right side is reserved for confectioneries. The rear of the building is used as a stock room

and office, the stock room being 40x20 feet in dimensions.

Mr. Waugh believes in buying carefully, shelving choice goods, giving clerks a holiday, beautiful window displays, making friends with competitors, organizing a grocers' association, and reading *The Canadian Grocer*.

Home Grown Vegetables Profitable to Grocers

Horticultural Exhibit in Winnipeg Beneficial to Merchants in the West—Producers Encouraged to Give More Space to Fruit and Vegetable Growing—Possible Results if Advance Goes on.

Staff Correspondence.

Winnipeg, Aug 31.—The retail vegetable trade this season in Winnipeg has far excelled the trade of previous years. Just why it has multiplied in one year is difficult to ascertain. It is known, however, that last year was the first in the history of the city when the Horticultural Society of Manitoba held a show for the special display of fruits and vegetables. That exhibition was such a success that much comment was made upon it, not only in local circles, but a large party of Scottish farmers and United States editors, who were in the city at the time, carried the news to all parts of the world, that Manitoba possessed wonderful possibilities for fruit and vegetable production.

As a result producers within the province were encouraged, and began to look to other places of cultivation besides that of wheat growing. Not only were producers interested, but merchants, for the cities and towns of the province began to recognize the value of patronizing home industry.

That this is true is certainly verified by the wonderful display of the Horticultural Society this year in the spacious amphitheatre of the Horse Show Association. Producers from every corner of the province responded to the call of the association to make a display of vegetables, fruit and flowers on August 25, 26 and 27. As a matter of fact, no better vegetables are grown in the world

than on the rich Manitoba loam. Manitoba potatoes are unequalled. Beans, peas, carrots, beets and every vegetable which can be grown in Ontario, can be grown with equal success in the west. Even corn, which just now may be seen in the grocers' windows, can be raised in Manitoba, and hardy varieties are being developed, which will give this province and Winnipeg as fine corn as can be imported.

Vegetables Shipped in.

Despite the ability of the soil of Manitoba to raise the best vegetables in the world, carloads are being shipped yearly, particularly from Wisconsin. Although it is true that Manitoba cannot produce vegetables as early in the season as some of the States to the south owing to climatic conditions, and consumers are compelled to import, yet it is also true that merchants continue to import even after the desired goods are available from the local grower. This is unfortunate for both the producer and the merchants. The producer is endeavoring to raise the vegetables which are in demand, and by so doing developing a phase of agriculture which is beneficial to the mercantile life of the country. And if the retailers ignore his goods by going across the boundary for the same lines, vegetable production becomes unprofitable and agricultural and horticultural production is curtailed.

After such an exhibition as the one held this year, it must be expected that there will be an increased supply of

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

Their attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

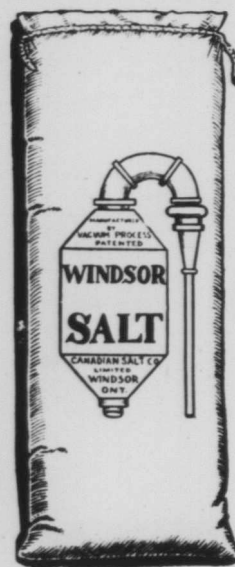
EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.

Limited

VANCOUVER, B. C.



Isn't it a rather significant fact that over 95% of the salt sold in Canada for table and butter and cheese making is

Windsor Salt

Are the others low-selling brands worth the room they take up in your store?

The Canadian Salt Co.,

Limited

Windsor - - - Ontario

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Manufacturers' Agents And Brokers Directory

BRITISH COLUMBIA

JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
100 BUILDING, VANCOUVER, B.C.

**W. A. JAMESON
COFFEE CO.**
MANUFACTURERS
Coffees, Teas, Spices, Etc.
"Feather-light" Baking
Powder
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C.
Wholesale Grocery Brokers and
Manufacturers' Agents
Correspondence Solicited.

THE CANADIAN GROCER
British Columbia Office at Room 15, Hartney Chambers,
Cor. Pender and Homer Sts., Vancouver.
H. HODGSON, Manager

ALEXANDER MARSHALL
Wholesale Merchandise Broker
VANCOUVER
Representing—Lever Bros., Ltd.; Postum Cereal
Co., Ltd.; Charlottetown Condensed Milk Co.

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
330-332 Cordova St. W. VANCOUVER, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A B C, 5th Edition; Revised Economy; Modern
Economy; Utility and Dowling's.

EDMONDS & BAKER
MANUFACTURERS' AGENTS
AND GROCERY BROKERS
100 Loo Bldg., VANCOUVER, B.C.
Open for a few more good agencies. We get results
CORRESPONDENCE SOLICITED.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission
Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Gro-
cery Agencies. Highest References.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
Manufacturers' Agents
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
We have an established connection and can handle a
few more good agencies to advantage.
Highest References.

TRY A
Condensed Ad.
IN
The Grocer



HOLBROOK'S Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED
IN ENGLAND.

THE CANADIAN GROCER

cal grown vegetables on the market. And as years go on the season for home grown vegetables will be lengthened, owing to the fast advancing science of developing hardy varieties. As this comes about the merchants will year by year be obliged to reduce the quantity of vegetable importations.

As a Fruit Producer.

That which is true of vegetables is not true of fruit in Manitoba. The grocer has not the option of handling Manitoba or imported fruit. Fruit, however, can be grown in the province, as was illustrated at the horticultural exhibition. It is, however, largely a matter of experiment, as perhaps there were not more than fifty barrels of apples grown in Manitoba, put upon the market last year. The fruit market in the city at present is being discussed widely in other circles, on account of the high price at which it retails, and the consensus of opinion seems



British Columbia Fruit Exhibited At Winnipeg Horticultural Show.

to be that the middleman or importer is making the undue profit. It must be admitted, however, that all fruit will be high at all seasons, owing to freight rates and the shrinkage that always takes place. At the exhibition, both the Okanagan fruit district in B. C., and the Niagara fruit district were represented, and won the admiration of the many visitors. A. P. Stephenson, of Morden, Man., and D. W. Buchanan, of St. Charles, Man., are to be commended for the display of the luscious fruit produced in Manitoba.

In looking over the Manitoba fruit in company with a local grocer, the merchant remarked that it no doubt would be some years before Manitoba could support the retail fruit trade, but the merchants should do all they can in encouraging the local fruit growers by buying their products whenever they are available. If Manitoba could adequately supply the fruit market, the agitation for cheaper fruit would be dispensed with.

MEASURED BY CAMEL LOADS.

Smyrna Fig Crop Estimated to be About Same as Last Year—Quality as Good.

Ernest L. Harris writes, under date of July 26, as follows, regarding the fig crop of the Smyrna district of Asiatic Turkey:—The crop of figs for 1909 is estimated at 110,000 camel loads, weighing about 4½ cwt. each. Producers first complained of a disease on the tree, which made the new fruit fall, but at present indications are good, and the quality is expected to be at least the same as that of last year. The yield in camel loads for previous years was as follows: 112,700 in 1908; 117,950 in 1907; 114,775 in 1906; 101,025 in 1905, and 82,730 in 1904.

The fig-packing industry of Asia Minor has hitherto been carried on in the City of Smyrna, despite the fact that the long haul from the producing district, by camel and train, often lasts ten days, during which time the half-dried fruit

TRADE NOTES.

Struthers' grocery store, Fernie, B.C., was damaged by fire recently.

B. I. Gibson, grocer, Hastings, Ont., has sold to Charles and Joseph Lynch.

Chas Rishor, wholesale grocer, Peterboro, Ont., was in Toronto last week on business.

L. S. Peppard, Moncton, representative of Sugars & Cannery, Ltd., was in Montreal this week.

J. E. Janelle, baker and confectioner, Richmond, Que., will soon begin the bottling of mineral water.

R. Sinclair, of the American Dressing Company, has returned to Montreal, after a five weeks' trip to Europe.

Emil Emery, advertising manager, Lake of the Woods Milling Company, has returned to Montreal from a trip to the west, as far as Winnipeg.

C. W. Fox, grocer, Owen Sound, Ont., has changed his place of business from Division St. to Poulett St. The new store is more commodious and will allow the proprietor to keep a larger stock.

Jno. P. Atkinson, manager of the N. K. Fairbank Co., Montreal, was in Toronto on Tuesday and Wednesday and in company with Wm. Ashworth, the Toronto representative, called upon the trade.

Charles Chaput, of L. Chaput, Fils & Cie., Montreal, has returned from Old Orchard, where he spent a few weeks' holidays. Emil Chaput has returned from his country home, at St. Hilaire, also.

A. H. Dence, managing director of Brand & Co., London, Eng., makers of Al Sauce, was in Montreal recently. While in the city he made his headquarters with H. Hubbard, general Canadian agent for the firm.

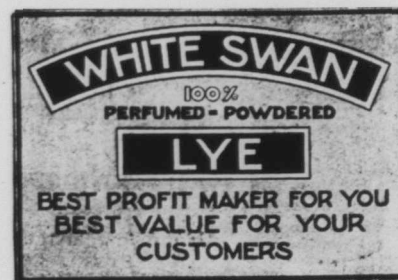
PERSONAL NOTES.

T. J. Ruggle, of A. Ruggle & Sons, general merchants, Floradale, Ont., left last Monday on a month's trip through the silver fields of Northern Ontario.

W. F. Haygarth, grocer and drygoods merchant, Cayuga, Ont., was one of those who went with the Retail Hardware Association excursion to Montreal last week.

F. Robson, of Robson & Son, grocers and boot and shoe merchants, Fenelon Falls, Ont., was in Toronto on Wednesday and Thursday on a business trip and was among the callers at the Toronto office of The Canadian Grocer.

D. Greig, representing D. McDougall & Co., Glasgow, is on his semi-annual trip to Canada and was in Toronto this week.



When the train stopped at the little southern station the northern tourist sauntered out on the platform. Under a scrub oak stood a lean animal with scraggy bristles. The tourist was interested.

"What do you call that?" he queried of a lanky native.

"Razorback hawg."

"Well, what is he doing rubbing against that tree?"

"He's stropping himself, mister, jest stropping himself."

Buffalo Brand Rolled Oats

We are open to quote to Eastern dealers for shipment last half September, all October and November.

YOUR ENQUIRIES WILL HAVE OUR PROMPT ATTENTION

NICHOLSON & BAIN Winnipeg

Agents for The Dow Cereal & Milling Co., Pilot Mound, Man.

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

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and
Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Talking to the Point

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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

WE ARE QUOTING A
A SPECIAL PRICE

ON
**BREAKFAST
BACON**
FOR NEXT WEEK

Not Ordinary
Quality, but

**GUNNS
QUALITY**

"CURED FOR EPICURES"

Write For Quotations

Made in Canada's Finest Packing
Plant, Under Government Inspection

GUNNS Pork and Beef Packers
LIMITED TORONTO

**LONG, CLEAR,
BACON**

We have in stock a
few cars of good,
bright, fat sides.

Light, Medium and Heavy

They will not last
long. Send in your
orders while they are
here.

F. W. Fearman Co.

LIMITED

HAMILTON, ONT.



**Reindeer Milk
and
Jersey Cream**

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

**Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard**

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Product

Although
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prices rul

Pure Lard—
Boxes, 50 lb
Cases, tins
Pails, woo
Pails, tin,
Tubs, 50 lb
Tubs, 37
Compound La
Boxes, 50 lb
Cases, 10-lb
" 3
Pails, woo
Pails, tin,
Tubs, 50 lb
Tubs, 37
Pork—
Heavy Canada
Canada short
Heavy clear p
Heavy clear p
Heavy flank p
Skinned rolls,
White beef, 10
" 20
" 30

Dry Salt Me
Cured bacon,
Heavy clear ba
Heavy clear ba
Hams
Extra large si
Large sizes, 18
Medium sizes,
Extra small si
Fine cut, roll
Breakfast bac
Smoked roll ba

Produce and Provision Situation of the World

Bacon Market in Firmer Condition—Less Butter Being Exported to England Than Last Year—Eggs Improving Somewhat in Quality—Much Higher Than Last Year.

Although very little of Canadian bacon goes to England now, the advance of 1s. there in bacon last week adds firmness to the market here. The packers of Canada are anxiously waiting to hear from the Government commission whether they will bring home some plan by which they can expect to get sufficient supplies to keep their packing houses in operation. Hogs are scarce and deliveries are unusually light, and prices firm at \$8.00 for live hogs at country points. The advent of Chinese pork product in the English market is causing comment from various sources. Perhaps if another commission of farmers were delegated to go to China at an expense of \$10,000, we might learn from the Chinaman, how to raise hogs without feeding them expensive grain, and yet get \$8.00 live weight for them.

There is no apparent change in the butter market. Quiet feeling prevails all over, with various opinions as to the turn the market might take. There is, however, nothing in sight that might cause any stir in the market. The exports of butter are far below last year. This would indicate that a large surplus of butter must be on our hands.

Cheese also is quiet with scarcely a change in price from week to week, although the feeling in England leans towards better prices.

MONTREAL.

PROVISIONS.—Pork is much firmer this week, and prices have advanced, as will be seen from quotations. Present high figures curtail the demand to a certain extent, but there appears to be some business, even at the abnormal prices ruling. Bacon is higher, too.

Cure Lard—	
Boxes, 50 lbs., per lb.	0 14
Cases, tins, each 10 lbs., per lb.	0 15
" " " 5 " " " "	0 15
" " " 3 " " " "	0 15
Pails, wood, 20 lbs. net, per lb.	0 15
Pails, tin, 20 lbs. gross, per lb.	0 14
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 375 lbs., per lb.	0 14
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 09
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10
" " " 5 " " " "	0 10
" " " 3 " " " "	0 10
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09
Tubs, 50 lbs. net, per lb.	0 10
Tierces, 375 lbs., per lb.	0 09
Pork—	
Canada short cut mess, bbl. 35-45 pieces	28 00
Canada short cut back pork, bbl. 45-55 pieces	27 00
Heavy clear pork, bbls. 20-35 pieces	28 00
Heavy clear fat backs, bbl. 40-50 pieces	29 00
Heavy flank pork, bbl.	26 00
Smoked rolls, bbl.	26 00
Rate beef, 100 lb bbls.	7 25
" " " 200 "	14 00
" " " 300 "	20 50
Dry Salt Meats—	
Thin bacon, flanks, lb.	0 13
Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 14
Hams	
Extra large sizes, 25 lbs. upwards, lb.	0 14
Large sizes, 18 to 25 lbs., per lb.	0 15
Medium sizes, 13 to 18 lbs., per lb.	0 15
Extra small sizes, 10 to 13 lbs., per lb.	0 15
Thin out, rolled, large, 16 to 25 lbs., per lb.	0 16
" " " small, 9 to 12 lbs., per lb.	0 16
Breakfast bacon, English, boneless, per lb.	0 17
" " " " " " " "	0 16
" " " " " " " "	0 17
" " " " " " " "	0 17
" " " " " " " "	0 15

Pienichams, per lb.	0 10
Hogs, live, per cwt.	8 60
" " " dressed, per cwt.	12 50

BUTTER.—There is a noticeable, in the country, an easier feeling in creamery butter, but locally prices are firmly held. Demand is fair. Receipts last week amounted to 13,986 packages, against 15,681 packages same week a year ago. Total receipts for the season amount to 253,043 packages, against 280,222 packages same period 1908.

Creamery, solids, lb.	0 23
Creamery prints.	0 24
Dairy, tubs, lb.	0 18

CHEESE.—Lower figures rule on the country boards, but locally there has been no change in quotations. Sales are fair. Receipts last week were 81,204 boxes, against 71,454 boxes same week 1908. Total receipts amount to 1,212,453 boxes, against 1,161,793 boxes same period last year.

Cheese, large.	0 12	0 12
" " " twins.	0 12	0 13
" " " small, 20 lbs.	0 12	0 12
Old cheese, large.	0 15	0 16

EGGS.—The quality of eggs now arriving is showing improvement, owing to the cooler weather being experienced. In the country prices are a little higher. Receipts last week amounted to 6,676 cases, against 5,720 cases same week last year. Total receipts for the season amount to 142,139 cases, against 145,252 cases same period 1908.

Selects, dozen.	0 26
No. 1, dozen.	0 22
No. 2, dozen.	0 17

HONEY.—No change in the situation has occurred since last week.

White clover comb honey (nominal prices).	0 13	0 15
Buckwheat, extracted.	0 08	0 09
Clover, strained, bulk, 30 lb. tins.	0 10	0 10

TORONTO.

PROVISIONS.—The short supply of hogs continues, and prices rule high. Cured meats are in good demand, with a very firm feeling. Stocks are diminishing, especially in long, clear bacon.

Long clear bacon, per lb.	0 13	0 14
Smoked breakfast bacon, per lb.	0 16	0 16
Roll bacon, per lb.	0 13	0 13
Light hams, per lb.	0 15	0 16
Medium hams, per lb.	0 15	0 15
Large hams, per lb.	0 13	0 14
Shoulder hams, per lb.	0 12	0 12
Backs, plain, per lb.	0 17	0 17
" " " pea meal.	0 18	0 18
Heavy mess pork, per bbl.	23 00	23 50
Short cut, per bbl.	26 00	26 50
Lard, tierces, per lb.	0 14	0 14
" " " tubs.	0 14	0 14
" " " pails.	0 14	0 14
" " " compounds, per lb.	0 10	0 11
Live hogs, f.o.b.	7 60	
Dressed hogs.	11 25	11 50

BUTTER.—Butter is plentiful and a good deal of it arrives in bad condition, owing to the hot weather and careless packing. Merchants are again drifting into habits of "it will do," instead of "it must be the best." Large quantities of butter come in, packed in all sorts of old boxes, without ice. Prices are weak, but no changes.

	Per lb.
Fresh creamery print	0 23 0 24
Fresh creamery solids	0 21 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE.—The cheese situation all summer has been somewhat dull and stubborn. Prices have ruled too high for safe buying, and every effort to make a break has resulted in disappointment. Buyers are anxious to get business, and sometimes even bid beyond the safe point, but invariably it drops back again to the old level.

Cheese, new, large.	0 12	0 12
" " " twins.	0 12	0 13

EGGS.—Eggs are firm and some are asking 1c a dozen more. This brings them to 24c and 25c a dozen. This is unusually high for the first of September and is 4c a dozen higher than last year at the same date. The shrinkage on account of bad eggs is growing less, but there is still altogether too much, especially at these high figures. When will the farmers who are careful and honest raise their voices to defend their good names from the blame that rests on them on account of the bad eggs put on the market by those who are careless and dishonest?

Fresh eggs	0 24	0 25
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POULTRY.—This week shows a decided increase in the receipts of poultry, and business is taking an active turn. Spring chickens are now of good sizes, and weigh from 3 to 4 lbs. each, and are, as a rule, in good condition. Spring ducks are also full-grown, well fed and attractive to the buyer.

Early spring chicken, alive, per lb.	0 14
Spring chicken, dressed.	0 11
Hen, per lb. dressed.	0 12
Turkeys, per lb., large.	0 16
Spring ducks, alive.	0 10
" " " dressed.	0 12
Old ducks.	0 08

HONEY.—The quality of honey this year is excellent and prices are likely to rule high. The best market for honey is the Northwest, where a large part of it is shipped. With so much fruit on our hands, honey will not be used to any large extent for some time.

Honey, 5-lb. pails.	0 60
" " " 10-lb. pails.	1 15
" " " 60-lb. cans, per lb.	0 10

A. J. Williams, of Harrisons & Crossfield, Ltd., Montreal, is on a fishing trip to the Laurentians, with a party of friends.

E. J. Ryan, president of the London R.G.A., Thos. Shaw, past president and Harry Ranahan, treasurer, all grocers in the Forest City, were visitors at the Canadian National Exhibition on Tuesday. Messrs. Ryan and Shaw called at the office of The Canadian Grocer while in Toronto.

The funeral took place in Montreal, last Thursday morning, of the late Alfred Masson, until 1906 head of the firm of D. Masson & Co. Mr. Masson was favorably known in the grocery trade. He was born at Beauharnois, and, when 15 years of age, entered the employ of D. Masson & Co. He subsequently became manager, retiring in 1906, when he was succeeded by his son Louis, the present head of the firm. Mr. Masson was 78 years of age when he died.

Canadian Trade Changes of Recent Occurrence

Damages by Fire and Assignments Made—Many Retail Businesses Change Ownership—Others Offered for Sale.

Ontario.

L. R. Radcliffe, grocer, Toronto, died recently.

H. G. Gordon, grocer, Ottawa, has sold to E. Brown.

W. Wing & Co., general merchants, Shipka, Ont., has sold to Jno. Ratz.

A. Willis, general merchant, Malvern, Ont., advertises his business for sale.

R. A. Thompson & Co., general merchants, Ethel, Ont., were burnt out recently.

The Seville Cheese and Butter Co., Malahide Tp., Ont., have obtained a charter.

W. H. Smith, grocer, flour and feed merchant, Toronto, has sold to Maude M. Jeffs.

G. W. Hughes, general merchant, Black Hawk, Ont., has sold to McCutcheon & Co.

J. A. Anderson & Son, general merchants, Blyth, Ont., advertise their business for sale.

Cochrane & Co, grocers and butchers, Ottawa, are selling their business to R. M. Cochrane.

The Simpson Co., wholesale grocers, Guelph, Ont., have dissolved, J. Howard Simpson continuing.

Quebec.

A. Desilets, grocer, Montreal, has sold his assets.

G. Hurteau Freres, grocers, Montreal, have assigned.

J. B. Nadeau, general merchant, Farnham, Que., is dead.

M. De Repentigny, Jr., grocer, Montreal, has assigned.

Assets of J. O. Chartier, grocer, St. Paul, Que., are sold.

L. Ouellet, general merchant, Albanel, Que., has assigned.

O. Allard, general merchant, Valleyfield, Que., has assigned.

D. O. Davis, grocer, St. Lambert, Chambly Co., Que., is dead.

P. H. Moreault, general merchant, Little Metis, Que., has assigned.

R. M. Moore, general merchant, Magog, Que., held a meeting of creditors on Aug. 27th.

Western Canada.

E. S. Jackson, grocer, Vancouver, has assigned to J. E. Chambers.

E. S. Rose, general merchant, Kinley, Sask., has sold to E. E. Miller.

Jalland Bros, grocers, Victoria, B.C., have been succeeded by Alex Pool.

G. Herriges, general merchant, Engel-field, Sask., succeeds Herriges Bros.

Mr. Burdett, of Burdett & Taylor, general merchants, Lloydminster, Sask., is dead.

Benson, Haigh & Co., grocers, Nelson, B.C., have been succeeded by Christie & Benson.

H. J. Boyd, wholesale crockery mer-

chant, Winnipeg, has been succeeded by A. Bright & Co.

D. L. Lowe, general merchant, Kylemore, Sask., has been succeeded by Van Patten & Webb.

Gustafson Jones Co., wholesale and retail grocers, Winnipeg, has assigned to the A. Macdonald Co.

Tenders are advertised for the purchase of the estate of the Rochdale Co-operative Association, Moyie, B.C.

A. Pomfret, grocer and baker, Vancouver, has been incorporated as "The People's Grocery and Bakery Co."

New Companies.

The Don Cereal and Milling Co., Winnipeg, has been incorporated.

Canadian Eatables, Limited, is a new company formed with headquarters in Toronto, to manufacture and deal in canned meats, mineral water, cheese, fruits, etc. The provisional directors are, Milton Worth DeLhorbe, Leon Dryden, Asa Dye, Walter Albert Smith, and Joseph Lynch.

SOMETHING NEW IN CREAM.

A new proposition to Canadian consumers is being promoted by the Canadian Farm Produce Company, Montreal, who are responsible for the appearance on this market of pasteurized and homogenised cream. The product is the ordinary cream from the dairy scientifically treated, so as to accentuate the nourishing elements which make it so valuable. The cream is being sold in bulk, only, at present. Deliveries are made to grocers daily. Later on the firm anticipates selling the product in sterilized bottles, when they will develop domestic and foreign trade on a large scale. The pasteurising and homogenising are done with French machines.

WEATHER AFFECTS WALNUTS.

One of the largest shippers of walnuts in the Limoges district, France, gives the following information about the walnut crop: After visiting the different localities I can say that the crop in the department of the Isere will be satisfactory. An average crop may be expected from the department of the Lot, less than the average in the department of the Dordogne, middling in the departments of the Charente and the Poitou, and much damaged in the other regions of central France. On the whole, there will be a very considerable decrease as compared with the preceding crop.

Jas. B. Campbell, representative in Montreal of the American Can Company was in Toronto last week.

BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



RICHARDS

Quick Naptha Soap

Snow Flake Soap

Chips

Ammonia Powder

100° Pure Lye

Toilet Soaps

Mi-Linda and Baled Havanas

are the Finest Cuban Leaf Spanish-made Cigars in the world.

Write for prices

W. H. ESCOTT

Wholesale Broker

WINNIPEG

MANITOBA

Let us quote you on your

APPLE BARREL

requirements for the coming season. Also staves, hoops and heading for sale.

H. CARGILL & SON

CARGILL,

ONTARIO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.



A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.



ESTABLISHED 1852.

Merchants should recommend food-products that are produced in **clean** factories.

SCHOOL OPENING

School lunches make a demand for such CLARK Specialties as CORN BEEF, SLICED SM KED BEEF, POTTED MEATS, VEAL LOAF, etc., all of which are fine for sandwiches.

Those who have not tried a sandwich of

CLARK'S Veal Loaf

can have no idea of its excellence —just flavor enough to tickle the palate and of course all the nourishment which is required.

WILLIAM CLARK
MONTREAL

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

Be Careful About Your Salmon!

The scarcity this year will result in the packing of much salmon which will not be up to usual quality.

To ensure your getting reliable salmon, the kind your customers want, order

QUAKER BRAND SALMON

Only the choicest fish from the Fraser and Skeena Rivers find their way into the tins bearing the QUAKER label.

SECURE PRICES FROM

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

GRAPES PROMISE WELL.

Crops in the Vicinity of Grimsby Expected to be Record-Breaker.

Grimsby, Sept. 1—Growers here are satisfied with the grape crop. Last week they were hoping for rain and the showers that fell on Saturday night were welcomed and will do a great deal of good. There is no evidence of insect pests or rot over the area from Jordan

The pear outlook is good, but the Bartlett's and some earlier varieties are shrunken from the heat of the last few weeks.

Where apple orchards were vigorously sprayed three times the owners will reap the benefit, otherwise the codling moth and caterpillar have done destructive work. In fully three-quarters of the apple orchards the fruit is small and there are evidence of wormy apples.

A fair comparison with last year re-

AN HOTEL WORTH VISITING.

Since the new Hotel Cecil has been opened in Ottawa, under the management of Walter B. Walby, there has been a steady growth in the number of patrons year by year. Any hotel which becomes more popular each succeeding year must give a service which is quite unsurpassed. This is the secret of the Cecil. The service is always of the very best. Commercial men say that they can always depend upon getting there the finest meals, the most comfortable rooms and the most courteous treatment. Mr. Walby has had many years' experience in the management of hotels, and he knows just what the traveling public desire. And the knight of the grip he knows thoroughly, and, appreciating the fact that the traveler wants all the comforts of the home, and a little more, but with no frills attached, he caters especially to this class. And he is succeeding most admirably. Those who have stopped at the Cecil, when in Ottawa, will find it well worthy of a visit.

Sometimes a customer will ask a question that is really laughable, but that where the clerk should be careful. Do not say anything or do anything to even intimate that a customer is ignorant. Always remember that they are not as posted on the business as you are. Always remember, too, that there are subjects on which they could show up your ignorance.

READ YOUR OWN TRADE JOURNAL.

From Bowmanville State man

We have always strongly advocated taking one's own trade journals. The fellow who knows it all or fancies he does, cannot be taught anything new, so need not read any publication, but the business man with an open mind never fails to find something instructive and helpful in a trade publication. This thought came to the surface at this time through opening **The Canadian Grocer**. The first sentence to catch our eye was this: "It pays to learn every detail of the business," and then to emphasize the same idea the next sentence read: "Make yourself thoroughly familiar with every detail no matter how insignificant, for the young man who hopes to have charge of a business some day will find all such lessons helpful in overcoming difficulties when the time comes." After reading this sage counsel we sat back in our chair and thought over the advice and concluded that the young man in business training who acts on this advice is on the surest road to ultimate success in the occupation in which he is engaged. Our sincere advice then is, take your trade journal and read it as regularly, faithfully and thoughtfully as you read anything in which you are deeply interested.

to Winona. The average will be slightly larger than former seasons, as many young vineyards are now for the first time coming into bearing.

Plums, say the largest growers, will be middling to light in all localities. Peaches are a good average crop and seem to be a little heavier in the eastern sections.

garding the whole outlook, speaks favorably for a generous remuneration to the district.

H. B. C. Lake, a member of the Newfoundland Fresh Fish Packing Co., has been in Toronto for some days on a business trip.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK

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 guaranteed SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Cl-an and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

**Pot and Pearl Barley
Split Peas and Feed**

**John MacKay, Limited
BOWMANVILLE, - ONTARIO**

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

NUTRITIOUS AND ECONOMICAL

COCOA

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at

92 Beaudry Street MONTREAL

**Christie
Fancy
Biscuits**

EUROPEAN BISCUIT MANUFACTURERS WOULD BE THE FIRST TO ADMIT THAT CHRISTIE FANCY LINES ARE EQUAL IN QUALITY, PURITY AND NUTRIMENT TO THE BEST MANUFACTURED ANYWHERE. Yet we would hesitate to compete with the high standard English manufacturer on his own ground. Because *we know that a long sea voyage would not add anything to the flavor of Christie Biscuits.*

There's no doubt about the high Quality of the rare European Fancy Biscuits *on the other side of the Atlantic.* But when they are shipped over here *there's a difference.* Grocers, mindful of their reputation, would as soon hand out counterfeit change as stale biscuits to their customers. Why take chances? Stock Christie Fancy Biscuits. You can always get them fresh—in small quantities—when you want them. And on this side of the Atlantic, they *are* incomparable.

N.B.—“Madeira Mixed” and “Cherry Rings”—our newest biscuits—amply sustain the Christie reputation.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our
**VILLAGE
Biscuit**
retails
3 lbs. for
25c.

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL

“LUCERNA”

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

**—A SPECIAL MONEY-MAKER FOR
YOU IN THE BISCUIT LINE**

Get samples and prices on our biscuits in animal form. Popular line at particularly attractive prices. In forms of horses, pigs, etc. Tasty biscuit, with fancy candy tracing. Great seller. Profit-yielder.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Their Reputation—based on their
Superb Quality—sells

Cowan's

**Maple Buds, Cream
Bars and Chocolate
Confections**

with a steady briskness that
is most satisfactory to the
dealer.

A well-arranged display of
the full "Cowan" line would
catch many a dollar for you.

The Cowan Co., Ltd.
Toronto, Can.



SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—50. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

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

BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

By Royal



Letters Patent

**NELSON'S
POWDERED GELATINE**

is a perfectly pure Gelatine in powder form,
ready for immediate use, without soaking.

**NELSON'S
Gelatine and Liquorice
LOZENGES**

Should be in your confectionery department.

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality
and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

Flour, Cereals and Confectionery Department

World's Wheat Market Weaker In Tone—North-West Crop Promises To Be Good—Comparison With a Year Ago—Rolled Wheat Shows a Change.

The general tone of the world's wheat market is weak, with a correspondingly decline in the prices. The crop of the Canadian North-west has been viewed with great interest, and as it is almost entirely beyond all danger, this safe harvesting is assured, it has the effect of settling the markets at a lower price, and the speculative forces assume more definite positions. It is the settled opinion that both Canada and the United States will have much better crops than were expected, which leads to lower prices. Wheat in Chicago is now within two cents as low as a year at the same date. In view of the fact that wheat is a large crop, it should, however, be remembered that all other staples are high, and wheat must be sold at its level with them in the basis of value.

MONTREAL.

Flour—Little activity in flour is noticeable. Everyone is awaiting the new crop, so that business is practically at a standstill. Orders are small, of a day-to-mouth character.

1st wheat patents, bbl.	5 00
1st rollers, bbl.	5 70
2nd "	5 20
Household, bbl.	5 00
3rd "	5 40
4th spring wheat patents, bbl.	5 00
5th strong bakers, bbl.	5 40
6th "	5 70
7th Queen, bbl.	5 40

FEED.—Present prices are quite likely to be maintained indefinitely, as supplies are very short, and the usual speculation, looked for in the month of August, has not materialized this year, owing to the continued heavy demand experienced for some weeks past. The September-October demand set in is always heavy—advances may be expected without fear of disappointment.

1st bran, per ton	22 00
2nd "	24 00
3rd "	20 00
4th "	28 00
5th "	28 00
6th "	32 00
7th "	1 55
8th "	1 85

ROLLED OATS—The rather weakness in rolled oats, in sympathy with the oats situation, continues to be noticeable. A decline in prices may be expected, as supplies of oats are heavy. The breaking of the corner in oats means that all the supplies which have been held back will find an outlet, and this, in a heavy new crop in anticipation, will not help but weaken the market.

1st oatmeal, bags	2 75
2nd "	3 75
3rd "	3 75
4th "	2 10
5th "	1 85
6th "	2 00
7th "	2 05
8th "	2 50
9th "	5 20

TORONTO.

Flour—Very little of the new wheat is in fit condition for grinding and there-

fore the flour which is put on the market is still made from old wheat and therefore flour remains at last week's prices.

Manitoba Wheat		
1st Patent	5 50	5 60
2nd Patent	5 30	5 40
Strong bakers	5 20	5 25
Winter Wheat		
Straight roller	5 20	5 40
Patents	5 40	5 50
Blended	5 40	5 50

CEREALS—Rolled wheat is lower which is the only change this week in cereals. Old oats are scarce, and prices firm.

Rolled wheat, car load	3 00
oats	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs.	3 25
oats in bags, per bag 50 lbs.	2 50
Oatmeal, standard and granulated, in bags 98 lbs.	2 75

KEEP FREE FROM THE AIR.

Ed. W. Pyke, a Chocolate Traveler, Gives Advice on Handling and Displaying Sweets.

"Handlers of chocolates have to be very careful to keep them from the air," says Ed. W. Pyke, a Toronto traveler, who has studied this end of the grocery trade for some years. "If that is done the older these are up to a certain period the better."

To demonstrate his point he shows chocolates one and two years old which have been wrapped carefully in tin-foil and kept in boxes free from the air. They taste as if they had been made but yesterday.

"It's the same way with tea," he claims; "the quality becomes deteriorated if air is allowed to come in contact with it."

Mr. Pyke, who, by the way has recently been appointed manager of the Toronto office of Frank Magor & Co., is a firm believer in displaying confectionery to the best advantage. This is shown by his own at the office of the company he represents. Chocolate manufacturers now-a-days turn out some handsome boxes, particularly for Christmas trade, and these can be utilized to form attractive displays as well as serve to keep the goods free from dirt and the air. Mr. Pyke has a splendid example of what can be accomplished with assorted confectionery boxes. The remainder of the office is arranged in accordance with the confectionery display. The front is made attractive by cases of pretty flowers planted from seed. Flowers constitute one of the manager's hobbies, and with a little attention each day they can be made a valuable asset in any grocery store.

A little energy put into the handling and displaying of chocolates will, in Mr. Pyke's opinion, be rewarded by good results, for the profits of the retailer are large.



Think What You Lose!

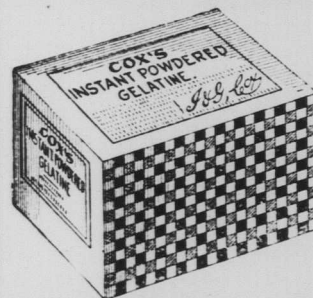
Think what you lose if you are so short-sighted as not to stock an article for which there is a constant demand.

MOONEY'S "PERFECTION" SODA CRACKERS

are just a little better than the others, because of the extra skill put into their manufacture and the extra care taken in the selection of the materials. Our methods of packing preserve the individuality of the MOONEY CRACKER and retain its freshness indefinitely.

THE MOONEY BISCUIT & CANDY COMPANY
Stratford - Ontario

Cox's Gelatine



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

Canadian Agents
C. E. Colson & Son, Montreal
D. Mason & Co., " "
A.P. Tippet & Co., " "
J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

CLERKS HOLD A PICNIC.

Guelph Counter Salesmen Have Pleasant Time on Last Half Holiday.

Guelph, August 31st.—The Guelph Clerks' and Salesmen's Association spent the last half holiday of their half holiday season, last Thursday, in an enjoyable manner. It was the occasion of their Annual Field Day at the park.

Races and games were put on in the afternoon and a band concert and lucky ticket drawing contest in the evening, many valuable prizes, donated by Guelph merchants and some wholesale houses, were presented to the winners.

It is understood the association came out well financially and realized sufficient cash to wipe out the debt incurred by their excursion of several weeks ago.

Results of the Races.

The results of the different events of the afternoon are as follows:

Half mile run, open.—1st, A. Smith; 2nd, P. Smith.

Potato race.—1st, Gus. Murray; 2nd, Charles Worthington.

Hundred yard dash, clerks only.—1st, R. B. Robinson; 2nd, P. Smith.

Boys under 16, 100 yds.—1st, T. Burgess; 2nd, Roy Spalding.

Married ladies' race.—1st, Mrs. Hack; 2nd, Mrs. Currie; 3rd, Mrs. Chater.

Ladies' 50 yard race.—1st, Miss Heppert; 2nd, Miss Barber; 3rd, Miss Hack.

Needle Threading race.—1st, Miss Lamont; 2nd, Mrs. Geo. Philpotts.

Hundred yards dash, open.—1st, A. Smith; 2nd, R. Robinson; 3rd, P. Smith.

Sack race.—1st, Steep; 2nd, Hunter.

Half mile walk.—1st, McGibbon; 2nd, A. Smith.

Tea race.—1st, Miss Lamont; 2nd, Mrs. Chater; 3rd, Mrs. Hack.

Donkey race.—1st, Webb and Meadows; 2nd, Smith and Crowson.

Biscuit eating race.—1st, Geo. Cook; 2nd, McGibbon.

Wheelbarrow race.—1st, Hack and Christie; 2nd, Benalliek and Krauss.

Fat Men's race.—Won by Ald. Barber.

Ex-Clerks' race.—Won by Charles Worthington.

The Retail Merchants' Delivery Outing Race was won in two straight heats by Jackson's grocery store horse, with Hower Bros., butchers, a good second and Ritchie's butcher horse a close third. Best time, 1.45.

The broncho race, half mile heats, was won in straight heats by Ernie Albright, Guy second, and German Lad third.

Clerks Win Ball Game.

The ball game between the Bankers' team and the Clerks' and Salesmen's team was won by the Clerks by a score of 9 to 3. The teams were as follows:

Clerks.—Emslie, Barber, Miller, McTague, Shields, Freeland, Greenway, Smith and Stewart.

Bankers.—Otto, Mitchell, Dunlop, Saxby, Fair, Heffernan, Lyons, Dickson and Lynch.

Umpire—"Baldy" Johnson.

James McDonald was announcer.

The judges were: Messrs. R. W. Brydon, R. S. Cull and Dr. Coghlan; starter, Mr. C. W. Peer.

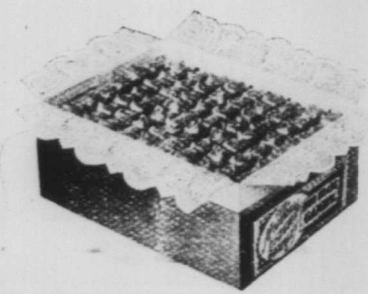
A number of the local merchants turned out and patronized the clerks' annual outing, and in other ways lent much valuable assistance.

The clerks were indebted to a large number of wholesale houses for many handsome prizes that were donated.

The prizes were on exhibition in the window of a Wyndham street store, the names of the donors attached.

The lucky ticket holders in the drawing contest at the band concert were: Miss Mary Leadstone, gold watch; Mr. Barber, cut glass berry bowl; Miss Williams, lawn mower, and Miss Williams, table.

A. P. Tippet & Co., Montreal, have been appointed agents for the Province of Quebec for the Greek Currant Company, of Patras, Greece.



THE PROOF COUNTS

If a man came in and told you he was a doctor, and couldn't prove it, would you believe him?

Then, if a man comes into your store and tells you he has a Bordeaux Chocolate that's "just as good" or "better" than the original, the

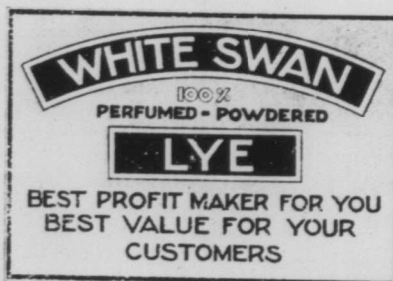
"BORDO" CHOCOLATE

will you believe him—if he cannot SHOW you?

We are the originators. Ours is the only Bordeaux Chocolate which has been on the market 25 years, and which has been selling constantly all that time.

"The Proof of the Pudding is in the eating."

The Montreal Biscuit Company, "The Originators" MONTREAL



From the Atlantic to the Pacific retail grocers and general stores are selling

WILSON'S FLY PADS

because they give universal satisfaction and pay a very large profit.



How to Make the Gossips Do Your Advertising

Shopping hath its charms—
But *Talking* is their strong point.
They dearly love the "Chin Work"—
the Ladies.
Never have we been to the Sewing
Circle, the Ladies' Aid, or that Mil-
linery Display called "Ye Willing
Workers' Meet—"
Yet Our Wife (the Real Boss) at-
tends—*assiduously*.
So that echoes of the Doings have
reached us.

* * *

She goeth with *twofold* object:
To Listen—when not talking;
To Talk—when not listening.
And to think that it is YOU who sup-
plies the topics.
For the talk is of Domestic Economies,
Kitchen Worries, Culinary Wrinkles,
Dough Punching and Bread Raising
Experiences.

All of which, Brother Grocer, find
their origin over *Your Counter*.

* * *

Yet this is the Best Form of Effec-
tive Advertising.
And the *Cheapest*—you get it free
with FIVE ROSES.

Then it comes from Real Users, Suc-
cessful Cooks, Disinterested Support-
ers—and *Enthusiasm is contagious*.

Any housewife can realize her fond-
est kitchen ambition—

Become the *best-famed breadmaker* in
your town—

By using the flour called "FIVE
ROSES."

* * *

She has loaves worth showing off,
goodies worth boasting on—

While Mrs. Cook III looks on envi-
ously.

And she answers that *suggestive* ques-
tion—

"Who's Your Grocer?"

* * *

What are the Gossips saying of the
flour you are *now* selling?

What of *Cookery Disappointments*,
Flat Failures, and the Keen Cussel-
ness of Poor Stuff?

Haven't you *everything to gain* with
FIVE ROSES, Brother Grocer?

Nothing to lose.

All the Free Advertising at the La-
dies' Aid, the Free Demonstration of
Baking Successes, the Repeat Orders,
the Trial Orders, the good recipes
with *your flour* handed about the
town?

* * *

The one *all-purpose* flour which
maketh Fast Friends.

Once tried, no woman *dares overlook*
FIVE ROSES for a makeshift.

Lest she *depreciate* that Cooking Re-
putation so suddenly acquired.

Which means your *Permanent Trade*,
Brother Grocer.

Because it makes good things *better*,
it *increases its own consumption*—

So that one bag of ROSES sells ten.
While YOU count the coins and bank
the dividends.

* * *

Give the gossips something to talk
about, Brother Grocer.

Something that won't cost you more—
Nor *your customer* more.

But pays BOTH more.

Give them FIVE ROSES.

Lake of the Woods Milling Co.

LIMITED

MONTREAL

Makers of Five Roses

WINNIPEG

Salmon Season Concluded and the Run is Short

Pack Not Nearly Up to the Expectations of the Cannery — United States Fishermen Accused of Illegal Trapping—Inspection is Loosely Attended to—An Estimate of the Total Sockeye Salmon Pack.

Staff Correspondence.

Vancouver, August 28.—The sockeye salmon season closed on the 25th with a pack on the Fraser river that was disappointing to the cannery. As pointed out in these columns previously, the cannery in Canadian waters had little chance of securing fish, since few are allowed to pass the traps which block their trip to the Fraser river. Those traps are in United States waters and have been operated day and night since the beginning of the season, without any observance whatever of a close season of 36 hours in each week. Canadian inspectors secured undoubted evidence of this utter disregard of laws, and further substantiation is given by the declaration of O. E. Hough, of Port Madison, Wash., who charges straight that no inspection whatever was made by the proper officials of the fishing in the waters of Puget Sound, and that the trap men operated without any fear of prosecution. Under such circumstances as these, it is little wonder that few fish were obtained in the Fraser river and the Gulf of Georgia.

The pack on the Fraser is placed at 420,000 cases by W. H. Barker, general manager of the B.C. Packers, or about half of what was expected and for which preparation had been made. The total pack in Washington was between 850,000 and 900,000 cases, or more than double. "It is unreasonable to the extreme," Mr. Barker remarked to The Grocer, "that we should have to provide the fish for the American traps and get no benefit. The season is late by two weeks this year, and if we could have got the extension of two weeks that was asked, our pack would have been much better. I do not think it would have made a great deal of difference in the number of fish in the spawning reaches of the river, and even if so, who will get the fish in another four years? The traps on the other side."

An Estimate of The Pack.

The fish came along almost on schedule time, as prophesied by the manager of one of the Fraser river canneries to your representative, but reports from the north would indicate that there is some contention in the statement of Mr. Barker that the season is backward. More fish are reported in the Skeena at this time of year than ever before. The cannery in that district have had a poor pack, and with the old regulations would have done well.

The total pack for British Columbia is computed at 625,000 cases, as follows: Fraser river, 420,000; River Inlet, 85,000; Skeena river, 65,000; Naas river, 30,000; Lowe Inlet, 14,000; others 11,000.

The Columbia Cold Storage Company, of New Westminster, is preparing to open camps in the north to handle coho salmon. One will be at Bute Inlet and the other at Toby Inlet. The cohoes will be placed in ice as soon as caught, sent to New Westminster, where they will be packed and shipped. The coho season lasts about six weeks. The experiment of shipping sockeye salmon in ice to the eastern market, made by a Vancouver firm, proved a distinct failure.

CHATHAM MERCHANTS' DECADE-LOGUE.

Agreement Strictly Kept Referring to Tickets, Calendars, Advertising, and Delinquents.

Chatham, Sept. 1—The following agreement, recently, adopted by the Merchants' Association of Chatham, has been called "The Merchants Decalogue," though only five clauses are embodied in place of the necessary ten. It is printed in card form and is a prominent feature of every merchant's office equipment, occupying a conspicuous place where it can be quickly called to the attention of any delinquent or ticket salesman:

NOTICE.

We are members of the Retail Merchants' Association and we have agreed:

1. Not to buy tickets for concerts, excursions or games of any kind in our places of business.
2. Not to advertise on programmes, hotel blotters or any other promiscuous advertising schemes.

3. To discontinue the giving of prizes to picnics, societies, games, etc.

4. To discontinue the giving of calendars to customers after Dec. 31st, 1909.

5. Not to give credit accommodation to persons whose names are on the delinquent list of the association until their names are removed by meeting their obligations.

Clauses one and two have been in force for several years; the others are of comparatively recent date. The agreement is being pretty strictly lived up to on the part of the merchants.

Tell Your Customers That :

SHAMROCK
BIG PLUG
SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch

The Big Black Plug Chewing Tobacco

Already a Big Seller

Sold by all the Wholesale Trade



ANSWERS TO ENQUIRIES.

Questions on trade subjects are solicited for this department. Letters from retailers, clerks, travelers, jobbers and manufacturers will be welcomed, as well as suggestions for trade improvement.

A Woodstock grocer asks: "We are buying sugars locally in bags at prices quoted in Toronto for barrels. That is to say, when granulated is quoted at \$1.75 in bbls. in Toronto, we get it here for the same price in bags, plus cartage, etc. The last lot we were charged \$4.80, the seller claiming that sugars had advanced. I drew his attention to your quotations in Grocer of Aug. 20th, but he says that they are not correct. To settle the matter we would ask you to give us correct quotations. We feel sure

that the quotations in Grocer are correct."

Answer.—The quotations which appeared in The Canadian Grocer of Aug. 20th are absolutely correct so far as the Toronto market is concerned. The enquirer has not, however, taken into consideration the equalized rate from Montreal to Woodstock, which is 26c. and when this is done it will be found that the seller was correct in his prices but wrong in saying The Canadian Grocer was incorrect in its quotations. Sugar has not advanced since July 28th. At that time it went up 5c. Today's Montreal basis is, and in fact the basis since July 28th, has been \$4.65 (bbls.) and \$4.60 (bags), f.o.b. Montreal. When

the equalized rate of 26 cents from Montreal to Woodstock is added then you have the price delivered in Woodstock. This would equal \$4.86 per bag of 100 lbs. Subtracting 1 per cent. cash discount, it will equal \$4.80 net per bag or \$4.85 per bbl. Toronto prices are always 10 cents above Montreal.

Some clerks make friends, and therefore customers, by anticipating little attentions, trifles in themselves, but thought much of by customers. Most people like attention, and, in business, the fostering of this human weakness is a most valuable asset.

The 7-20-4 Cigar

Make that the feature of your tobacco department. If you have no department, start one to-day, for there is money in such a proposition. And it's such cigars as 7-20-4 (notice how easy it is to remember it) that win and hold customers for you.

ASK THOSE WHO ARE NOW SELLING 7-20-4 CIGARS.

The Sherbrooke Cigar Company, Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from

Imported Leaf Exclusively

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

HAMILTON, CANADA

Canadian Fruit, Vegetable and Fish Markets

Canadian Grown Fruits Supplant the Californian Variety—The Toronto Fruit Market a Wonderful Sight this Week—Vegetables Plentiful and Prices Reasonable—Fish Supply Strengthening Up.

MONTREAL.

GREEN FRUITS—The California season is rapidly drawing to a close. Bartlett pears are nearly finished. A number of ears of this fruit are expected from Oregon, while a moderate supply from Colorado will come forward later on. While several varieties of fruits are finishing, it does not mean exactly that the Californian season is absolutely over, as there is a large grape crop to be accounted for. All the grapes will not be marketed before November. Canadian plums are arriving freely and are being quickly resold, demand being satisfactory. Peaches, pears and grapes will be coming in shortly, too. California Tokay grapes are slightly easier this week. Otherwise quotations are practically unchanged. Delaware grapes are now quoted, \$3 a crate being asked.

Apples, Spies, XXX, bbl.	7 00	7 50
" early, basket	0 25	0 30
" crabs, basket	0 35	
Bananas crates, bunch	1 25	1 75
Blueberries, 20-qt. box	1 75	2 25
Cranberries, per crate	5 00	
Cucumbers, bag	4 00	
Grapes, California, Malaga, crate	2 00	
" Tokays, crate	3 00	
" Delaware, crate	3 00	
Lemons, Verdills, box	4 00	
" Morris, box	4 50	
Limes, per box	1 00	1 25
Melons, Montreal, basket of 12 to 13	3 00	10 00
" Canadian, 6 to 9 in crate	1 50	1 50
Oranges, late Valencias	3 50	3 75
" Canadian, basket	1 25	
" Canadian, basket	0 35	0 50
Plums, California, per crate	1 50	2 25
" Canadian, basket	0 30	0 45
Pears, California, (Bartlett) per box	3 25	4 00
" Canadian, basket	0 50	0 60
Pineapples, Florida, box	5 00	5 25
Raspberries, quart	0 10	0 12
Watermelons, each	0 30	0 40

VEGETABLES—All vegetables are in large supply, and prices are reasonable. A short spell of rather cool weather curtailed demand slightly, but not to an appreciable extent. Cucumbers are cheaper, supplies being large. Quite a basket business is being done, the cucumbers in this convenient form moving freely at 25c per. Cabbage is steady at figures quoted with supplies increasing weekly. Green peppers are easier. Potatoes are steady with a slight upward tendency at present. Tomatoes are quick sellers at old prices. Corn is in fair demand.

Beets, old, bag	1 00	
" new, dozen bunches	1 00	
Carrots, dozen bunches	1 50	
Cabbage, dozen	0 20	0 35
Celery, Canadian, dozen	0 20	0 40
Cauliflowers, dozen	1 00	2 50
Corn, dozen	0 30	
Cucumbers, dozen	0 05	0 10
" basket	0 25	
Green peppers, crate	2 50	3 00
Horse radish, lb.	0 15	0 20
Lettuce, dozen	0 15	0 40
Leeks, dozen	1 00	1 25
Onions, doz. bunches	1 00	
" large, white, dozen	0 50	
" Spanish, cases 150 lbs.	2 75	
" crates 50 lbs.	0 50	
Potatoes, Montreal, bag	1 00	
Parsley, dozen	0 10	0 15
Peas, Canadian, bag	0 75	
Parsnips, dozen bunches	0 40	
Sage, dozen	0 60	
Savory, dozen	0 50	
Spinach, Canadian, box	0 50	
String beans, bag	0 35	0 50
" basket	0 30	0 35
Tomatoes, Montreal, gin box	0 25	0 50
" hot-house, lb.	0 05	

ONIONS

Yellow Danvers and Reds
If you want a car of Canadian Onions write us for F. O. B. prices we have large supplies to offer.

CANADIAN APPLES

Before placing your orders you will do well to write us for prices.

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

The next two weeks will see large shipments of the finest Canadian Peaches, Pears and Plums arriving on this market.

You

Might as Well Have the Best.
Order

St. Nicholas
Home Guard

They're the Best—they stand the time test—28 years and all to the good.

AGENT:
J. J. McCabe

32 CHURCH ST.,
TORONTO

Turnips, bag	0 10	
" new, dozen	0 10	
Vegetable Marrows, dozen	0 10	
Watercress, dozen	0 10	

FISH—Reductions on several lines of fresh fish are noticeable this week. Supplies have been somewhat larger. Cool weather has resulted in more frequent and larger orders, and the beginning of the always heavy fall demand is already making itself felt. Among the lines which have dropped from 10c to 2c are bluefish, halibut, haddock, mackerel, market cod and steaks. Fresh barbotte are now quoted, supplies being satisfactory. New green cod is arriving freely and is in good demand. Lobsters are in fair demand at 30c.

FRESH

Barbotte	0 10	
Bluefish, per lb.	0 10	
Brook trout, per lb.	0 10	
Dore, per lb.	0 10	
Flounders, per lb.	0 10	
Halibut, per lb.	0 10	
Haddock, per lb.	0 10	
Lake trout, per lb.	0 10	
Mackerel, per lb.	0 10	
Market cod, per lb.	0 10	
Salmon, B.C.	0 10	
Sea trout, per lb.	0 10	
Steak cod, per lb.	0 10	
Whitefish, per lb.	0 10	

FROZEN

Dore, winter caught, per lb.	0 10	
Halibut, per lb.	0 10	
Steak cod, per lb.	0 10	
Salmon, B.C., red, per lb.	0 10	
Salmon, Fall, per lb.	0 10	
Salmon, Qualla, per lb.	0 10	
Salmon, Gaspe, per lb.	0 10	
Whitefish, large, per lb.	0 10	
Whitefish, small, per lb.	0 10	

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c per lb.	0 10	
Green cod, per lb.	0 10	
Labrador herring, half barrel	0 10	
Labrador sea trout, bbls	0 10	
No. 1 mackerel, half bbls.	0 10	
No. 1 " half bbls.	0 10	
Skinless cod, 100 lb. case	0 10	
Salmon, B.C., half bbls.	0 10	
Salt sardines, 20 lb. pail	0 10	

SMOKED

Haddies, 15 lb. bxs., per lb.	0 10	
Kippered herring, per box	0 10	
Smoked salmon, sugar cured, per lb.	0 10	

SHELL FISH

Lobsters, live, per lb.	0 10	
Oysters, choice, bulk, Imp. gal.	0 10	
" Sealshipt Imp. gal.	0 10	

TORONTO.

GREEN FRUITS—The fruit market at this time of the year is at its height and is a wonder to see. Talk about California with its oranges, apricots, etc., but when the Niagara district is at its best, there is nothing in the world to compare with it. Early in the season this garden of fruits, starts with strawberries, and from one fruit to the other it keeps the markets supplied until the end when the snow begins to fall with the latest varieties of grapes. Just now, after the early peaches are over the first of its choice varieties are coming in. The "St. John" variety comes first which is in abundance, and the quality and appearance has never been better. They are simply lovely to behold and still more so to eat. Plums also are here in endless varieties and

...ies beyond description. Pears are daily pushing to the front, and claim attention. The first grapes have made their appearance. The market on the whole is a busy bustling hive, and yet all this immense quantity of fruit, which is coming and going, all of it is carefully booked and charged to the hundreds of buyers, everything is done as regularly and orderly as clockwork. It is really a magnificent achievement, and reflects credit on the whole combination of fruit growers, wholesale dealers, and retailers.

Apples, green, basket	0 25	0 35
Apples, per basket	1 75	2 25
Apples, black, basket	1 00	1 25
Apples, small basket	0 40	0 50
Berries	0 07	0 09
Berries, Verdelli	4 00	4 75
Cal. Valencia	3 25	3 75
Cal. small	2 75	3 25
Cal. per case	2 75	3 25
Chickens, per case	0 25	0 30
St. J. Onions	0 60	1 00
Canadian, basket	0 25	0 30
Can. basket	0 20	0 25
Apples, per case	4 15	4 75

VEGETABLES—Vegetables are now principally supplied by the local gardeners, within easy reach of the city and delivered direct to the stores or even to the private houses, and therefore do not reach the market. But still such as potatoes, egg plants, cucumbers, peppers, etc., form a large part of the market. White Ohio potato is a very popular variety and in good demand.

Wax, basket	0 25	0 30
per bunch	0 20	0 25
Canadian, per barrel	1 25	1 50
Onions, Canadian, per basket	0 40	0 50
Onions, new, per basket	0 75	0 80
Onions, Canadian, per doz.	0 20	0 20
Onions, dozen	0 08	0 10
Onions, per basket	0 20	0 25
Onions, per basket	0 60	0 65
Onions, Canadian, green, per dozen	1 15	1 25
Onions, bag	3 00	3 25
Onions, new, Valencia, crate	3 00	3 25
Peppers, green, per basket	0 30	0 35
Peppers, red, per basket	0 50	0 60
Peppers, Canadian, per bushel	0 50	0 50
Peppers, sweet, basket	0 65	0 75
Peppers, sweet, per hamper	2 75	3 00
Peppers, Canadian, per basket	0 25	0 30
Watermelons, each	0 30	0 45

CANADIAN CRAWFORD PEACHES

Now Coming Freely

Make your selection when in at the Exhibition

SWEET POTATOES and CRANBERRIES

Both these lines beginning to arrive.

OYSTERS We are again to the front with the famous Long Island Native Oysters. Fresh Daily.

WHITE & CO., Toronto

Branch at
Hamilton



BUSTER BROWN

Buster says he's away on business—I think on holidays. Anyway, I'll attend to your wants—When you order Lemons mention the brand "BUSTER BROWN," The Best Sicily Tige Lemons.

FOLLINA BROS.,
Palermo, Packers

W. B. STRINGER,
Toronto, Can., Agent

CANADIAN
Musk Melons

also

Rocky Fords

are rapid sellers

Plums

Peaches

} all kinds in
} large supply

PEARS

Tomatoes

at their best

} late variety,
} smooth and
} solid

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.

HAMILTON, ONTARIO

Phones 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, the Best Orange Grown in the world

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON
GULEPH, ONTARIO

The Policy of Retailers Going Out for Orders

Change From Conditions of Forty Years Ago—Business Done on a Cheaper Scale in Those Times—Were Men More Honest Then?—Better Methods Are Now Being Applied to get Trade.

By M. Moyer.

It is interesting to retail merchants to take a glance over the past, and note the changes which have taken place in the methods and modes of doing business during the last 40 years. At that time there was very little delivering to do, and to go out and solicit for orders was never dreamed of.

Whether the change is for the better or not, one thing is quite clear and that is all this extra expense has added to the cost of retailing. Together with all this, we must add much higher rents, higher wages for help and many other expenses not known of in years gone by. At the same time—and this is particularly remarkable—there is the fact that profits are to-day not as good as they were then.

Under these circumstances one naturally comes to the conclusion that in those days, store keeping must have been an easy way to make money and get rich. However, the struggle then was very much the same as it is now. Some made money, others did not, and failures frequently occurred. The old heads whose experience extends back to those good days, tell us that business men were more honest, clerks were more faithful and did more work and things in general were better. Then package goods were unknown, and everything had to be weighed and parcelled. Bags were even not in use, and it required training and practice to do up parcels, especially sugar with square pieces of wrapping paper. In view of this the contention may be right that clerks did more work, but still with the higher expenses in every department and the extra cost of delivering the goods, it must prove that a successful grocer to-day must know how to manage his business to better advantage than they did in those less expensive days.

On a Higher Business Plane.

It may be some satisfaction to some to talk about the good old days and that everything is going to the dogs now, but in all fairness they cannot hide the fact that we are making progress and that business is being done on a higher plane, with a great deal more accuracy and care. While there are still some stores which are not up to the standard in many respects, it must be apparent that a great deal more attention is given to cleanliness and good goods than in years gone by. Even in the last 12 months the changes from my observation have been remarkable. The stores are kept cleaner, the goods in better condition and the general appearance is improved. The rivalry which knew of nothing except cutting prices and general hatred is rapidly changing

into a rivalry of better service and more cheerful and more friendly methods.

Merchants are not studying how to put one another out of business through mere selfishness, but are looking at trade as an important part of the industries of our own country. They are learning that they are deriving benefit in proportion as their services meet the convenience and wants of the people, and that nothing but scientific accuracy in every respect will meet with success. Instead of scales being clumsy, slow, and inaccurate, and in the hands of careless weighers, they have now not only finer scales, but the automatic computing shows the value to the fraction of an ounce.

Going Out for Orders.

While we appreciate the valuable contributions to the machinery and methods of storekeeping, there is much still in an unsettled condition. For instance some grocers confine themselves strictly to storekeeping while others are drifting away into a sort of semi-peddling storekeeping. Some of the most successful grocers put all their time in making their stores attractive and in waiting on their customers when they call, while others are spending most of their time on the road in chasing after orders, and to some extent, at least, neglecting their stores, and the chances of doing business with their nearest neighbors. This practice is expensive and can hardly be called good storekeeping, and if it could be discontinued, it would be a great saving to the retailers and would give a fair show to both merchants and customers.

If all would go out for orders they would stand no better chance to get trade than if they all stayed at home. But from the fact that some of the most successful merchants do not go after orders, and hold their trade, is good evidence that a good many people, if not all, would prefer to call at the store for their goods instead of being called upon, very often when nothing is wanted.

If the extra expenses were taken into consideration and the loss through absence from the store, it is a question whether soliciting orders is good store management. It is certainly poor policy for the proprietor to be out chasing after orders and leaving the store in the hands of employees. No person continues to deal at any store very long, if her trade is not appreciated. If the proprietor is never to be seen, her visits will soon be a thing of the past.

FROM A CONSUMER'S STAND-POINT.

"In my judgment there is no limit to the possibilities of a grocer's business

and sales," said a consumer recently, while talking on the subject of extra sales. "The more he sells, the greater his chance to increase.

"I know of a store which will sell to the patron just what she asks for, and labor under the impression that should the customer desire an additional article she will inquire for it. This surely is a grave error. Oftentimes, in cases where I am the purchaser, my reason for not asking for an article is due to the fact that I had not seen it in the particular store, that I had not had the desire created for it, or that I hesitate to ask for it for some unexplainable reason. But if the particular goods in question are placed before me in an attractive manner, the chances for a sale are, of course, much better.

"How on earth am I to know what a grocer has in his store unless he adopts some means of telling me? Of course I know that he handles sugar, coffee, butter, etc., but there are many other things on his shelves which I sometimes want but do not always think of asking for when at the store.

"I know of another grocery store which has a novel method of introducing its goods. When a customer buys a pound of coffee, the merits of a certain brand of condensed milk are expounded to her. Coffee and milk is, of course, a natural combination. When she purchases canned meats a certain brand catsup is brought to her attention, she speaks about going to a picnic, the grocer immediately sees a chance of selling her something for her picnic basket and brings his picnic specialty line to her attention. This grocer is also very polite and accommodating. If he hears that there is a new baby at one's home, a neat but inexpensive present is immediately sent to the house for the mother, together with congratulations. This is always greatly appreciated."

B. A. Burke, representing the American Metal Polish Company, Boston, was in Montreal last week.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



Consider Them For Profit

The finest selected, smallest and sweetest fish is the sardine herring caught in weirs or traps in Passamaquoddy Bay. They are hygienically packed in olive oil, and, when you see the name

Brunswick Brand

it stands for something that is worth handling, something that the public wants, and for which you will have to place many repeat orders to meet the demand.

**We are expert packers.
Our factory is the most modern.
Our name is a warranty of worth.**

CONNORS BROS., Limited, Black's Harbour, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

FIRST IN THE HEARTS OF CANADIANS

For Breakfast For Lunch For Dinner For Any Meal in any Season

Shredded Wheat

☐ A Canadian food for Canadians, made in Canada of the choicest Ontario wheat, steam-cooked, shredded and baked. Its steadily increasing sales establish its permanent leadership over all other cereals in Canada.

☐ If you visit the Exposition at Toronto, don't fail to see our exhibit in the Process Building where we show the complete process of making Shredded Wheat Biscuit and Triscuit, the cleanest, purest, most nutritious cereal food in the world.

The "little loaf" of Shredded Wheat contains more real nutriment than meat or eggs, is more easily digested and is adaptable to many delicious combinations with fresh or stewed fruits. Tell your customers about it.

The Canadian Shredded Wheat Co., Limited Niagara Falls
Ontario



THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

“WALKER BIN” FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue: “Modern Grocery Fixtures”



The Walker Bin and Store Fixture Co., LIMITED

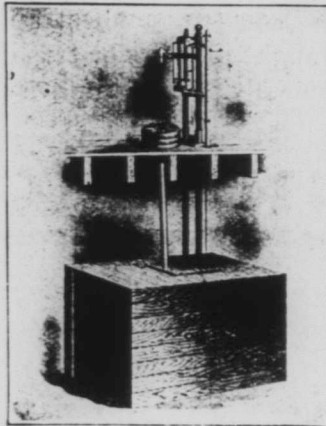
BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal: Kenneth H. Munro, Coristine Building
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

Saves Money at Every Point



CUT I
CELLAR OUTFIT

which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5044. It is free.

S. F. BOWSER & CO., Inc.

66-68 FRASER AVENUE, TORONTO

If you have an old Bowser, and want a new one, write for our Liberal Exchange Offer.

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money

System is Everything

Modern business success is built upon System. The house that is ahead is the one that is best syst-matized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by **ALLISON COUPON CO., Indianapolis, Ind**

Order them from your Jobber

You Can't Cut Out

A BOG SPAVIN, PUFF or THOROUGHPIN, but

ABSORBINE



will clean them off permanently, if you work the horse same time. Do not blister or remove the hair. Tell you more if you write. \$2.00 bottle at d'lers or dolly'd. Book 40¢

ABSORBINE, JR., for man's \$1 bottle. Reduces Varicose Veins, Hemorrhoids, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS, LIMITED, Montreal, Canadian Agent

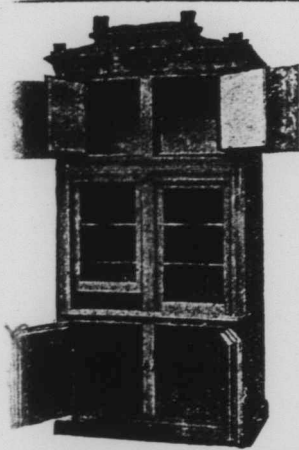
THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON “GLEANER”

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



The
**"ARCTIC"
REFRIGERATOR**

has proved and is still proving uniformly and completely efficient.

The system of construction gives a perfect circulation of cool, dry air.

Get our Catalogue and Discounts

JOHN HILLOCK & CO., Ltd.
154 George St., Toronto

Tea Lead,

Best Inconceivable

"Pride of the Island"

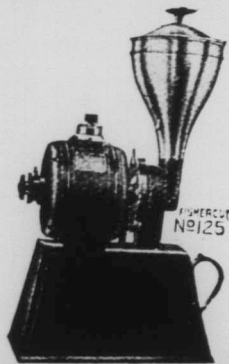
Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E, ENG.**

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited

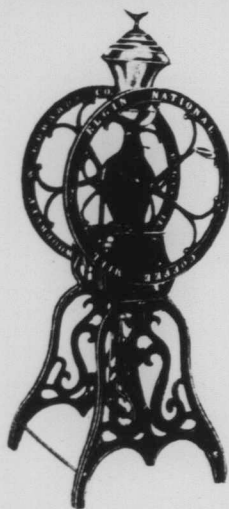


TIME MEANS MONEY
BAG HOLDER

You save both when you have McGregor's Patent

It holds all kinds from 1/2 to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.
KILGOUR BROS.
19 Wellington St. West, - TORONTO



Exclusive
SPECIAL
Adjuster

**Elgin National
Coffee Mills**

can be regulated to grind coarse or fine when running and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue,
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

**A Great
Selling Team**

Buyers must be moved through several steps to be brought to the buying point.

They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

**You can talk to 7,000 of Canada's
Best Grocers every week at a
cost of $\frac{1}{90}$ to $\frac{1}{5}$ of a cent apiece**

Nothing extravagant about advertising
of that sort, is there ?

Figure it out for yourself :

THE GROCER'S circulation is 7,000,
and a full page space for 52 weeks costs
\$800. This means that for every cent of
expenditure an advertiser can talk to 5
good buyers.

The advertiser who uses a half page
space every week, at a cost of \$425, talks
to 10 good buyers for every cent of
expenditure.

Let us carry the calculation through
all the different spaces into which THE
GROCER divides its advertising pages :

One Column	--15 buyers for every cent expended
Quarter Page	--20 " " " " "
Half Column	--25 " " " " "
Eighth Page	--30 " " " " "
Quarter Column	--40 " " " " "
One Inch	--90 " " " " "

The economy of advertising in THE
CANADIAN GROCER is thus made
strongly apparent.

Q
Baker
W. H. I
Diamond—
Diamonds, 3 doz. 11
Diamonds, 3 " 11
Diamonds, 4 " 11
IMPERIAL
11
11
11
11
11



CANADIAN
Wholesale price
Glass Jars.
100
Blackberries...
White cherries...
Black raspberries...
Blackberries...
Black cherries...
SIMCOE
Packed
Simcoe P
WHITE SWAN
White Swan Ba
1 lb. tins, 3-do
1 lb. " "



Co & I
No. 1, 1 lb., 4 c
" 2
No. 2, 5-oz., 5 c
" 3
No. 3, 21-oz., 4
" 10, 12-oz.,
No. 2, 1-oz., 6
" 3
No. 13, 1 lb., 2
" 14, 8-oz., 3
" 15, 4-oz., 4
" 16, 2 1/2 lbs.
" 17, 5 lbs.



White Swan V
White Swan F
White Swan F
Oxford

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.
W. H. GILLARD & CO.
Imperial Baking Powder
SIZES. Per doz.
10c. \$0 85
6-oz. 1 75
12-oz. 3 50
12-oz. 3 40
2 1/2 lb. 10 50
5 lb. 19 75

MAGIC BAKING POWDER.
Cases. Sizes. Per doz.
6 doz. 5c. \$0 40
4 " 4-oz. 0 60
4 " 6 " 0 75
4 " 8 " 0 95
4 " 12 " 1 40
2 " 12 " 1 45
4 " 16 " 1 65
2 " 16 " 1 70
2 " 24 " 4 10
1 " 30 " 7 30
2 " 6 oz. Per case
1 " 12 " \$4 55
1 " 16 " "

ROYAL BAKING POWDER.
SIZES. Per doz.
Royal-Dime \$ 0 95
1 lb. 1 40
5 oz. 1 55
1 lb. 2 55
12 oz. 3 85
1 lb. 4 90
3 lb. 13 60
5 lb. 22 35

CANADIAN CANNERS, LIMITED.
Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case.)
per doz.
Raspberries 2 40
Sweet cherries 2 40
Red currants 2 40
Black currants 2 40
Green G. plums 2 40
Lombard plums 2 40
Blue plums 2 40
Pears 2 40
SWEET CHERRIES 2 40

SIMCOE PURE PRESERVES.
(Packed 2 doz. to the case.)
Simcoe Pure Strawberry Preserves 1 35
" " " " " " 1 75

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Baking Powder—
1 lb. tins, 3-doz. in case, per doz. 2 00
1 lb. " " " " " " 0
1 lb. " " " " " " 0

Cereals
WHITE SWAN SPICES AND CEREALS LTD.
White Swan Breakfast Food, 2-doz. in case, per case, \$3.00
The King's Food, 2-doz. in case, per case, \$4.80
White Swan Barley Crisps, per doz., \$1.
White Swan Self-rising Buckwheat Flour, per doz., \$1.00.
White Swan Self-rising Pancake Flour, per doz., \$1.00.

White Swan Wheat Kernels, per doz. \$1 40
White Swan Flaked Rice, per doz. 1 00
White Swan Flaked Peas, per doz. 1 00
Rice
Oxford, per lb. 0 17

In 10-box lots or case 0 16
Gillett's Mammoth, 1/2 gross box..... 2 00
Chocolates and Cocosas
THE COWAN CO., LIMITED.



Cocoa—
Perfection, 1-lb. tins, per doz. \$1 50
Perfection, 1/2-lb. per doz. 2 40
Perfection, 1/4-lb. per doz. 1 30
Perfection, 10c size 0 90
5-lb. tins per lb. 0 37
Soluble, bulk, No. 1, per lb. 0 20
Soluble, bulk, No. 2, per lb. 0 18
London Pearl, per lb. 0 22
special quotations or Cocosas in bbls.
kags, etc.
Unsweetened Chocolate—
Plain Rock, 1/2 & 1/4, cakes, 12-lb. boxes, per dozen 1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90
Sweet Chocolate—
Queen's Dessert, 1/2 and 1/4, 12-lb. boxes, per lb. \$3
Queen's Dessert, 5/8, 12-lb. boxes 0 40
Vanilla, 1-lb., 12-lb. boxes, per lb. 0 30
Parisian, 8s. 0 30
Royal Navy, 1/2, 1/4, boxes, per lb. 0 24
Diamond, 7/8, 12-lb. boxes, per lb. 0 25
" " " " " " 0 28

INGREDIENTS FOR CAKE—
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1/2-lb. pkgs., 2-doz. in box, per dozen 0 30
Confections—
Milk chocolate wafers, 5-lb. boxes 0 36
Maple buds, 5-lb. boxes 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, " " 0 25
Nonpareil wafers, No. 1, " " 0 30
Nonpareil wafers, No. 2, " " 0 25
Chocolate ginger, 5-lb. boxes 0 30
Milk chocolate, 5c bundles, per box 1 30
Milk chocolate, 5c cakes, per box 1 35

REINDEER'S COCOA.
A. F. MacLaren, Imperial Unesco Co., Limited, Agents, Toronto.
10c. tins, 4 doz. to case, per doz. \$ 90
1/2 " " " " " " 2 40
1 " " " " " " 4 75
1 " " " " " " 9 00

EPF'S.
Agents, O. E. Colson & Son, Montreal.
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN F. MOTT & CO., P.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Heddlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE.
Elite, 10c size (for cooking) doz. 0 90

WALTER BAKER & CO., LIMITED. Per lb.
Premium No. 1 chocolate, 1/2 and 1-lb. cakes 0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins 0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes 0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes 0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6-lb. boxes 0 35
Vanilla Sweet chocolate, 1-6-lb. cakes, 6-lb. tins 0 47
Soluble cocos (hot or cold soda) 1-lb. tins 0 38
Cracked cocos, 1-lb. pkgs., 6-lb. bags 0 34
Caracas tablets, 100 bundles, tied 5c, per box 3 00
The above quotations are f.o.b. Montreal

COCONUT.
CANADIAN COCONUT CO., MONTREAL.
Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.
1 lb. packages 0 26
1 lb. " 0 27
1 lb. " 0 28
1 and 1/2 lb. packages assorted 0 26
1 and 1/2 lb. " 0 27
1 lb. packages assorted in 5 lb. boxes 0 28
1 lb. " in 5, 10, 15 lb. case 0 30
Bulk—
15 lb. pails and in 50 and 60-lb. boxes Pails. Tins. Bbls.
White Moss, fine strip 0 19 0 21 0 17

Best Shredded..... 0 18
Special Shred..... 0 17
Ribbon..... 0 19
Macaroon..... 0 16
Shredded..... 0 18
White Moss in 5 and 10 lb. square tins, 21c.
WHITE SWAN SPICES AND CEREALS LTD.
White Swan Coconut—
Featherstrip, pails..... 0 16
Shredded..... 0 15
In packages 5-oz. & 8-oz. 1-b. 0 22

Condensed Milk.
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.
Eagle Brand Condensed Milk..... 36 (0) 1 50
Gold Seal Condensed Milk..... 4 25 1 10
Challenge Condensed Milk..... 4 00 1 00
Peerless Brand Evaporated Cream family size 3 50 0 90
Peerless Brand Evaporated Cream hotel size 3 70 1 85



TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) \$4 00
Reindeer brand per case (4 doz.) 5 00



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 22
Fancy Bourbon..... 0 20
Bourbon..... 0 18
Crushed Java and Mocha, whole... 0 17
" " " " " " ground... 0 17
Golden Rio..... 0 14

Package Coffees.
Gold Medal, 1 and 1/2 lb. tins, whole or ground..... 0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground..... 0 30
German Dandelion, 1/2 and 1 lb. tins, ground..... 0 22
English Breakfast, 1 lb. tins, ground 0 18



Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.
Presentation, with 3 tumblers, \$10 per doz



THOMAS WOOD & CO.
"Gilt Edge" in 1 lb. tins..... \$0 33
"Gilt Edge" in 2 lb. tins..... 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 50

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, 1/2-lb. cakes, 12-lb. box, lb. 0 40
These prices are F.o.b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD.
Imperial Peanut Butter "Bobs," the Perfect Confectionery.
Large size, cases, 25 cartons..... \$3 50 each
Small " " " " " " 50 " " 3 00
Assorted, cases, 25 small, 12 large 2 85
Net 30 days.

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils, Montreal.
\$2, \$3, \$5, \$10, \$15 and \$20.
All same price one size or assorted.

UN-NUMBERED
Under 100 books..... each 04
100 books and over..... each (04)
500 books to 1000 books..... (04)
For numbering cover and each coupon, extra per book 1/4 cent.

Extract of Beef.
LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.
Bottles 1-oz., case of 2 doz..... \$3 20
" " " " " " 2 " " " " " " 3 00
" " " " " " 4 " " " " " " 4 50
" " " " " " 20 " " " " " " 4 75
" " " " " " 20 " " " " " " 9 00

Infants' Food.
Robinson's patent barley 1/2-lb. tins..... \$1 25
" " " " " " 1-lb. tins..... 2
" " " " " " 1-lb. tins..... 1
" " " " " " 1-lb. tins..... 2 1/2



"Mephisto" and "Purity" Canned Lobsters.
Flavoring Extracts.
SHIRRIFF'S
1 oz. (all flavors), doz. 1 00
2 " " " " " " 1 75
4 " " " " " " 2 00
8 " " " " " " 3 00
4 " " " " " " 3 75
8 " " " " " " 5 50
16 " " " " " " 10 00
32 " " " " " " 18 00
Discounts on application.



Jams and Jellies.
BATER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafanme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz \$1 00
2-lb. tins, 3 doz. in case..... per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 0 07
7 wood pails, 6 pails in crate, per lb. 0 07
30-lb. wood pails..... 0 06
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case per doz. 1 00
1-lb. tins, 3 doz. in case per lb. 0 07
7 wood pails, 6 pails in crate, per lb. 0 07

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real, live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



THE WORLD'S BEST SHOE POLISH

Damp, cold and heat alike have no effect on this polish. It does not clog the brush nor soil the clothes, but it lengthens the life of the shoe, and produces a quick, lasting POLISH.

There is more demand for it now than ever before. You are losing a profitable trade if you have been so short-sighted as not to stock it hitherto.

— WRITE TO-DAY —

The F. F. DALLEY CO. LTD., HAMILTON & BUFFALO, N.Y.



Royal Polishes

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa: General Supply Co. of Canada Ltd. Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son. Halifax: J. C. Calder. St. John's: E. H. Bowen. And all dealers.



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!

for grocers selling

"Soclean"

The Dustless Sweeping Compound

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

BUY FROM YOUR WHOLESALE

or
The Harnett-Ridout Company

Manufacturers TORONTO
Manufacturers, Sales Co., Eastern Sales Agents
314 Birk's Bldg. Montreal



A specialty that is in reality a staple, but one that yields more than staple profit—that sort of a proposition will always appeal to you. In

"VOL-PEEK"

GRANITE CEMENT

for Mending Holes in Pots and Pans.

this is what we offer you. It is a great seller all the time—and yields you a large profit. Send for a trial lot.

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

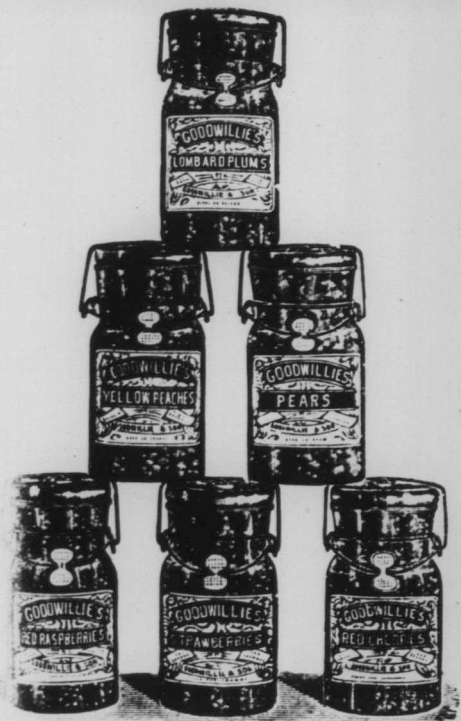
Bulk in 7-lb. Pails,
1/2 doz. in crate.

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

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.

Canada's Best



Flavor

Put up in glass, a few hours after being picked, and nothing but the finest

Fully Ripened Fruits

being used, they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal-Toronto

The goods it pays you best to handle are those which give universal satisfaction.

Jose Segalerva

Malaga, Spain,

packs

Malaga Table Raisins

Malaga Loose Muscatels

Jordan Shelled Almonds

Valencia Shelled Almonds

which are known everywhere for their uniform, ever-dependable quality.

It is such goods that give universal satisfaction.

Agents:

Rose & Laflamme, Ltd.

Montreal and Toronto

Assorted jam, 1-lb. glass jars, 2 doz. in case. 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
Loren Imperial Cheese Co. Limited.



Assorted Case, Contains 4 doz. \$3.60
 Assorted Case, Contains 2 doz. \$1.80
 Strawberry (Straight) Contains 2 doz. \$1.80
 Orange (Straight) Contains 2 doz. \$1.80
 Raspberry (Straight) Contains 2 doz. \$1.80
 Lemon (Straight) Contains 2 doz. \$1.80
 Lime (Straight) Contains 2 doz. \$1.80
 Assorted (Straight) Contains 2 doz. \$1.80
 12 1/2 lbs. to case. Freight rate, 3rd class

Soap
GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
 100 bars to case. 85 00
 200 bars, or more. 4 95



List price
 "Shirriff's" (all flavors), per doz. 0
 Discounts on application

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 10 1/2
 1-bbls. 0 11
 Tube, 50 lbs. 0 11
 20-lb. Pails, 2 25
 20-lb. tins.. 2 15
 Cases 3-lb.. 0 11 1/2
 " 5-lb.. 0 10 1/2
 " 10-lb.. 0 10 1/2



F.O.B. Montreal.



GUNNS
 "EASIFIRST"
 LARD
 COMPOUND.

Tierces ... 0 10 1/2
 Tube 0 10 1/2
 20-lb. pails 0 11
 20-lb. tins. 0 11 1/2
 10-lb. " 0 11 1/2
 5-lb. " 0 11 1/2
 3-lb. " 0 11 1/2

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. 80 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
 " " (fancy box, 40), per box. 1 50
 Tar licorice and tolu wafers, 5-lb. cans, per can. 2 00

Licorice lozenges, 1-lb. glass jars.... 1 75
 " 20 5-lb. cans..... 1 50
 " " " 10 sticks..... 1 45
 " " " 100 sticks..... 0 75
 Dulo large cent sticks, 100 in box.....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case
 1 case of 4 dozen..... \$3 60
 3 cases of 4 dozen..... 5 50
 " cases of more..... 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz \$1 00
 16-oz. glass jars, 2 doz in case " 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Pint Sealers (24 oz.), 1 doz in case, per dozen 2 00



ST. CHARLES CONDENSING CO.

PRICES:
 St. Charles Cream-family size, per case \$4.70
 Ditto, hotel. 4.90
 Silver Cow Milk 5.00
 Purity Milk 4.70
 Good Luck 4.60

Mustard

COLMAN'S OR KEEN'S
 D.S.F., 1-lb. tins..... per doz \$ 1 40
 " 1-lb. tins..... 2 50
 " 1-lb. tins..... 5 00
 Durham 4-lb. jar..... per jar 0 75
 " 1-lb. jar..... 0 25
 F.D. 1-lb. tins..... per doz. 0 85
 " 1-lb. tins..... 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
 Minerva Brand
 Minerva, qts. 12's \$ 5 75
 " pts. 24's 6 50
 " 1-pts. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
 Agents, Rose & Laflamme, Montreal and Toronto
 1/2-pint bottles, 3 & 6 doz., per doz. 0 90
 pint " 3 doz. 1 75

Soda

COW BRAND
 DWIGHT'S
 Case of 1-lb. containing 60 packages, per box, \$3.00
 Case of 1/2-lb. containing 120 pkgs. per box, \$3.00
 Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3.00

Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00
 MAGIC BRAND Per case
 No. 1, cases 60 1-lb. packages \$ 2 75
 No. 2, " 120 1/2-lb. " 2 75
 No. 3, " 30 1-lb. " 2 75
 No. 4, " 60 1/2-lb. " 2 75
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case..... 2 85
 5 cases 2 75



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz \$0 95
 Parrot Food, 1/2 lb. pkts., 1 doz cartons 0 45
 Parrot Food, 2-lb. pkts 1 35
 Bird Cage Sand, about 1 1/2-lb. bags, 1/2-gross cases, per doz. 0 30
 Bird Cage Grit, about 1 1/2-lb. bags, 1/2-gross cases, per doz 0 30

Mince Meat

Wetley's condensed, per gross, net \$12 00
 per case of 3 dozen, net. 3 00

Tell your Doggy Customers that you Stock
Spratt's ^{MEAT} **Dog Cakes**
 "FIBRINE"

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch, 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
 Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Black-
 berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, . . . Ontario

WARNING!

Crescent



Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

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Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

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 HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Ia. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
 Manufacturers of

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

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
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 Profits right from the start, and Prizes.
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 These can be sold and will provide the capital for the next week's supply.
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For Butter
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For Meats
For Refrigeration
and for every other purpose.

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LIMITED
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Canned Fruits

The quality of

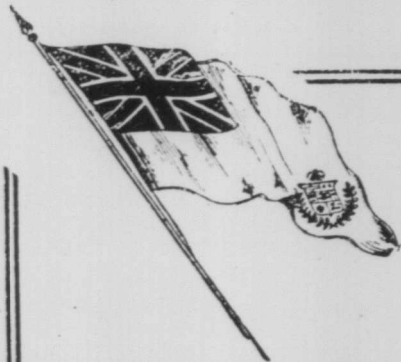
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The quality of these goods is always remembered.

IMPERIAL VINEGAR is the BEST.

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OUR QUICK DELIVERIES

Mail and Phone Orders a special feature

GEO. E. BRISTOL & CO.

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ONTARIO