

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 13, 1907.

NO. 37.



Leaves no room for Criticism.

Keen's Oxford Blue

is so pure in its constituents that it does its work perfectly. That is all your customers want.

For sale by all jobbers.

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



Place It on Your Counter—

PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brs., 1/2-Brts.
5 " " " 1 "	Kegs and Pails
10 " " " 1/2 "	
20 " " " 1/4 "	

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

A display of "CROWN BRAND" CORN SYRUP will be a seasonable leader from now on. Your customers will appreciate the reminder.

FOR SALE BY ALL JOBBERS.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

55 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

164 St. James Street
MONTREAL, P.Q.

Xmas Plum Puddings in Bowls

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

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

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

CROSSE & BLACKWELL,

SOHO SQUARE, LONDON, ENGLAND.

AGENTS:

C. E. COLSON & SON,

MONTREAL.



When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

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

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

Cox's Gelatine

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

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

Codou's Macaroni

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

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

SOLD BY LEADING WHOLESALERS EVERYWHERE.

Sept 13



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

NEWFOUNDLAND

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

TORONTO,

SWIFT'S
"SILVER LEAF" LARD
The Standard of Quality

HAMILTON.

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

TORONTO.

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

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

MONTREAL

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

VANCOUVER.

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

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

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

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

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

WINNIPEG.

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

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

WE CAN COLLECT YOUR OUTSTANDING ACCOUNTS when you fail. If we don't succeed you pay us nothing. It costs you only a post card to find out how we do it. Place your accounts with us—try us.
RICHARD TEW & CO.
23 Scott St. and 28 Front St. East
TORONTO, ONT.
Established 1890

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

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

**Evaporated Apples
White Beans
on Spot**
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

Just what you have been wanting

We passed into stock this week

ONE CARLOAD Medium Pearl TAPIOCA

The genuine article—from Singapore—Straits Settlements.

*We have a full stock
of all kinds including—*

**SEED PEARL
BULLET FLAKE also
BROWN SAGO**

YOU WILL FIND OUR PRICES RIGHT

The first shipment of the season

New California Evaporated APRICOTS

Extra Fancy. 25-lb. boxes.

A Snap—good for one week only—

ROLLED OATS— 90-lb. Sacks.

Special quotations on 5-bag lots delivered at your station.
QUALITY—Guaranteed you will be well satisfied.
Our prices are away below the millers' quotations.
DON'T WAIT—Send us your orders NOW.

Don't forget. our

**"SILVER NET" brand are the finest ^{1/4s in oil}
Norwegian Sardines on the market also in
Tomato
Sauce.**

The **EBY, BLAIN CO.,** Limited

Wholesale Grocers

TORONTO

Manufacturers' Agents—Continued.

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

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

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

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

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

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

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

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

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

—OFFICES IN CANADA—

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

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

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

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

Wide Awake Manufacturers

know best results are obtained by

Active Resident Agents

Your line will be in good hands if placed with

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

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

BASKETS

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

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

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



A Good Investment

**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

EASY TERMS.

Catalog Free.

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

BUSINESS CHANCES

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

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

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

Write for prices.



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

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

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

Guaranteed as to Quality

Brands are :—

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

Cards, Bill-
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QUAKER CANNED GOODS

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

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"SALAD

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We told you last month that our Increase in Sales of

"SALADA"

during the first seven months of this year over the corresponding seven months of 1906 amounted to 21 per cent.

Eight months have now passed, and our increase in all branches combined over the same period of last year amounts to

22¹/₄ per cent.

In Canada alone during the month of August we had an increase of

54,380 pounds

or an increased trade in one month of over

1,000 half-chests of Tea

and this in Canada alone.

Are you getting your share of this increase? Or are you shutting your eyes to the channel the Tea Trade is running in, and allowing others to profit by your blindness?

The consumer in the long run is sure to get the best, if not from you, then from some other dealer. It will pay you to hand it out when tea is asked for.

"SALADA" is always best. No other concern has ever attempted to compete in quality.

DO YOU CONSIGN?

**GIVE WATSON, BOYD & CO. A TRIAL
TRINIDAD, B.W.I.**

Best Results Obtained


Prompt Returns

Enquiries Solicited

All Codes Used

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.



**Y. & S.
SCUDDER
M. & R.** } **STICK LICORICE**

**ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,**
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

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

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

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.

J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"
BRAND
Molasses

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

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

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

Valencia Raisins

Next Time You
Order, Ask for

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

"W. Abel" Standard
Quality


4 Cr. Layers
Selected
Fine Off-Stalk

Packed by
Mahiques, Domenech & Co.

Canadian Agent :
Rose & Laflamme,
Montreal and Toronto

"Just Perfection!"

So women express themselves
when speaking of the concentrated delicious-
ness of our product. Our



Jams,
Jellies,
Marmalade

Pure
Apple
Juice

are accounted the best by all discriminating
grocers. Then, the margin of profit is
pleasing, to say the least.

The Belleville Fruit & Vinegar Co.
LIMITED
BELLEVILLE, ONT.

It is possible for some grocers to do more business
and add to their reputation, because all
grocers do not carry

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

It is not enough that 90 per cent. of the grocers in Canada should stock and recommend Old Homestead Brand. **All grocers should.** Because it is admitted even by our competitors that our famous brand of canned fruits and vegetables is so much superior to the next best that there is no comparison. Certainly, Old Homestead Brand has paid most grocers well, and it

Will Pay You

Mr. Grocer, if you are out for a lasting reputation and the staying trade—the only trade that pays—you should stock the Superior Brand of canned goods.

Important Reasons: There are important reasons—reasons which you cannot afford to overlook—for the marked superiority of Old Homestead Brand. The fruit and vegetables we can are exceptionable for their luscious and invigorating qualities—these qualities we can, with the result that Canada's particular women insist on Old Homestead.

It Does Pay to Stock the Best

The Old Homestead Canning Co.

PICTON, ONTARIO

LEA'S

**THE PICKLE WITH THE
HOME-MADE FLAVOR**

History of the Lea Pickle

- 1901—Made by Mrs. Lea for her own table.
1902—Made by Mrs. Lea for sale in their store.
1903—Demanded by the outside consumer. A small factory started.
1904—Premises too small; moved into larger place and unable to supply demand.
1905—Factory used last year too small; unable, on account of accommodation, to supply demand; another addition.
1906—Demand so large that Stock was all sold in March, and large orders received through balance of the Pickle season were not filled.
1907—Formation of the Lea Pickling Co., to enlarge premises and carry on business on larger scale, with more up-to-date packages, but using the same care in packing goods, and processing done as before by Mrs. Lea.

Do you not think that Lea's Pickle must be a pickle of quality to have attained this reputation purely on quality and without advertising?

Will you try a small lot and be convinced?

—PACKED BY—

The Lea Pickling & Preserving Co.

SIMCOE, - ONTARIO



“WAGSTAFFE’S”

Fine Old English Xmas Plum Puddings

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

Our Celebrated Mincemeat and Plum Puddings

will be ready for delivery on October 1st.
Get your orders in early.

Our New Season’s Jams, Jellies ^A_N^D Sealed Fruits

are now in the hands of the jobbers.

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

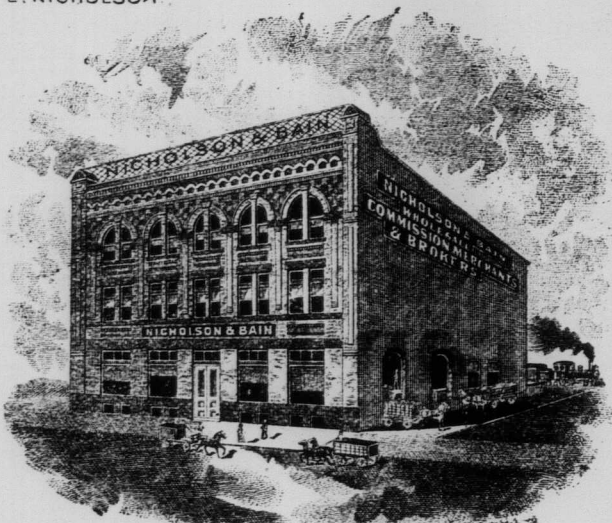
WAGSTAFFE LIMITED,

Pure Fruit Preservers,
HAMILTON, CANADA.

E. NICHOLSON

CABLE ADDRESS: NICHOLSON, WINNIPEG

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



BANNATYNE ST. EAST. TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.



Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS :

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

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

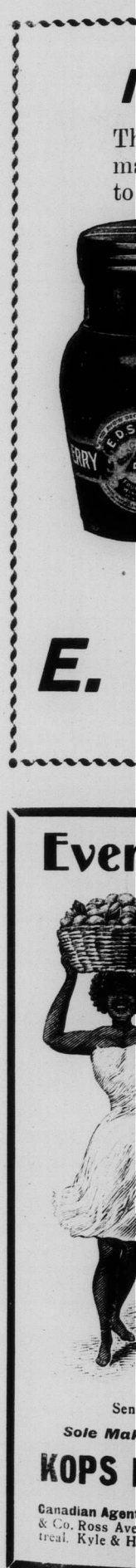
Warehouses and Offices:—

CALGARY

WINNIPEG

EDMONTON

ESTABLISHED 1882.



IS THERE MONEY IN THE BRAND?

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



E. D. S. Brand JAMS and JELLIES

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

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

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

E. D. Smith's Fruit Farms,

WINONA, - ONTARIO

Everybody Knows



the cooling and refreshing properties of the Lemon.

As a beverage it reaches its best and highest form in

KOPS Lemon Squash

Prepared by special process from juice and peel of fine luscious Messina fruit.

There are qualities in the peel of lemon that can only be extracted by scientific process. This "Oil" is missed in home-made lemonade, but in KOPS LEMON SQUASH is found all that is good, wholesome and healthful, combined with the full flavour of the fruit.

A PERFECT TABLE DRINK.

Attractively bottled, in two sizes.

Send your name for printed matter, quotations, etc.

Sole Makers

KOPS BREWERIES, LONDON, S.W., ENGLAND

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

DRIED FRUITS

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

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

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

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRENTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

THE CANADIAN GROCER

TEAS—Fresh consignment of our 40 and 50c. Ceylon Blends. Packed in 50-lb. Boxes.

These Teas, by their uniformity and excellent drawing qualities, have established themselves with the trade. Will be pleased to send samples.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

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

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

A CLOSE SCRUTINY



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

Greig's White Swan Jelly Powder

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

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

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

THE ROBT. GREIG CO., Limited
TORONTO

GREIG'S White Swan BRAND

BURLINGTON BRAND CANNED GOODS

The name stands for the Canadian housewife's surety of purity as far as canned goods are concerned. **BURLINGTON BRAND** is the grocer's assurance of a fair profit and a lasting reputation. It's easy to merely can fruits and vegetables, but it takes an up-to-the-minute factory, scientific processes and more than ordinary skill to can all the rich and invigorating goodness of ripe juicy fruit and fresh vegetables.

BURLINGTON BRAND is demanded by particular people all over the continent and the profit is more than you'd naturally expect.

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

PICKLING SPICE

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

A Trial is Convincing

Order Without Delay

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants

Raisins

Walnuts

Almonds

Filberts

Figs

"Maple Leaf" brand Valencia raisins, Standard of Quality.

Fall trade coming on.

Anticipate your wants.

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

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS THOS. SYMINGTON & CO. EDINBURGH



Factor

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Wester



Second to None!

The demand is growing right along for Essex Canned Goods, based on the superior quality of all our products and the well-known Essex flavor. We're educating the public to insist on the best, and grocers who want to hold their trade will find it necessary to handle our line. Plenty of encouragement as regards sales and profits, and no suggestion of risk.

The Essex Canning and Preserving Co.

28 WELLINGTON STREET EAST

TORONTO, CAN.

LIMITED

Factory at Essex, Ontario.

Every pound of

Crystal Granulated Sugar

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

Insist on getting **CRYSTAL** granulated

MANUFACTURED BY

The Wallaceburg Sugar Co.
LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

**You Must Have the Best
Spices**

to GET and KEEP your spice trade, and,
incidentally, make a good profit.

**Red
Feather**

means the highest grade in spices every
time—ask our travellers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

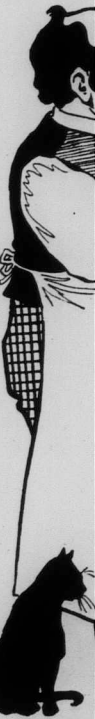
VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

W
you
quar

THE

St.



DELAY



Ship
THE AMERI

When visiting the City we invite you to make your down-town headquarters at

36 YONGE ST.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

St. George's Baking Powder



Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve. We've tested it every way.

**National Drug and Chemical Co. of Canada,
Limited, Montreal**

DELAY IS COSTING MONEY



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

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

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

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



Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

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

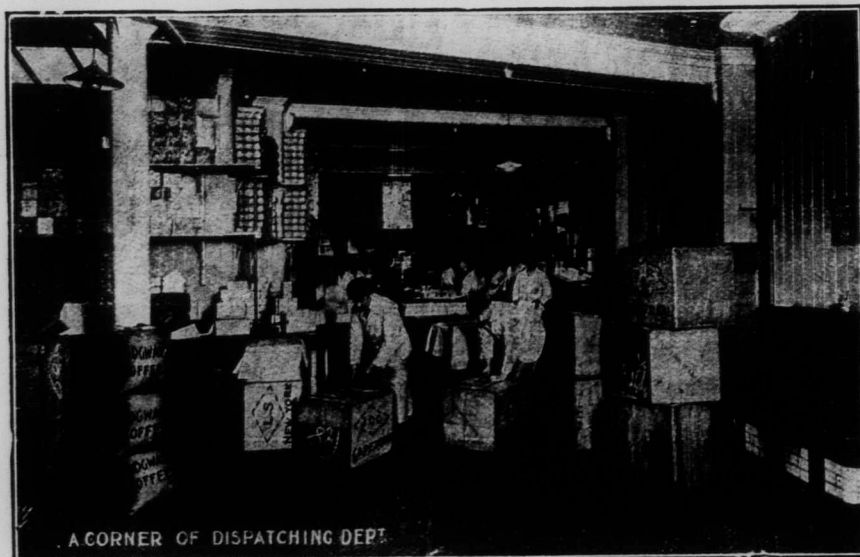
Do You Want Customers to Come Back?

Of course you do. Then sell them

CANADIAN CASTILE SOAP

It pleases the housewife. That should please you.

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada



A CORNER OF DISPATCHING DEPT.

Ridgways Celebrated Teas

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

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

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

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

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged
Sauce of

the Premier
the World



Holbrooks Limited
Canadian Branch:
25 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

Business Insurance

Mr. Grocer! The only way to assure a lasting success in your line is to pay more attention to the quality of the goods than the price. Secure a reputation for handling the best there is on the market by stocking and recommending

Farmer Brand

Canned Fruits and Vegetables

There's a whole series of differences between Farmer Brand and the next best brand of canned goods on the market. The deliciousness of Farmer Brand—that appetizing something only found in the richest fruits on earth, combined with the invigorating qualities of fresh vegetables—is drawn from earth and air, and then our scientific processes retain all the goodness which has made the brand famous. And—

The Profit Story is Certainly Interesting

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

GET

Balmoral
scotch
MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

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

STOCK THE BEST.

"KIT"

COFFEE

IS
BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

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

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

For Prices and all Particulars apply to

KIT Coffee Ltd., Govan, GLASGOW.



Sell Syrup in Hot Weather?

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

GOLDENETTE

**Pure Cane
Table Syrup**

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

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

Imperial Syrup Company

Refiners of Natural
Flavor Food Products

Montreal - - - Canada

How About Your Profits?

Most soaps evaporate in suds as far as the Grocer's profits are concerned. Many soaps destroy business because they rot clothes.

Wonderful Soap

differs from most and is better than all. It is 100% pure and beside being ultra pure its downright economy pleases the fastidious housewife.

That's the most profitable soap for you to handle.

THE GUELPH SOAP CO.



Sell The Best

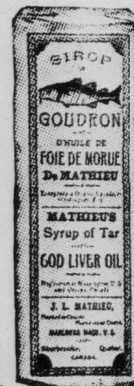
That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.

J. L. MATHIEU CO.
Proprietors, **SHERBROOKE, P.Q.**



Our Matches

Notably the "Laurier" and "Togo" brands show you best value in this line—They also show you a better profit than any other brands - You can find out why and how by dropping a post card for particulars. **Do So.**

The Improved Match Co.,
Limited

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

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

FOR THE PICNIC SEASON!

BRANSON'S

**CONCENTRATED
COFFEE**

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.



**CONCENTRATED
COFFEE**

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

A Shoe Polish Makes or Mars a Business

When you consider that the most of shoe polishes are nothing more or less than leather destroyers it's certainly up to you to be careful.

Better stock



2 in 1

the only polish scientifically manufactured and guaranteed to add to the life of any shoe to which it is applied.

Mention the Grocer when you order

The F. F. Dalley Co.

LIMITED

Hamilton, Canada.

Buffalo, U.S.A.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

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

NO PREMIUMS

PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

98 St. Charles
Borromee Street,

Montreal

VALENCIA RAISINS AND ALMONDS

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

F. W. ROWLEY

*Canadian Standard—
Quality Extra Fine—Valencias*

S. BODI

Finest Selected

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

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

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes. We have the real goods.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denia, Spain

Agents:

Wm. C. Christmas, 22 St. Francois Xavier St., Montreal

Eugene Moore, 402 Spadina Avenue, Toronto

Grant, Oxley & Co., Halifax, N.S.

E. T. Sturdee, St. John, N.B.

“Canada's Pride”

The brand of canned goods that is packed in the heart of the fruit and vegetable belt in the famous **Bay of Quinte Canning District** by the **Napanee Canning Company**, always reliable; always to be depended upon.

When we started this business, we made up our minds to handle only first-class goods, and our increasing business shows that our efforts have been appreciated. In the Canned Goods Line we pinned our faith to **“Canada's Pride,”** and we have not been disappointed, as these goods have already attained a standard of excellence unapproached by any rival.

And what is true of **“Canada's Pride”** is equally true of our **Valencia Raisins** and other Mediterranean goods.

Our **“Home Sweet Home Ceylon” Tea**, in 1-lb. and ½-lb., tops all competitors. New crop Japans, secured before advance, now in.

If you want the **Best Goods** at **Bottom Prices**, write us for quotations.

WILLIAM GALBRAITH & SON

Wholesale Grocers and Importers

80-82 St. Peter St.,

MONTREAL

Tartan BRAND

SIGN OF PURITY

WAGSTAFFE

THE ONLY
PRESERVES, JAM and MARMALADE

The finest in the world and made in Canada. Pure Fruit and Sugar only. Buy your year's requirements while you can. Write, phone or see our travellers for further information.

Wagstaffe's Fig and Lemon,
to sell at 15c.

Long Distance Phone 596.
Free to buyers.

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

"CAMP"
COUNSELS.

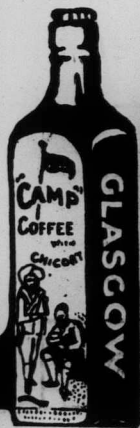
The finest coffee stock
you can possibly get hold of is

'Camp' COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal



OF COURSE, YOU CAN SELL

"ROYAL CROWN"

Witch-Hazel Toilet Soap

We are advertising it all over Canada.

The C.P.R. supply it in all their magnificent hotels, on trains and steamers.

We are making people want to try it. And the soap itself makes them want to buy it right along.

"Royal Crown" Witch-Hazel makes money for every grocer who sells it.

Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

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

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



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

Joint Deposit Accounts

are a special convenience arranged for customers of THE METROPOLITAN BANK. Money can be deposited or withdrawn by husband or wife. Particularly valuable for farmers and town residents.

Money Orders and Drafts sold at lowest rates.
Farmer's Sale Notes collected and advances made thereon.
SAVINGS DEPARTMENT—\$1.00 or more opens an account, interest allowed from date of deposit, and compounded FOUR times a year.
You may deposit or withdraw money by mail.

The Metropolitan Bank

Capital Paid Up: \$1,000,000.00
Reserve Fund and Undivided Profits: \$1,183,713.23

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K. G., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K. C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - \$1,400,000.00
ASSETS - - - - - 2,182,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President

W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

HOTEL DIRECTORY

WINDSOR HOTEL

HAMILTON, BERMUDE

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNicol, Prop.

WINTER RESORT QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

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

TOWER HOTEL GEORGETOWN DEMERARA

BRITISH GUIANA.

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

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

HALIFAX HOTEL

HALIFAX, N.S.

HOTEL IMPERIAL Large Sample Rooms

Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask

VICTORIA LODGE

HAMILTON, BERMUDE

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week. Open Nov. 1 Closes in May.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 151 Toronto St., Toronto. 466 Temple Building, Montreal.

Allison Coupon Books

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



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

The EBY, BLAIN CO.
Canadian Agents

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

A Bus

When
Domini
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of hig

Pi Sauce

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PURNE

Apply to Agent

R. JARDIN
H. HANZA
R. MITOHI
C. S. HARI
BIGGLE &
CARMAN-J
C. E. JAEV
KYLE &
MESSRS. J



CA
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YOU
SUCH
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W. O. M.
A

HEAD

A Business-Builder

When shrewd grocers all over the Dominion talk that way about a certain article, it must possess Quality of high order. The mere fact that

Purnell's

Sauces—Pickles—Vinegar

are the favorites of particular people is a strong reason for your stocking them. The name PURNELL is the people's guarantee of purity and quality. The profit is more than reasonable.

PURNELL WEBB & CO., Ltd.
Bristol, Eng.
EST. 1750

Apply to Agents for further particulars:

R. JARDINE,	ST. JOHN, N.B.
H. HASZARD,	CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co.,	26 St Peter St., QUEBEC.
C. S. HARDING, Room 46,	Canada Life Building, MONTREAL.
BICKLE & GREENING,	HAMILTON, ONT.
CARMAN-ESCOTT Co.,	722 Union Bank WINNIPEG, MAN.
C. E. JARVIS & Co.,	VANCOUVER, B.C.
KYLE & HOOPER,	27 Front Street East - TORONTO.
MESSRS. ERB & RANKIN,	Commission Brokers - HALIFAX.

Cans by the Million

Made by the Acme Can Works

are being used in every part of Canada where sound, clean, sanitary, absolutely first-class cans are required.

Acme Cans have acquired a reputation for reliability which cannot be equalled by any maker in Canada or out of it, bar none.

No matter what kind of a can you require we can make it. Look at our list here. 'Twill give you an idea as to our range. Our capacity is 150,000 cans a day.

WE MAKE:

Vegetable Cans,	Fruit Cans,
Meat Cans,	Key-opening Cans,
Syrup Cans,	Baking Powder Cans,
Spice Cans,	Lard Pails
and other lines.	

James B. Campbell,

William Pratt.

ACME CAN WORKS

Reliable Cans

Montreal, - Que.

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. O. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.



Throwing Away Money

is all very well if you can afford it, but it is not necessary if you deal with the right house. Our prices will suit you.

VALENCIA RAISINS

Still selling "*Fine Selected*" and "*Fine Off Stalk*," to arrive by first steamer via Liverpool. Very few remaining unsold.

OLD HOMESTEAD CANNED GOODS

Factory reports short pack on many lines. If you want to get in, send your orders **at once**.

S. J. CARTER & CO.

Wholesale Grocers
58 McGill St., Montreal

THE CANADIAN GROCER

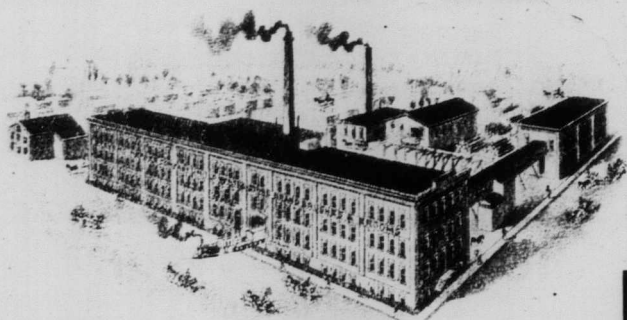
FALL SEASON

At this season of the year there starts in a steady demand for Stove Polish. Get ready for it. Sort up your stock.

James Dome Black Lead

is without doubt the best Stove Polish on the market and its use guarantees satisfaction always. Order now.

W. G. A. LAMBE & CO., Canadian Agents.



The Manufactory of

Stevens-Hepner Company
Limited

Port Elgin, Ontario

where

KEYSTONE BRAND
BRUSHES and BROOMS

are made.

A PRINCE AMONG PICKLES

This may without any reservation be written of the famous

STERLING BRAND PICKLES

Made in Canada of best grown Canadian vegetables, by skillful methods, in Canada's greatest pickle factory.

It is good business for grocers to keep well-stocked in these pickles.

The T. A. LYTLE CO.
Limited

TORONTO, CANADA

YOU CAN SAVE MONEY—LOTS OF IT.

MR. GROCER. Doesn't it stand to reason that every cent you pay for freight charges robs you of so much profit? Place your orders for

Staple and Fancy Groceries, Dried Fruits, Fish, etc.,

with a Sherbrooke House of national reputation. We pay the freight as far as Sherbrooke, and our prices compare favorably with Montreal prices. If you are doing business in the Eastern Townships **YOU CAN SAVE MONEY—LOTS OF IT**—by placing your orders with us.

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que

VICE

This guar on

The Cho

We solici

Ma



BRAND

When good price th

That is why so free exc

Any flavor being S Pin

"A

SNOW

449 St. Pa

MATHEWSON'S
RED
VICEROY SALMON

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



THE
MOST BEAUTIFUL

Line of

**Xmas Cracker Novelties
 Table Decorations and
 Xmas Stockings**

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - - Canada
 Canadian Agent



BEE
BRAND JELLY POWDERS

6 for 25c.

When **good quality** is obtainable at a **reasonable price** there is a field for **sustained trade**.

That is why **Bee Brand Jelly Powders** are selling so freely. Housewives recognize the excellence of **Bee Brand** and demand it of their grocers.

Any flavor is obtainable; the popular sellers being Strawberry, Raspberry, Lemon, Pineapple, Nutto and Cherry.

"A Word to the Wise ---"

SNOWDON, FORBES & CO.

MAKERS

449 St. Paul St. - - - Montreal

The Way Women Judge Starch

Not by cost alone, but according to the beauty of the work they can accomplish with it. More than a few brands of starch rot clothes. That's why women who know insist on

IVORINE

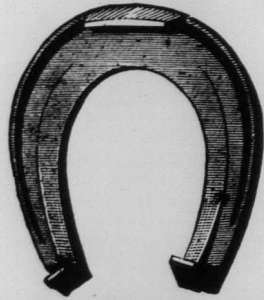
because they can accomplish better work, and Ivorine costs no more than inferior makes. Mr. Grocer, better stock Ivorine if you're out for the lasting trade. Please Her Ladyship in little things and you corner her trade for keeps.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.

There is no question about the superiority of



**"HORSESHOE" BRAND
HAMS AND BACON**

because there can be none. We know how to retain that appetizing tang which distinguishes fresh pork, because we have reduced the packing business to a fine art.

"Horseshoe" Brand Pays the Grocer Best

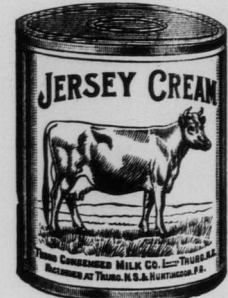
**JOHN DUFF & SON
HAMILTON, CANADA**

**A LONG STORY IN
FEW WORDS**

Reliable



Preferable



Saleable



Profitable

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

**PHENIX
WASHING
POWDER**

THE LEADER

Demand for *Phenix* is so general that the grocer must handle it if he is to hold his trade.

Phenix Powder is of such excellence for all sorts of scouring and cleaning that it has won a **permanent** place in the households of Canada and this is demonstrated by the large number of orders we are receiving from the grocers of the Dominion.

You should handle *Phenix*.

C. A. CHOUILLOU & CO.
14 Place Royale, MONTREAL
Sole Canadian Distributing Agents



**Pride of Canada
Maple Goods**

The surest sign of merit is the favorable verdict of a public which has tried an article.

Of the thousands who have used **Pride of Canada** Brand Maple Syrups and Maple Sugars **not one** has had cause for regret.

Pride of Canada goods have won a **permanent** place in the public taste.

Are **you** catering to the public? If you are, it is **essential** that you should sell

Pride of Canada Maple Goods
—It Pays.

The Maple Tree Producers' Association
WATERLOO, QUE.



OUR COFFEE TRADE

is daily increasing.

Yours will if you handle our leaders—

MECCA, DAMASCUS, CAIRO and SIRDAR

Samples and prices for the asking.

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



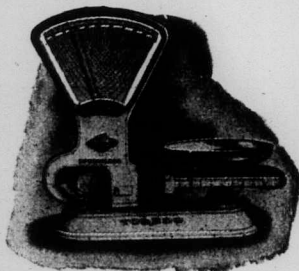
ABSORBINE

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

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Canada's Southern States

The Possibilities of Trade Development Between Canada and the West Indies—A Fine Exhibit at the Canadian National Exhibition—Interview With Sir Daniel Morris, Who Declares That the Sentiment of the West Indies Towards Canada Was Never More Favorable.

The British West Indies are gradually coming to be appraised by Canada at something approximating their correct valuation. For some years past the imports from Canada to the islands have been increasing steadily, but there still remains a large field untouched by many

the other colonies are islands possessed of great beauty, dotted like gems in tropic seas. The total area, including British Guiana, is 100,000 square miles, and the population, both white and black, is probably about 2½ millions. These West Indian possessions are

to brighter days with general progress and advancement in all branches of industry. To such progress, Canada is capable of contributing a large share, to the expansion of her trade, to the stimulation by competition of industrial enterprise within her boundaries, and in many other ways to, the very material advancement of her own welfare.

The total trade of the British West Indies, including British Guiana, is of the annual value of about \$60,000,000. Of this, so far, the trade between the Dominion of Canada and the West Indies is of the annual value of only \$11,000,000, or a little over one-sixth of the whole. These figures show the great possibilities that exist for increasing the trade relations between the two countries. The actual figures are as follows:

The value of the Canadian imports into the British West Indies amounted, in the year ended June 30, 1906, to \$3,246,075, while the value of the West Indian exports shipped to Canada was \$7,521,360. The total volume of the trade carried on between the two countries last year was, therefore, \$10,768,435.

In the year 1905-6, British Guiana exported to Canada produce, mostly



Canadian National Exhibition—Exhibit of West India Products.

Canadian manufacturers, which presents unlimited possibilities of mutually profitable development to those who have the necessary qualities of ambition, courage and initiative to take advantage of them. General interest in the islands has recently been greatly stimulated by the visit of the Canadian Board of Trade representatives in February and March, of this year, as the guests of Messrs. Pickford and Black, and this interest has been sustained and the visit, in a way, reciprocated, by the presence at the Canadian National Exhibition of Sir Daniel Morris, the Imperial Commissioner of Agriculture, and the fine display of West Indian products and manufactures brought to the Exhibition by Messrs. Pickford & Black. During the course of the Exhibition this West Indian exhibit was seen by thousands of people, many of whom, no doubt, wandered through the various sections out of pure curiosity, but few of whom failed to acquire some knowledge of an educational value of which they were previously ignorant, and which will be remembered because of the tangible and practical manner in which it was presented.

Geographical, Historical and Statistical.

The British West Indies consist of a group of colonies in the Caribbean Sea. With the exception of British Honduras and British Guiana, which are on the mainland of Central and South America,

amongst the oldest in the British Empire. In former days they produced



West India's Foodstuffs. Exhibits at the Canadian National Exhibition.

enormous wealth and much blood and treasure were expended in battles by land and sea in acquiring them from the Spanish, French and Dutch. Their chief production before the emancipation of the slaves, were sugar, rum molasses, cocoa and coffee. During the last 60 years, that is since emancipation, they have undergone many vicissitudes of fortune, but present prospects point

sugar, to the value of \$3,254,985, while the imports of Canadian goods were of the value of \$585,780. The Leeward Islands exported, during the same year, to British North America, \$1,020,000 worth of produce; the imports being valued at \$135,800. From Barbados, sugar to the value of \$535,000, and molasses to the value of \$493,000, were sent to Canada, and imports of the

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value of \$393,000 received. The value of the imports from Canada into Jamaica was \$792,000, or 8.1 per cent. of the total imports, and the exports were 6.1 per cent. of the total exports. Trinidad in 1906-7 sent exports to the value of \$1,135,000 to British North America, and received imports of the value of \$695,000.

It may be seen from these figures that although a considerable trade is already carried on between Canada and the West Indies, the possibilities for expansion are still practically unlimited. As is well known, the Dominion Government offers a reduction of customs duties for produce grown in the British colonies, and, on this and other grounds, it is anticipated that closer commercial relations will ultimately result between the two dependencies. The exports from the West Indies to Canada are chiefly sugar and its products, while their imports from Canada consist mainly of breadstuffs, fish, and provisions. The trade already built up, largely by means of Messrs. Pickford & Black's Canadian line of steamers, is considerable; but in sugar, molasses, coconuts, cocoa, coffee, fresh fruits, spices, and other tropical produce, especially, the trade, comparatively speaking, is only in its infancy.

Sir Daniel Interviewed.

In talking over the present situation with a representative of The Canadian Grocer, Sir Daniel Morris, the Imperial Commissioner of Agriculture for the West Indies, said: "In her race with the United States for the trade of the West Indies, Canada has hitherto been greatly handicapped by her inability to make quick shipments in competition with the American manufacturers. Prices and quality being equal, we are prepared to give Canada the preference every time, but to ask our buyers to wait two months for their goods from Canada, when America will supply the same articles in two or three weeks, is unreasonable. Lack of adequate storage facilities is the chief drawback with which Canada has to contend, and until these are provided she must be prepared to content herself with a very small proportion of the trade she might secure without difficulty if her abilities in this respect were more conspicuous. The matter is being taken up by the Government in Nova Scotia and New Brunswick and it is probable that extended accommodation will shortly be provided at Halifax and St. John."

Questioned as to the attitude of the Islands towards Canadian goods, Sir Daniel said:

"The sentiment throughout the Islands is exceedingly favorable to Canada. Canadian goods have, in many cases, made a reputation with the people, and nowhere are the products of the Dominion more favorably regarded than in those colonies which at present receive the greatest quantity of imports from the United States. Canadian

manufacturers should endeavor to become familiar with the wants of our people, and, in all cases, it is desirable, if not actually necessary, to keep a man on the ground to look after the interests of both parties."

In reply to another question, Sir Daniel said:

"Canada takes approximately three-fourths of all the sugar exported from the West Indies, and of the entire amount of sugar imported into Canada

the West Indies supplies about two-thirds."

Great credit is due Messrs. Pickford & Black for the admirable way in which they have handled this exhibit, and to Mr. Charles Pickford, especially, for his unflinching courtesy in giving information about the islands and in answering questions, some of which would have taxed the patience of Job, the wisdom of Solomon and the imagination of Ananias.

QUESTIONABLE CONDITIONS IN ONTARIO CANNING FACTORIES

The annual report of the Ontario Board of Health, just issued, brings to light some peculiar conditions in connection with the canning factories of the Province.

Dr. Bell, medical inspector, made a tour of inspection in the Niagara district with Mr. Holmes, a factory inspector, and his report disclosed such questionable sanitary conditions that Dr. Hodgetts, Provincial Health Officer, made a personal trip through the district.

"During the canning season," says Dr. Hodgetts' report, "the canning companies provide accommodation for their help, who are for the most part obtained in the Niagara district, from Buffalo, from among the natives of Central Europe, whose habits are far from sanitary.

"For their housing, long shacks, some two storeys in height, are provided, and the better ones are divided into compartments with sleeping accommodation. The bedding was, to say the least, far from clean, and, judging by the way in which mattresses were left in those factories, closed for the season, no attempt is made to clean even these. In the very class of work which should call forth on the part of the employer the most rigid enforcement of the most simple laws of cleanliness, this is found in most instances to be wanting, one excuse given being: 'These people are better housed by us than they are in their homes.' This, however, is no excuse for the employers to perpetuate an evil."

Prevent Such Conditions.

The report goes on to suggest methods of prevention.

"The public expect from the manufacturers of pure food supplies the adoption of rules such as will give them guarantee that cleanliness in all its details is a cardinal principle in the business. Such ordinary provisions as are necessary to ensure the same should be made by the employer. It was particularly noticeable that the class of employes improved in ratio to the improved conditions of the environment. The factory in which I found the best class of accommodation, and that in which the employer took pains to keep

clean had by far the better and cleaner lot of employes.

"In conclusion," says Dr. Hodgetts, "I am of the opinion rules should be drawn up by this board, regulating this part of factory work—dealing with air, space, number in rooms, the separating of dormitories from living and dining-room space, with sufficient lavatory accommodation, and possibly a matron to oversee the whole should be arranged for in a similar manner as set forth in the regulations relating to the unorganized districts. Certainly personal cleanliness must be insisted upon—for that as a rule is not to be found at present."

Dr. Bell's report goes even more closely into the details of the lack of sanitation in these factories. He says: "About 1,800 persons, two-thirds of whom are females, are employed. About one-half are foreigners, from Buffalo, and there are a couple of hundred Indians from Brantford and Caledonia. In a few cases the accommodation is fair, but in no case are the requirements of the Public Health Act observed. Food was frequently kept in dirty fruit baskets under the beds, and was often eaten either on the floor or on the beds. These sleeping and living quarters were often kept in a most wretched conditions, and in some cases thirty or forty were disgracefully huddled together in one compartment. Many of these buildings were most filthy, and choice places for vermin-breeding."

A Serious Matter.

"How," Dr. Bell asks, can people be clean in these circumstances? Yet these are the persons who handle and put up our choicest foods. Several factory-managers declared that it was impossible to keep these people clean, and that they would not use the facilities if they were provided.

"If such is the case, then I say in the name of all that is righteous, insist on these employers going out of business, who, for the greed of a few extra dollars, hire such dirty help and prepare our food under such unsanitary conditions. They complain of the difficulty in getting the required help. I do not wonder at it, as no clean, respectable woman would for one hour live in such places as I have described.

THE CANADIAN GROCER

Established 1886

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THE WESTERN CROPS.

It is never wise to whistle until one is out of the woods, but if present indications are not utterly misleading it would seem that the pessimists were wrong. The crop killers were determined that Western Canada should have no crop this year and their noisy predictions of disaster dominated the situation for a long time. For once the cheery optimism of the West was unable to stand up against the pessimistic forebodings of the faint-hearted ones. But it is now pretty generally understood that in spite of the calamity howlers the West has a good crop this year—a crop not quite so large as that of 1906 or that of 1905, but still a satisfactory crop. The Northwest Grain Dealers' Association, after a careful inquiry, estimated last week that the West will harvest this year at least 82,000,000 bushels of wheat. October wheat has already reached the dollar mark in Winnipeg and there is every reason to believe that the Western farmer will get about one dollar per bushel this fall for his wheat. In view of the higher prices there will be no reason to complain if the crop is somewhat smaller than last year. It is indeed not at all improbable that, in spite of all the forebodings of the last month, the Western farmer will find the 1907 crop the most profitable he has ever had.

EDITORIAL

Many millions will be put in circulation in the West during the coming weeks and months to pay for this crop. There may continue to be a money stringency in the financial centres of the world, but, given a good crop at high prices, the West should not suffer.

SALMON AND SOBRIETY.

The sockeye salmon season, recently concluded on the Fraser River, has been unique in the poor run of fish. From the standpoint of the packers and fishermen, it has had little to commend it, for it is doubtful if the pack exceeds 50,000 cases. This, in conjunction with the small pack of last year, makes the prospect a blue one for the packers. In other respects, also, the season has been unique. Steveston, the headquarters of the fishing industry on the Fraser during the run, is the jumping-off place for individuals of many different nationalities. Chinese, Indians, Japanese, Canadians, Americans, and representatives from almost all the European countries, gather here for the period during which the run of salmon takes place. Naturally enough, friction not infrequently results from the rubbing together of the different sections of this polyglot population. Usually, there is considerable trouble with the Indians, who are popularly credited with greater internal storage capacity for fire-water than any other race. In endeavoring to live up to this reputation, they occasionally make themselves objectionably conspicuous. This year, however, most of this trouble, together with gambling and whisky-peddling, has been eliminated. Life and property have been protected to a degree previously unattained. There has been practically no sickness, and only one serious crime. For this peaceful state of affairs much credit is due Thomas O'Connell, who has so ably filled the newly-created position of Dominion constable, and by so doing, proved the value of such an office and the necessity of continuing it.

If salmon had been more plentiful the season just closed would have been an ideal one in every respect. Because of the lack of fish, from the viewpoint of the majority, it is an utter failure. It is unfortunate, perhaps, that the reforms at Steveston and all along the coast should have been introduced at a time when the bad fishing discounted enthusiasm, but it is equally to be regretted that they were not instituted

The Canadian Grocer

years ago, when the need of them was more accentuated than it is at present. Reforms improve with age only when the country is not ready to receive them.

MUST BE REMEDIED.

Sanitary conditions in connection with the housing of the employes of some of the canning factories in the Niagara district appear to be pretty serious, according to the report of Dr. Hodgetts, provincial health inspector, which has lately been issued from his department.

The report does not censure conditions in the factories, but rather the living condition of the employes. The trouble seems to arise from the temporary nature of the employment. Large numbers of people, generally of the lowest class, are brought in from the American cities, and from the Indian reservations, for a few weeks' work during the busy season, and the housing of this class for the short period of the fruit harvest seems to be provided for in the cheapest way possible. The canners lay the blame on the class of labor employed, saying that these people do not ordinarily keep themselves clean and would not do so even under better conditions of housing. This may be to some extent true, but it does not remedy the matter.

The public must be assured that absolute cleanliness exists through all the processes employed in the preparation of its foodstuffs and it is the duty of the government to see that the conditions which seem to exist at present in these canneries are remedied. It may be necessary to employ a better class of labor, but conditions of housing must also be remedied.

The canners will find it to their own interests to improve things. The widespread publicity which is sure to be given the features of the inspector's report will frighten the public, and canned goods from the Niagara district will be religiously tabooed unless reliable assurance is given that these doubtful conditions have been improved.

BERLIN BEET-SUGAR OUTLOOK.

The beet acreage for the Ontario Sugar Co., at Berlin, Ont., is considerably reduced this year, being about 3,200 acres. The crop outlook is good, better than for several years, so far as yield is concerned. The present arrangement whereby a quantity of raw sugar may be imported from Germany is of considerable advantage to the factory, as it can be kept in operation for a longer period.

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Markets and Market Notes

QUEBEC MARKETS

POINTERS :

- Beans—Higher.
- Fish—Revised.
- Prunes—Strong.
- Produce—Firm.

Montreal, September 12, 1907.

Some wholesalers report strong demand for provisions lately. Pork and beans for the lumber camps are two lines subject to considerable demand according to some jobbers. Interest centres largely in dried fruits this week. Reports from Greece are to the effect that prices there are advanced. Valencia raisins will be arriving via New York shortly, but buyers are holding off. Prunes are strong, both here and in the primary market. Indications still point to a 50 per cent. pack of corn and tomatoes. Some activity is reported in canned sardines and salmon. Sugar is steady. Teas are firm and high, as usual. Beans have been advanced five cents. Fancy prices are being asked for evaporated apples, but are not taken seriously by the trade. Figures ruling to-day are altogether too high to warrant much business. Chocolates and cocoas are advancing, lines which formerly stood at 38c, now commanding 15c. Camphor has been reduced from \$2 to \$1.80. Butter, cheese and eggs are all high and the markets are firm.

Collections are reported satisfactory. SUGAR—Sugars are steady locally, but buying is of a hand to mouth character. Prices may advance, but they are just as likely to decline. Raws dropped 2d. a hundredweight, but no weakness has been felt in this market up to the time of writing.

Granulated, bbls	\$4 40
" 1-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" 50-lb. boxes	5 09
" 25-lb. boxes	5 21
Powdered, bbls	4 60
" 50-lb. boxes	4 87
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 80
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Syrups are beginning to pick up for Fall, while molasses is quiet.

Barbadoes, in puncheons	0 29	0 31
" " fancy	0 30	0 33
" " extra fancy	0 35	
" in barrels	0 31	0 33
" in half-barrels	0 34	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" 1-bbls	0 03	
" 2-bbls	0 03	
" 3-lb pails	1 60	
" 25 lb pails	1 15	
Cases, 2 lb tins, 2 doz per case	2 25	
" 5-lb. " 1 doz "	2 55	
" 10-lb. " 1 doz "	2 50	
" 20-lb. " 1 doz "	2 45	

TEA—Japan teas are very high. Transactions are naturally limited with prices such as they are to-day. Ceylon and Indian teas are in fair demand. Gunpowders of all kinds are selling freely in some sections.

Japan—Fine	0 29	0 31
Medium	0 21	0 23
Good common	0 22	
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 28
Pekoe	0 17	0 20

Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Fingsey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

FOREIGN DRIED FRUITS AND NUTS—Currants are firmer this week, having been advanced 1s., owing, so cables say, to heavy local purchases. Here, the feeling is that the advance is due to the presence in Patras of the first direct steamer, the "Bellona," which is now loading. The boat will proceed from that port to Denia, to take on a cargo of Valencia raisins, and will arrive in Montreal about October 15. New raisins will be obtainable through New York by the 20th inst., but fancy prices will be paid. New currants, also via New York, will arrive toward the end of the month. Offerings of Valencia raisins, by New York boat, are being made to the trade here, at figures which would mean a cost to the retailer of 7c to 7½c. Reports from California state that the raisins are not curing as rapidly as they should, owing to cold weather. Otherwise the outlook is satisfactory. Prunes keep very firm locally, and on the coast. Crop estimates are falling off as the season advances, and it is now thought that the yield will be but 30 per cent. to 35 per cent. of last year's large crop. Shipments from the coast will not be particularly early this year, as far as raisins are concerned. Nuts are firm, most of the chief lines having been advanced. Valencia shelled almonds are quoted 33c to 35c, though new goods will be obtainable at figures two or three cents under these prices. Brazil nuts are now quoted 16½c to 17½c, an advance of 2½c from the lowest point. Shelled walnuts are now 25c to 26c, and likely to advance further. Mayette walnuts are up 1c, dealers demanding 10½c to 12½c to-day. Pecans are down 2c, 18c to 19c being the ruling quotations. The prices of the last couple of years have had the effect of cutting down business in pecans.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08
Selected, per lb	0 09
Layers, " "	0 09

Dates—	
Hallowees, per lb	0 04
Sais, per lb.	0 03
Packages "	0 05

California Evaporated Fruits—	
Apricots, per lb.	0 30
Peaches, "	0 18
Pears, "	0 16

Malaga Raisins—	
London Layers	2 25
"Connoisseur Clusters"	3 00
" " 1-box	1 00
" " Royal Buckingham Clusters, 1-boxes	1 37
" " boxes	4 50
" " Excelsior Window Clusters	5 50
" " 1/2's	1 50

California Raisins—	
Fancy seeded, 1-lb. pkgs	0 13
Choice seeded, 1-lb. pkgs	0 12
Loose muscatels 3 crown	0 10
" " 4 crown	0 11

Prunes—	per lb.
30-40s	0 08
40-50s	0 09
50-60s	0 08
60-70s	0 07
70-80s	0 07
80-90s	0 06
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 07
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 07
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 07
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 09
Amalias "	0 08
" 1 lb. packages	0 08
Sultana Raisins—	
Sultana raisins, per lb.	0 10
" " 1-lb cartons	0 13
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 06
Glove boxes, fine quality, per box	0 07
Fancy washed figs, in baskets, per basket	0 15
" " pulled figs, in boxes, per lb.	0 15
" " stuffed figs " " box	0 25

COFFEES—Coffees are quiet locally, and in primary markets.

Jamaica	0 12	0 20
Java	0 18	0 30
Wocha	0 19	0 25
Rio No. 7	0 08	0 09
Santos	0 08	0 11
Maracaibo	0 11	0 13
Roasted and ground 20 per cent. additional		

SPICES—Spices are fair in demand at unchanged prices. The markets are featureless.

Peppers, black	Per lb.	0 16	0 20
" white	0 25	0 30	
Ginger, whole	0 16	0 20	
" Cochin	0 17	0 20	
Cloves, whole	0 29	0 30	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 18	
Nutmegs	0 30	0 55	

BEANS—Quotations are firmer this week. Demand is strong in some quarters, many reporting receipt of goods, which will be used in the lumber shanties this winter.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 25	2 30

RICE AND TAPIOCA—Prices on tapioca for October to December shipment are slightly easier at first hand. Locally, quotations hold steady, but some wholesalers expect to quote 1c below present figures toward November 1. Medium pearl tapioca is very hard to obtain. Rice is normal.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C rice, in 10 bag lots	3 00
C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 74

EVAPORATED APPLES—According to reports received, evaporated apples are selling at fancy figures in the States. As much as 10c has been asked here for new goods, but the feeling is, that this is cutting things too fine. There is not likely to be much interest displayed in evaporated apples at such fancy quotations. Any old stock held, and there is little, brings that figure.

MAPLE PRODUCTS—Sugar is strong, there having been rather heavy buying by two or three parties lately. Other lines are normal.

Pure maple syrup, bulk, per lb.	0 06	0 07
Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb	0 07	0 08
Beauce County, per lb.	0 09	0 10

CANNED GOODS

Montreal.

Later reports would indicate the correctness of The Grocer's estimate that the pack of tomatoes and corn will be in the neighborhood of fifty per cent. First lots of these lines are now being packed, and, needless to say, prices are awaited with interest. Jobbers antici-

Canada's National Fair

Many Fine Exhibits of Foodstuffs by Wholesalers From All Over Canada—The Exhibition An Important Factor in the Industrial Development of the Dominion—New Records Established for 1907—Many Improvements Over Last Year—Average Attendance More Than 85,000 Daily—West Indian Exhibit Again Proved Great Attraction.

The Canadian National Exhibition, designated by impartial critics as the greatest annual fair in the world, ended its thirteen-day course for 1907 on Saturday, Sept. 7. In those thirteen days it broke all existing records. It established new figures for attendance, and a new high-water mark for cash receipts. It has to its credit one brand new building and some important additions to existing structures. To avoid going too minutely into detail, it may be asserted briefly, without fear of contradiction, that the Exhibition of 1907 surpassed that of any previous year in practically every respect. To regard it from no other standpoint, the Exhibition possesses a value incalculable in the opportunity it affords—first, to the manufacturer, of openly demonstrating to the retailer the methods adopted to produce his goods, and in this way of forming and strengthening a personal bond of confidence between himself and his customers; second, to the retailer, of increasing his knowledge of the goods he handles daily and thus enabling him to represent their quality to his customers with a greater measure of appreciation and intelligence; and, thirdly, to the public, of becoming more intimately acquainted with articles of daily use or consumption which they had hitherto been in the habit of taking pretty much for granted as one accepts the assistance of the sun, moon and stars without worrying particularly as to their origin.

The Process Building, in which these demonstrations took place, ranked in popular favor about equally with that of the Manufacturers', which was crowded with people every afternoon and evening. In the former building, about twenty different articles, ranging from bicycles to bread, were shown in process of manufacture. In the building set apart for manufacturers, the number of exhibits was legion. One hundred and fifty would-be exhibitors were unable to obtain space for their booths, and the committee were obliged to refuse their applications for this reason. There were more than 120 different exhibits in the Manufacturers' and Liberal Arts Building alone. Counting those in the Implement, Transportation, Dairy, Automobile, Process, and Stove buildings, and in Machinery Hall and Manufacturers' Annex, as well as some forty-odd, scattered about the grounds, there must have been close upon 400.

Every feature of Canadian life, agricultural, industrial, educational or artistic, was covered by the Exhibition, which, though owing its origin and develop-

ment solely to Toronto, is, of course, in scope and representative character, broadly Canadian. Its influence as a factor in Canada's prosperity was expressed very succinctly by Earl Grey in his opening remarks. He said: "The object of Canadian manufacturers and producers through their processes of manufacture and the methods they employ for marketing their goods, must be to associate the name of Canada with high quality. The Exhibition, in the success which has attended it, is an excellent illustration of the advantages a country derives where the Government and the people pull at the same end of the rope and work together for the common good. If the people and the Government work together and so secure to buyers the knowledge that the goods they buy are of a high quality, I am sure

tuted by next year, are a new transportation building, to replace the one burned last year, and a more extended street car service. The cars were unable to handle the enormous crowds that thronged the Exhibition, and next year it is likely that an eastern extension will be arranged. President W. K. George, during the course of some remarks at the concluding luncheon, said that the present entrance to the grounds appeared too small and cheap by comparison with the splendor that lay within its gates, but that next year they hoped to have this remedied by the erection of a new and more suitable entrance at a different part of the grounds. Mr. George also recorded the interesting fact that the increased receipts this year were attributable entirely to the enlarged grand stand accommodation and other receipts within



Canadian National Exhibition—New Agricultural Hall.

there is no limit to the prosperity which awaits the people of Canada. Let our inspections be thorough, and let our condemnation of inferior articles be absolutely merciless. No man is such a black-leg, in my opinion, as the man who endeavors to pass as sound, unsound articles, and secures an inferior reputation in the markets of the world."

The newly-erected Agricultural Building, one of the largest and finest on the grounds, containing a wonderfully comprehensive selection of fruits and vegetables from all parts of Canada, was a feature of this year's Exhibition. A cut of this building is shown herewith. Another much needed improvement, and one which was rendered necessary by last year's fire, is the extension to the grand stand, which now has a seating capacity of upwards of 5,000. It was filled to overflowing many times during the course of the Exhibition. Two improvements which will probably be insti-

the grounds, the gate receipts being actually less than last year.

The West Indies.

As has been the case ever since this important department has been introduced, the Exhibition set apart for West India products, proved one of the best drawing cards of the great Fair. The West India exhibit this year was more complete than anything previously brought over to the Canadian National, but the keen interest shown by the public was ample justification of the additional trouble incurred in providing such a representative collection of the various island products. Sir Daniel Morris, Imperial Commissioner of Agriculture to the West Indies, was present in the building every day, and spoke at several luncheons and meetings during the course of the Exhibition. To Sir Daniel is due much of the development of the islands, which has taken place within

recent years; his work as Imperial Commissioner has made him an authority on practically every article grown in the islands. He has become a statistical encyclopedia of facts regarding the import, export and manufacture of everything connected with his department, and since his department embraces the whole of the West Indies, it may be logically inferred that he is something more than merely "well posted." His enthusiasm for the work in which he is engaged shows itself every time he speaks of the islands.

The exhibit is to be taken to Halifax.

Canada. Miniature sample pails of this syrup were given out to ladies. Many visitors, in receiving the samples, remarked that they were users of the goods already, and pleased to see the exhibit. The adjoining booth was devoted to a display of the company's starch products, the established reputation of which under the brands of Edwardsburg Silver Gloss, Canada Laundry, Enamel Starch and Benson's Prepared Corn (the original yellow package), is one to be envied by any manufacturer. Large showcases and bottles were filled with bulk laundry starches.

Gillett Co.'s magnificent stand in the main aisle, eastern end. Artistic and good as have been this company's display in past years, it is to the 1907 exhibit that the palm of merit must be accorded. A glance at the accompanying photo will show "those who were not there," that too much praise cannot be spoken in favor of the company's ideas of tasty and effective display of their products. The color scheme was rich and harmoniously carried out, the dark olive green velvet draperies and background throwing into relief the bright colors of the red, yellow and blue tins and packages pyramidically arranged in front. A large gilded lion surmounted the central projecting stand, while on the two corners of the booth handsome banners were placed, bearing on same Canada's emblems, the beaver and the maple leaf, respectively. On top were placed well painted signs bearing Canada's best known commercial legends: "Magic Baking Powder," "Gillett's Lye Eats Dirt," "Royal Yeast Cakes," "Imperial Baking Powder." A large Smyrna rug added to the pleasure of the eye. In the centre of the booth was the pivotal attraction, "The Hindoo Magician," whose magic wand instantly transformed a can of Magic Baking Powder into an appetizing bun. The query, "How does he do the trick?" was echoed by every observer. The automatic operation was a delight and a puzzle to all, and as a lasting advertising impression on the minds of visitors, was certainly a great card for E. W. Gillett Company. Mr. J. F. Holden, Western Ontario traveler, with an assistant, was more than busy handing out thousands of samples of Magic Baking Powder, and useful souvenirs to housewives, egg separators, jar holders, etc. Upon G. H. Macfarlane, assistant general manager, fell the work of superintending the carrying out of the handsome booth and display. Since the reorganization of E. W. Gillett Co., last year, and the election of Wm. Dobie to the presidency of this great Canadian company, the business has expanded in such a manner as to necessitate the building of a six-storey addition to the factory.

Red Rose Tea.

That everybody loves a good cup of tea was clearly demonstrated by the crowds that constantly thronged the large double booth of Red Rose Tea. Situated near the centre of the Manufacturers' Building, it was in line with a constant stream of visitors and never were the lady demonstrators idle in serving the delicious tea that is known as Red Rose Tea is Good Tea." The booth was arranged in the form of a reception room, with small five o'clock tea tables, and the tea served by seven young ladies. Mr. Geo. H. Taylor, of the Red Rose Tea traveling staff, was in charge of the booth, and his assiduous attentions and explanations were highly appreciated by callers. Mr. Taylor's explanations as to the proper preparation of tea will result in many a



Canadian National Exhibition—Edwardsburg Starch Co. Exhibit No. 1

where it will be shown at the forthcoming exhibition there, under the charge of Charles S. Pickford.

Edwardsburg Starch Co.

The exhibit of the Edwardsburg Starch Co., in the Manufacturers' Building, was in the form of Moorish mosque style, divided into two distinctly separate sections. The corner booth was surmounted with a handsome crown, typical of the display of their Crown Brand Corn Syrup, a line of table syrup enjoying an enormous sale throughout

The whole exhibit was most attractively arranged, and Mr. Fred. A. Veroy, Toronto, representative, and Mr. Paul, of the Ontario traveling staff, who designed and arranged the display and looked after it, deserve great credit for their work during the Exhibition. For exhibit No. 2 see page 50.

E. W. Gillett Company, Limited.

The consensus of opinion of visitors to the Manufacturers' Building as to the most attractive exhibit, judging by the comments heard, was in favor of E. W.



Canadian National Exhibition—E. W. Gillett Co.



Canadian National Exhibition—Red Rose Tea.

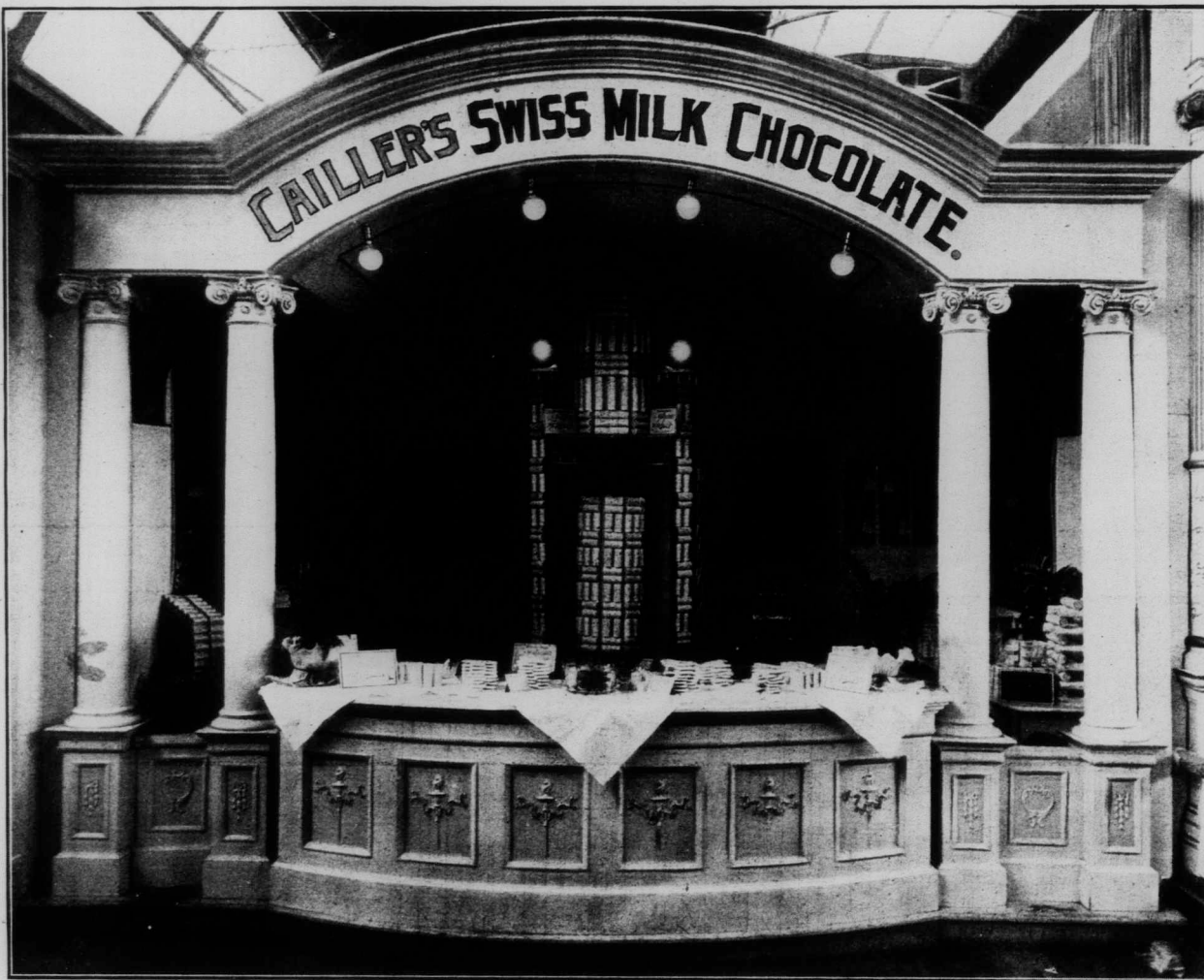
good cup of tea being made throughout the land. Enthusiastic in the extreme, with a good article to talk about, Mr. Taylor certainly kept up his reputation as a tea expert and model demonstrator. Red Rose Tea, since being placed upon the Western market, by T. H. Estabrooks, St. John, N.B., has taken a leading stand in the trade, and the very apt legend of "Red Rose Tea is Good Tea," is a household word. The experience of the trade since Red Rose Tea was first introduced in Ontario and Western Canada, some six years ago, has been short of marvelous, and to-day branches are located in Montreal, To-

side aisles opposite the main entrance, it drew the attention of visitors most conspicuously. The accompanying illustration shows the artistic and tasteful design and arrangement of the booth and its contents. Cailler's Swiss Milk Chocolate has only been on the Canadian market a little over a year, but during that time its fame and reputation has spread from ocean to ocean. Cailler's Chocolate is possessed of a reputation on the continent of Europe that is the envy of other makers of Swiss Chocolates—in fact, the name is a word as familiar to tourists as that of Baedeker or Cook's Tours. Made from

time to the introduction of Cailler's to the trade, from Montreal to the Pacific. Mr. Logan was assisted by several lady demonstrators and sales ladies. The samples supplied visitors will carry the meritorious news still further through the land.

Thos. Upton & Co.

Among the notable exhibits at the Exhibition, that of Thomas Upton & Company, Hamilton, was easily up with the leaders. During recent years this enterprising firm has established an enviable reputation for their products. The traditions of the house have been



Canadian National Exhibition—Cailler's Swiss Milk Chocolate.

ronto and Winnipeg. The Toronto premises are located at 3 Wellington street east, and are under the management of G. H. Campbell, and it would be hard to find a more enthusiastic tea man in the trade. Visitors are always heartily welcomed by Mr. Campbell, and he voices his principal's sentiments in indisputably contesting the fact that "Red Rose Tea is Good Tea."

Cailler's Swiss Milk Chocolate.

Unquestionably one of the handsomest booths in the Manufacturers' Building was that of "Cailler's Swiss Milk Chocolate. Situated on one of the

the finest selected Trinidad cocoa bean, purest white sugar and the famous Swiss milk, from the Gruyere Valley, under absolutely perfect hygienic conditions, it is the acme of chocolate manufacture. It is not only a confection, but the most nourishing as well as delicious food possible to offer. Grocers are realizing the value of selling the best, and the Canadian agent, W. H. Dunn, Montreal and Toronto, must feel complimented on the reception it is receiving at the hands of the trade. The booth was under the direct management of Mr. Logan, of W. H. Dunn's traveling staff, who has devoted his sole

ably sustained this year. Occupying a conspicuous corner in the Manufacturers' Building, with its large display of various kinds of jams and marmalades, the booth was both striking and pleasing. The public were invited to taste and learn that the fruit products of the company were high-class and pure. The numerous visitors indicated the acceptability of the invitation. Judging from the frequent remarks and approving glances, the Canadian people fully realize and appreciate the sterling qualities of Upton's preserves.

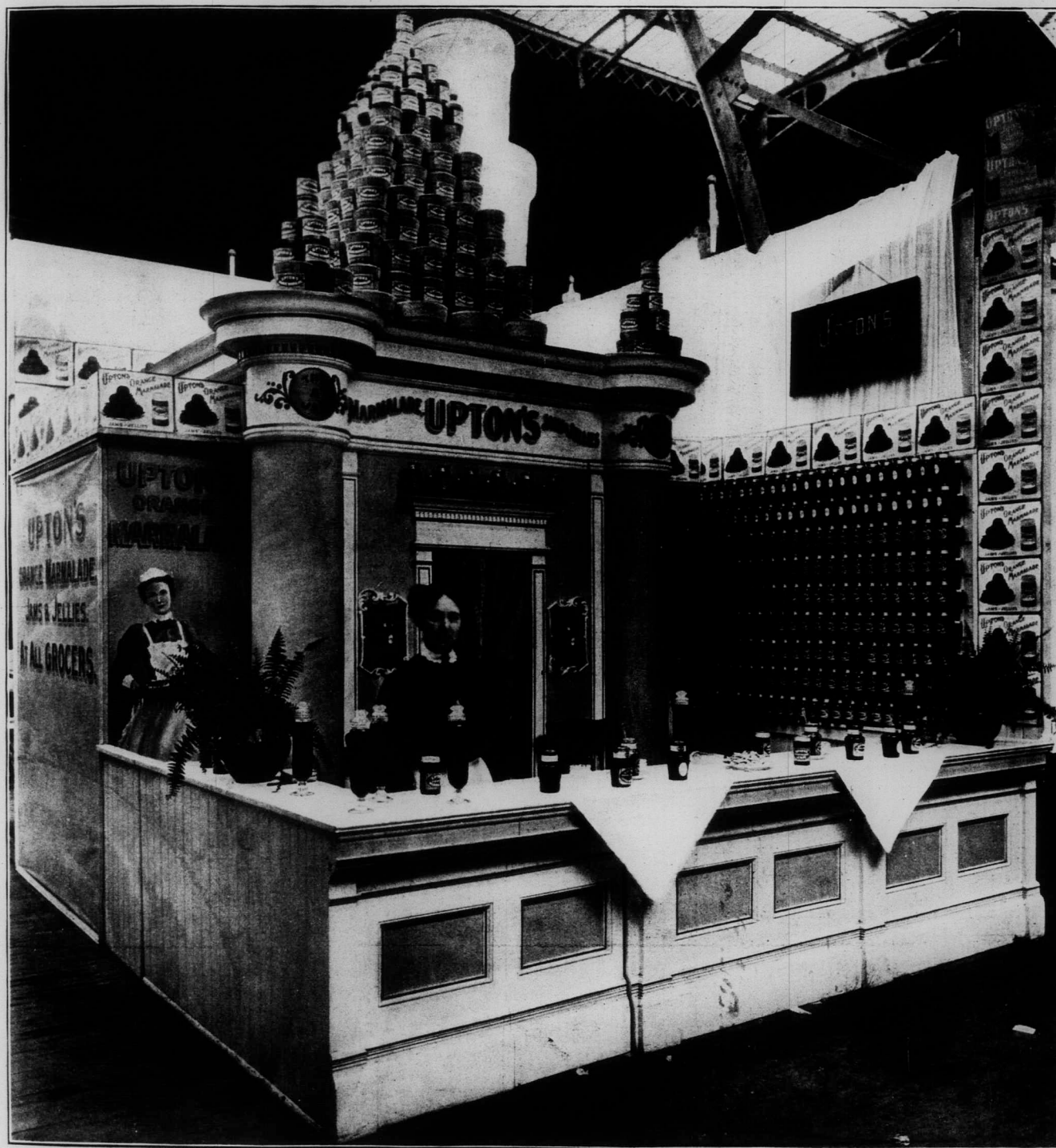
A little reflection soon reveals the cause of the increasing popularity of

Upton's jams and marmalades. It is matter of common knowledge that the conditions of modern housekeeping are rapidly changing. Time was when every good Canadian housewife spent many a weary hour in a highly-heated kitchen preparing her supply of preserved fruit for the ensuing year. Even

tedious kitchen work and likewise economizes because of the steady rise in the price of fruits. To satisfy these demands, a new industry has arisen, that of fruit preserving. Foremost among such firms is the Thos. Upton Co. This progressive Hamilton firm was a pioneer in the business. In fact,

their business has increased by leaps and bounds. This year it bids fair to exceed all records.

Much of the success of the Upton exhibit is due to the manager, E. E. Hustwitt, who was ably assisted by a courteous staff of young lady demonstrators.



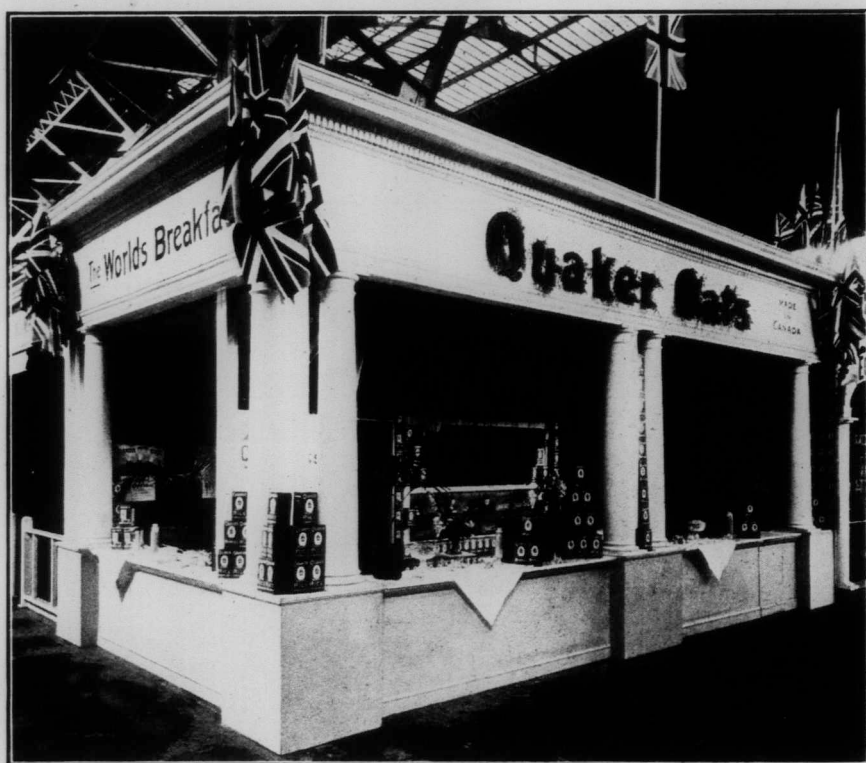
Canadian National Exhibition—Upton's Jams.

then there was the usual danger of her fruit spoiling. Nowadays, however, the old method is being largely superseded. The thrifty housewife consults her own convenience and demands fruits already preserved. By so doing she avoids the

according to one of their representatives, Upton's was really the first to make a success of packing Canadian jams in glass jars. Since then, Upton's has become a standard for all manufacturers. In spite of keen competition

The Quaker Oats Company.

Among the many exhibits of food products in the Manufacturers' Building, that of the Quaker Oats Company, in a splendidly decorated corner booth on the south aisle, was one of the most at-



Canadian National Exhibition—Quaker Oats.

tractive. A handsome display of the company's products, which were pleasingly demonstrated, kept the booth surrounded by visitors.

Quaker Oats, Pettijohn's Breakfast Food, Quaker Puffed Rice, Appetizo, Quaker Wheat Berries, Cereta Wheat Food and Quaker Cornmeal, all recognized as the purest of pure foods, comprise the company's product.

Of these, Quaker Wheat Berries, the newest of their foods, is a ready-to-eat cereal—the only perfect whole wheat food in the world. It is the whole grain and is made from the choicest selected wheat, thoroughly puffed and baked, and toasted to a dainty brown crispness. The entire process is accomplished in a sealed drum and thus all the richness and flavor of the wheat berry is preserved.

Quaker Puffed Rice is another cereal, which, prepared in a new and novel method, furnishes a delicious and healthful food.

Pettijohn's Breakfast Food is especially prepared for home cooking, and contains all the food qualities of the best of wheat.

Appetizo, with its attractive qualities, has found a large place on the Canadian market, and Quaker Oats, the world's breakfast, is known all over the world as a staple and highly valuable breakfast food.

Majestic Polishes.

In a tastefully decorated booth on the west aisle of the Manufacturers' Annex, the exhibit of Majestic Polishes attracted a great deal of attention. This was one of the displays that appealed to everyone, no matter what their business or profession.

There are two kinds of polishes on the market, that is, ordinary polishes. One requires an inordinate amount of labor to bring satisfactory results. The

other kind, while eliminating this feature, are almost invariably injurious, either eating the metal or scratching

its surface. Majestic Polishes were evolved, after a great deal of study, to avoid the undesirable features of the general run of polishes, and they have proved remarkably successful. They accomplish a quick-shining polish with positively no injury to the various surface, for which they are specially manufactured.

In Majestic liquid metal polish, only the highest quality of refined oils are used, which are entirely free from all acid and grit. Majestic paste metal polishes are made in three colors—white, red and black—of the same high-grade ingredients as the liquid polish. Housewives generally seem to be prejudiced against a liquid silver polish, and to provide for this, the company have a silver polishing powder. This is a dry polish, which gives a lasting brilliancy to the article cleaned and which has been highly recommended. This powder is guaranteed to contain no acid or alkali, and like other Majestic polishes contains only pure ingredients.

Majestic furniture polish is another special product, manufactured particularly for high-grade polished wood surfaces. Take a piano, for instance. Most people would hesitate a moment before using an ordinary furniture polish to restore its lustre, but there need be no hesitancy in using Majestic Furniture Polish on this or any other article of the finest furniture.

Christie, Brown & Co.

One of the exhibits visitors to the fair and particularly grocers look for year after year, is that of Christie,



Canadian National Exhibition—Majestic Polishes.

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Brown & Co., Canada's premier biscuit makers. The reason for this is that the name "Christie" is known in every household in Canada. This year the firm was again represented by a large and handsome exhibit, built up of the company's products, comprising over

and by insisting on absolute cleanliness in their large factory. The company's supply of butter, for instance, is purchased from well-known dairy farmers, who supply their whole output. When this supply is insufficient, resort is made to the best creameries. The but-

that the firm have achieved an enviable reputation among the purchasing trade. With such attention to raw material, it is only natural that special attention is paid to methods of manufacture. Christie, Brown & Co.'s immense factory is a model of cleanliness and or-



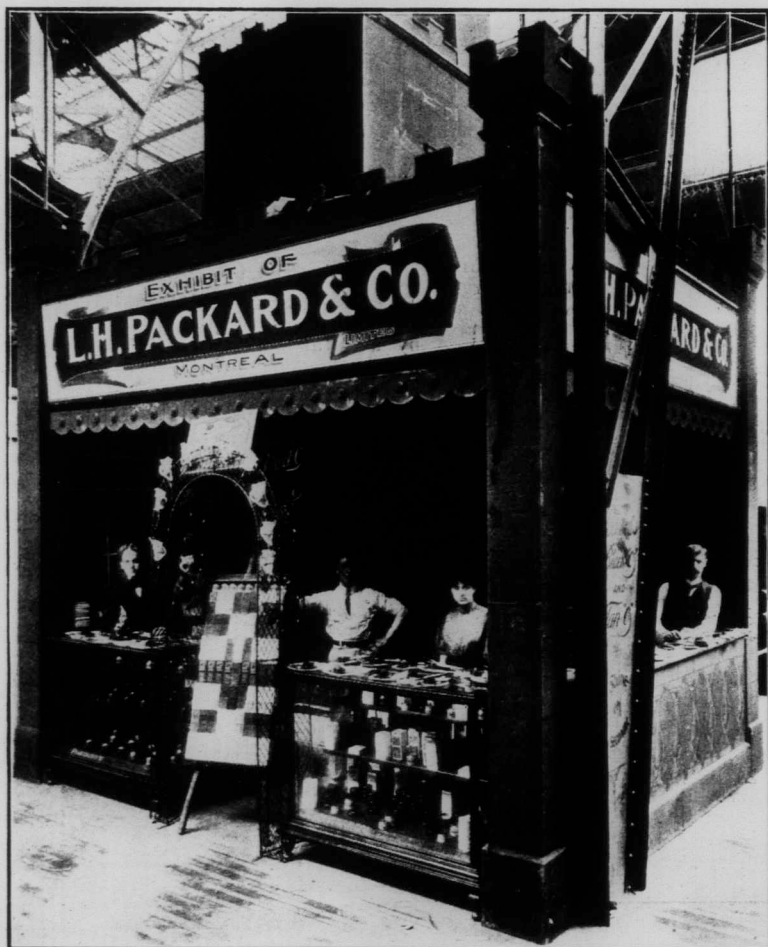
Canadian National Exhibition—Christie's Biscuits.

the hundred varieties of biscuits and similar products, such as cakes and tinned puddings.

Christie, Brown & Co. maintain their proud position by keeping up the standard of excellence in all departments,

ter, also, is salted according to the company's direction, thus assuring uniformity in the product. The best of molasses, too, is purchased, no matter what the cost, and this policy is followed with all the supplies purchased, so

ganization. Each of the hundreds of employees is furnished with a uniform and handkerchief, which are laundered at the expense of the company. Again, bath rooms are provided for the use of employees and time is allowed during



Canadian National Exhibition—Packard's Shoe Dressing.

working hours so that these privileges may be taken advantage of. The different processes throughout the factory are attended with the utmost care, and much time has been spent in study to assure perfect cleanliness everywhere. Indeed, a lady who has always had a prejudice against factory-made biscuits and who recently made a trip through the factory, expressed herself as greatly surprised at the cleanliness evident everywhere, and said she would have no further prejudice against any of this firm's product.

H. J. Heinz Co.

Every member of the famous "57 Varieties" was present at the company's pretty booth facing the main entrance to the Manufacturers' Building, and the corps of demonstrators did their best to make the general public acquainted with the distinctive qualities of each of these members. The company's product, in cans, jars and bottles of various shapes and colors, were arranged in a striking pyramid in the centre of the booth, while at the top of this was a gigantic cucumber, the firm's familiar trade mark.

The excellence of the Heinz products need scarcely be mentioned. They have gained a continental reputation and are reaping the fruit of excellence of method and organization. The fact that the company has fifteen branch factories and sixty-seven salting stations, and that they own extensive land around these and are thus able to grow their own

raw material and to put it through the processes of manufacture at the most desirable time, is only one secret of the excellence of the goods. The steady increase in sales is another proof of excellence.

Packard's Popular Polishes.

The fact that L. H. Packard & Co.'s booth attracted more than ordinary attention was quite evident from the eager crowds which continually confronted the staff. Great interest was manifested in this exhibit. In addition to their well-known lines of shoe dressings, a specialty was made of the sale of Black "O." With each package was presented a handsome fan, some blotters and an interesting little novelty in the shape of a "drummer." The "drummer" was a decided "hit," and a clever advertising medium. The exhibit also included French Glycerine and Ladies' Special, Box Calf Combination, Patent Leather Cream, J. W. Strike, E. D. Van Dine and J. P. Neville conducted the exhibit in a courteous and pleasant manner.

F. D. Smith's Preserves.

"Like mother used to make." That's the kind of jams and jellies one got a taste of at the booth of E. D. Smith, Winona fruit king. And many were the visitors who had their mouths water for a moment at the thought of the old days in the country when they used to scrape the scum off the saucer when mother was "doing up" her fruit.

E. D. Smith's pure fruit jams and jellies have achieved a remarkable reputation in Canada. There are several reasons for this. One is that the fruit used in the product is grown either on the



Canadian National Exhibition—Heinz 57 Varieties.

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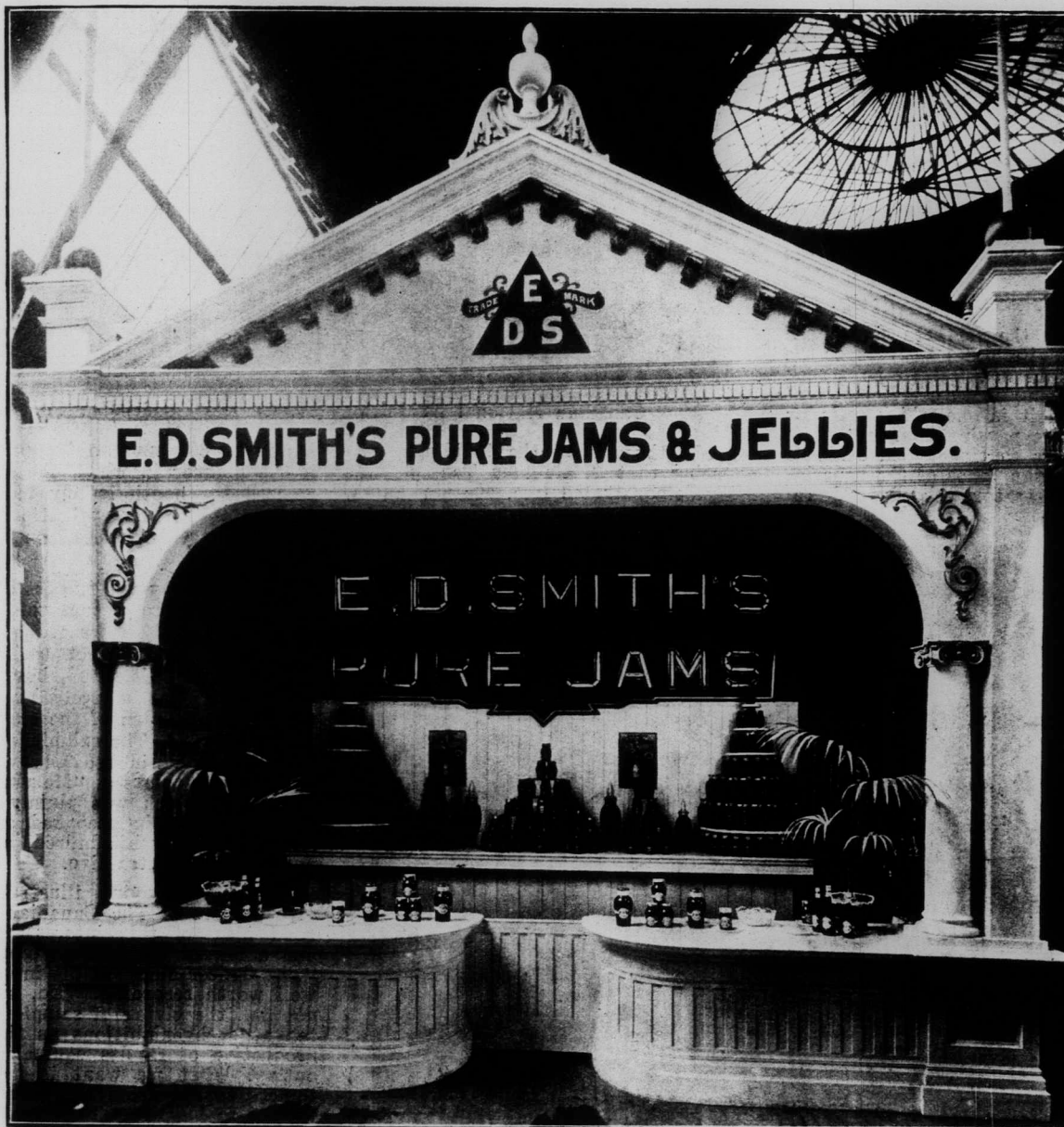
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property of the canner or on adjoining farms, at Winona, in the garden of Ontario, where tempering suns and balmy air produce the most perfect fruit. Another is that the fruit is gathered and preserved when it is ready and does not deteriorate through shipment. Again, the canning and preserving are done by the most cleanly and modern methods and only fresh fruit and pure granulated cane sugar are utilized. No preservatives or coloring matter of any kind find their

necessity of a food law if manufacturers in general were as scrupulous as the manufacturer of the E. D. S. brand goods. Grocers are pretty well acquainted with the excellence of these goods. It would pay them to recommend E. D. Smith jams, jellies and preserves to their customers, not only to the particular ones who always insist on the very best, but also to even the general class. The "like mother used to make" taste is sure to be pleasing to everyone.

Evaporated Cream scored a signal success.

The many features peculiar to this cream have made it an accepted household article all over America. Whatever qualms people once experienced over the use of Evaporated Cream, have long since been dispelled. It is no longer in an experimental stage, nor is it a novelty. At present it can be utilized in any household and is really a neces-



Canadian National Exhibition—E. D. Smith's Jams.

way into the E. D. Smith product. The result is the "like mother used to make" flavor. In one way Mr. Smith has even got ahead of the mother-made product. That is in the style of his jars. They are of French design and are uniformly labelled. The fine appearance made by an assortment of these jars may be seen by reference to the accompanying photograph, which gives also an excellent idea of the booth as it appeared during the Exhibition.

The world in general talks a good deal about pure foods. There would be no

St. Charles Evaporated Cream.

For general attractiveness, artistic display and dainty service the exhibit of St. Charles Evaporated Cream easily occupied a premier place. The booth was decorated in white, suggestive of the purity which is the foundation-stone of this cream's popularity. Judging from the gratifying remarks heard and the large numbers who partook of the booth's hospitality, St. Charles

sity in every well-ordered house. Not only is it practically invaluable as a nourishing food, but it is exceedingly useful for culinary purposes. For fruits, puddings, custards, coffee, cocoa, etc. it has no superior, adding a rich flavor, and, at the same time, being free from the dangers inherent in all unsterilized liquids.

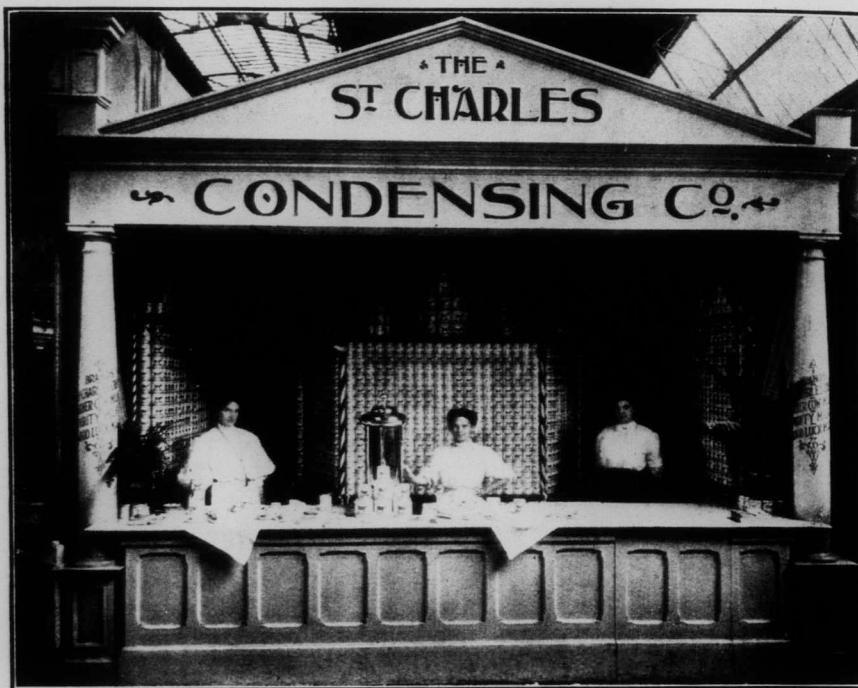
In the process of manufacture, every precaution is taken to insure absolute purity. Science plays a most import-

ant part in its preparation, and every detail is carefully watched in both the factory and dairy. A recent Board of Health report on the company's establishment, at Ingersoll, Ontario, says, "scrupulous cleanliness in every department is evident throughout the whole premises." It is little wonder, in view of such commendatory statements, that the high-class products of the St. Charles Condensing Co. are making their way into so many homes and proving themselves so beneficial to the public. Numerous testimonials point in the same direction.

Besides the celebrated St. Charles Evaporated Cream, the company produces such well known lines as Silver Cow, Condensed, Purity and Good Luck Milk. Dane & Co., Toronto, are the enterprising Canadian representatives of this firm, and they deserve congratulation for their splendid showing at the Exposition.

The "Melagama" Tea Books.

Passing down the northern side of the Manufacturers' Building, visitors to the Exhibition could not fail to be struck with the imposing booth of "Melagama" Tea. This exhibit is one which calls for more than mere passing comment. Life and energy were continually in evidence and the stentorian tones of the superintending demonstrator echoed and re-



Canadian National Exhibition—St. Charles Condensing Co.

echoed throughout the building, announcing that "Melagama Tea is now being demonstrated free, 40c Melagama,

tested at 200 cups to the pound," and if the manner in which the public patronized the booth is any index to the success of the demonstration, then indeed it must have been an unqualified success.

Encouraged by the success of previous exhibits, the proprietors this year had taken a largely increased space—more than twice the size of their previous year's stand. This stand, however, large as it was, was scarcely adequate for the accommodation of the crowds which pressed around. The exhibit was beautifully decorated in red and white, the two favorite colors of "Melagama." The signboard, which was plainly but beautifully written in deep red and white letters, was much admired, and could not fail to be attractive.

The accompanying illustration will give readers of *The Canadian Grocer* a good idea of this interesting exhibit, and a few of the pointers gathered by "The Grocer Man" at his interview, are well worth recording. "Eo, sir; we do not find the giving of sample packets of tea at such exhibitions as these to be productive of results equivalent to the outlay. What we want is to get customers to buy from the grocer, having tomers to buy from the grocer. Having once bought "Melagama," the one package is sufficient to convert customers to use it continuously." Such were the sentiments of the "Melagama" ad. manager, and, judging from the pile of orders which were taken at the booth, a large number indeed of the public will soon be "Melagama" converts.

To the casual observer, the rapidity with which the cups of tea were passed round to the crowds, who were five and six deep, was little less than marvellous; but to those who looked more closely at the system and order were the answer to it all. The tea was placed in the urns straight from a 40c package in the presence of the public, who could thus see the actual tea test and, after the few



Canadian National Exhibition—Edwardsburg Table Syrup. Exhibit No. 2.

minutes' brewing, was drawn from the urns and passed round to the onlookers.

It must not be thought that "Melagama" Tea is a new tea to the market. It has been known to the older men of the trade for a great many years and has made steady and sure progress. Minto Bros., the proprietors of this tea, have been known to the trade as an exclusive tea house for more than a generation, and make a specialty of carrying one of the fullest lines of bulk teas on the market. "The Grocer Man" gathered at his interview that their premises at 55 Front Street East, Toronto, were totally insufficient for their purpose and that arrangements had to

the accompanying photograph, were displayed samples of the firm's product in different lines of confectionery, while, tastefully arranged in silent salesmen in front, were some of the dainty boxes and packages of the famous chocolates which the Stewart Co. regularly manufacture. These range from the packages which the small boy and girl buy from the grocer or druggist, to the elaborate boxes and pretty baskets which are used so generally at Christmas and holiday time.

Quality is the one thing above all others that the Stewart Co. are emphasizing in their product, and the high

carry a line of high-class confectionery, and many of these who carry Stewart's goods report that this department is a good profit maker. A line of Stewart's confectionery should aid very materially in stimulating a grocer's fall and Christmas trade.

Snap Company, Montreal.

An altogether new and unique display in the Manufacturers' Annex was that of the Snap Company, Montreal, manufacturers of the new antiseptic Hand Cleaner, "Snap." This article, though but newly placed upon the Canadian market has already secured



Canadian National Exhibition—Melagama Tea.

be made to warehouse a large quantity of "new arrivals" at additional premises. Minto Bros. are evidently one of those firms who are proving to-day the advantage of steadily and consistently studying their clients and placing at their disposal the experience and knowledge of years of practical tea business.

The Stewart Co.

Without doubt one of the daintiest booths in the Manufacturers' Building was that of the Stewart Co., Limited, manufacturers of fine chocolates and high-grade confectionery. Around three sides of the booth, as may be seen in

standard reached in their goods has become well-known all over Canada. Indeed, the firm have such confidence in their goods, that every chocolate turned out is stamped with the name "Stewart," as a guarantee to the purchaser, and incidentally, as an advertisement for the goods. The high-quality of the goods has been reached by using only the very purest materials, by insisting on the most scrupulous cleanliness in the factory, and by employing the highest class of help that can be secured in this special line.

Grocers are generally beginning to

a good hold among the grocers of the country and the practical demonstration of the quick and ready work shown visitors is bound to spread its fame far and wide. Snap is a paste hand cleaner, on entirely new principles, is hygienically a perfect household necessity. It removes paint, grease, blacking and stains from the hands in a marvelous manner, at the same time leaving the hands soft. For mechanics, printers, metal workers and the like it would appear a practically indispensable article, and the housewife will endorse it free-



Canadian National Exhibition—Stewart's Chocolates.

ly. It leaves the hands soft as velvet and does not chaf. Too much cannot be said in praise of Snap. The company's display was in charge of H. E. Livingstone, the Toronto agent, who was assisted by W. R. Jaffray, of the traveling staff, and a lady demonstrator. All were most assiduous in waiting upon visitors and explaining that "Snap is better than soap."

Bowser Oil Storage System.

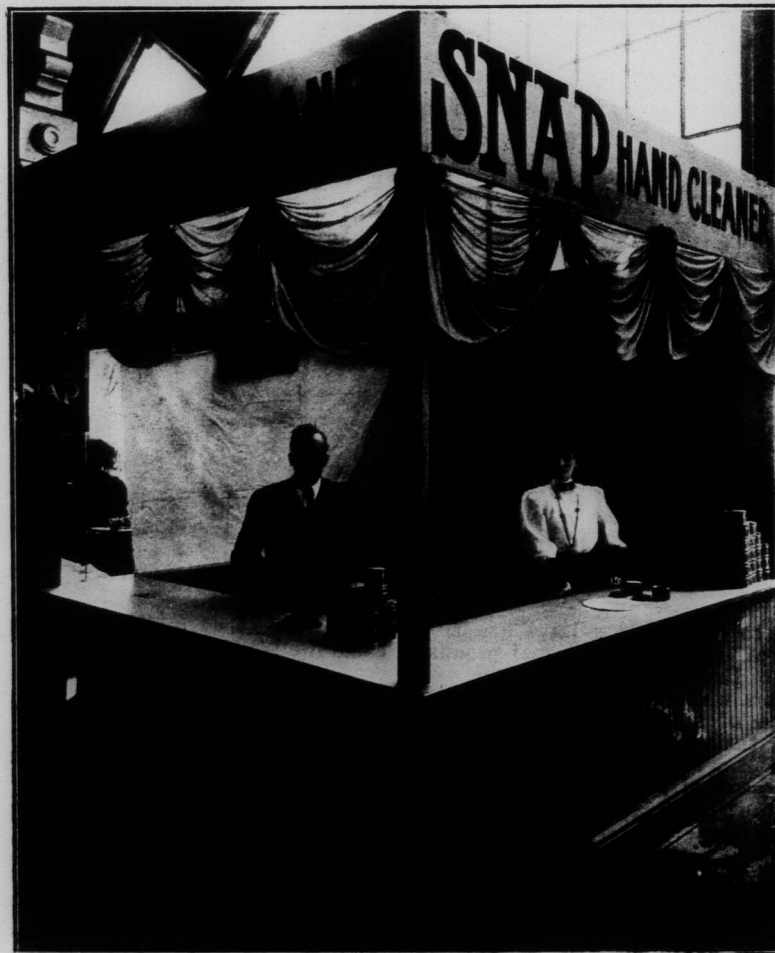
Probably no display at the Toronto Exhibition attracted more attention from hardwaremen this year than the exhibit of Bowser Oil Tanks in the Process Building. Several expert salesmen were present at all times, and they had few idle moments, large numbers of hardwaremen, grocers, automobile owners and factory users, being constantly present, studying the advantages to be derived from the use of Bowser Tanks, which have now become such a standard article in the oil and gasoline trade throughout Canada. The large new factory established by the Bowser Company last October, in the vicinity of the Toronto Exhibition grounds, was also visited by many dealers who desired to get in closer touch with the men who are providing the trade with such an economical, clean and money-saving system of handling all classes of oils. The factory since its establishment less than a year ago has been kept in operation to its fullest capacity, in an endeavor to keep pace with the enormous demand for Bowser Tanks.

A representative of this paper spent an interesting hour at the Bowser display, and learned much regarding the Bowser system, and was greatly im-

pressed by the interest manifested by retailers of oil, who already knew much, but desired to learn more regarding oil storage by the Bowser system, and spent considerable of their time while at the Exhibition in gathering additional information. W. R. Hance, the manager, kindly outlined the remarkable development of the business, which was established about twenty-two years ago. In less than a quarter of a century the business has grown until, to-day, Bowser Oil Tanks can be found in all parts of the world wherever oil is used by enterprising men, who desire to handle it in the most economical manner. Competition to-day forces every business man to adopt every device which reduces cost of fire risk, or tends to save time, labor, or material. The Bowser oil equipments accomplish this, and are so complete in detail, and so simple and comprehensive in construction, that they win the approval of every handler of oil who is sufficiently progressive to adopt modern methods of doing business.

Mr. Hance also informed our representative that his company had recently issued a book entitled "Plan Drawings of Model Storage Systems," which they are placing in the hands of everyone interested in the economical handling of oil.

There is absolutely no waste in using a Bowser outfit, and the saving made in consequence, is sufficient in a short time to fully cover the original expense of installing the system. The purchase of the Bowser outfit is, therefore, one of the most profitable investments that can be made in the way of store fixtures.



Canadian National Exhibition—Soap Hand Cleaner.

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The Bow best system store and tance require panies. Th a suitable tank holdi ally about placed at the store tank by a The pump force pump equipped v ments, and lon, half-g strove

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any desired but never n in his store cellent sat long-felt ne general hav danger in c heavy rate being compe oil when e The handl and other been more c large amoun pine faucets funnels, cau time and lab oil room. handle these

this being borne out by the experience of thousands of merchants who have made the test.

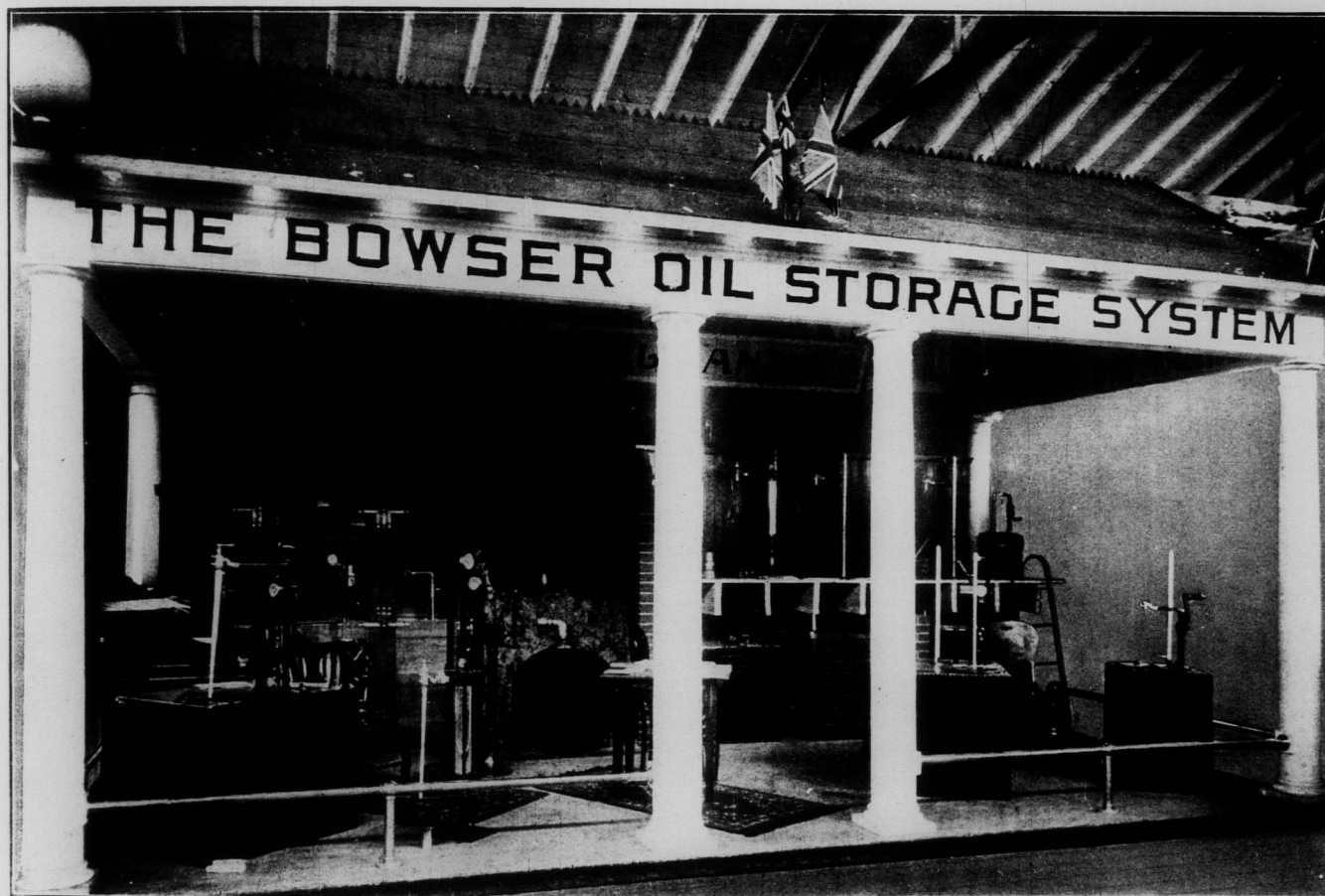
The Bowser Oil Storage outfit is the best system for handling oil out of the store and away from it beyond the distance required by the insurance companies. The company places outside, at a suitable distance from the building, a tank holding any desired amount, generally about twenty barrels. The pump is placed at the most convenient point on the store floor, and connected with the tank by a 1½-inch galvanized iron pipe. The pump is a combination suction and force pump, built entirely of metal, is equipped with all the latest improvements, and measures an accurate gallon, half-gallon, quart or pint, at a stroke.

With this outfit, a dealer may have

and convenient manner, and are guaranteed to handle all classes of heavy, gummy oils and liquids easily and satisfactorily. They positively will not "gum" up. The pumps are so constructed that all working parts are always submerged in the oil, and hence, never being exposed to the air, never become gummed and always work easily and smoothly.

The company has a corps of able salesmen covering every part of the country, who have been kept busy during the past year in installing several thousand new outfits made by the Toronto plant, hardware dealers and grocers everywhere finding it to their advantage to install a system of handling oil which not only saves time and money, but has the unqualified approval

west. The very novelty of having a downtown show, sample and tea room, appealed to thousands of visitors as well as citizens of Toronto, and the magnificent scale upon which the display was made, left an indelible impression upon all callers. The premises were formerly occupied as a show room by Arts and Crafts, designers of artistic furniture and interiors, and had but lately been erected. The decorations of walls, floors, ceilings and stairways were in the old Dutch style and the most perfect possible, the ground floor arranged as a tea room with about twenty tables. Lipton's tea was served by a staff of lady attendants. Two Singhalese tea experts, dressed in the spotless white native costume, their raven-black hair coiled on their heads and held by the indispensable comb.



Canadian National Exhibition—Display of S. F. Bowser & Company, Toronto.

any desired amount of coal oil on hand, but never more than a gallon at a time in his store. This plan gives most excellent satisfaction and supplies the long-felt necessity that merchants in general have felt; a relief from much danger in case of fire; a relief from a heavy rate of insurance; a relief from being compelled to pay the high price of oil when everybody wants it.

The handling of paint oils, varnishes, and other non-lubricants, has always been more or less costly, because of the large amount of oil wasted by the dripping faucets and by using measures and funnels, causing besides the waste of oil, time and labor, a dirty and disagreeable oil room. Bowser Measuring Outfits handle these oils in an economical, clean

and endorsement of all fire insurance companies.

Thos. J. Lipton.

This year's Canadian National Exhibition is acknowledged as the finest, largest and best ever held. Hundreds of thousands of visitors from all parts of Canada were interested in the great and varied displays made by manufacturers, artists, purveyors, etc. The Manufacturers' Building was naturally the centre of attraction and the exhibits were of a high class. It is safe to say that good, great and handsome as were the booths and their exhibits, there was nothing within the walls of the grounds equal in anything to the magnificent exhibit of Thos. Lipton at 91 King street

These two tea experts were especially brought to Toronto from the Jamestown Exhibition, where they were employed in Lipton's Tea Exhibit. Their appearance was a good advertisement for the Toronto Exhibit, and their careful attention to customers and tea knowledge was much appreciated. The two windows as well as the running shelving along the walls were devoted to displaying Lipton's Teas, Lipton's Coffees, Lipton's Jams, Jellies, Marmalades, Pickles, Sauces, and other grocers' sundries and specialties. The basement was arranged as a log cabin, with everything appropriate, rustic chairs, settees, tables, etc., and formed a most unique tea room. "The finest tea rooms on the American continent,"

was the opinion of those who have seen the best on both sides of the line, and undoubtedly, this statement is correct. There certainly never was seen here anything to approach it, and the advertisement obtained by Thos. J. Lipton in this unique and artistic exhibition of his teas and other sundries, is one whose value is hard to estimate. Thousands of visitors were served every morning, noon and evening, and everyone was pleased to learn more of Lipton's goods. The conception of this artistic display and the carrying out

Blue Ribbon Tea.

One of the exhibits that visitors looked for, because of the pleasant reception accorded them in previous years, was that of the Blue Ribbon Tea Company. And the welcome extended this year was even heartier than ever.

In a spacious corner of the Manufacturers' Building, tastefully decorated with bunting and with the familiar Blue Ribbon packages, was the company's booth, and it was filled with and surrounded by visitors during almost

Perhaps the most attractive feature of the exhibit was the welcome extended by the company's staff. This year the honors were extended by Messrs. Geo. F. Campbell, F. Blewett, M. A. Rae, Geo. Simons and R. G. Morgan, and it will not be the fault of these gentlemen if everyone who visited the Exhibition does not believe in and use Blue Ribbon Tea.

Tobler's Chocolate.

In an exceedingly dainty booth immediately facing the main entrance to



Canadian National Exhibition—Thomas J. Lipton's Exhibit, 91 King St. West.

to its success is credited to A. E. Carson, the Canadian representative of Thos. J. Lipton, whose offices are at 75 Front street east, Toronto, and the praise is due him. During the Exhibition, W. A. W. Melville, New York, Thos. J. Lipton's general representative for America, spent a few days in the city. Mr. Melville's energy and up-to-date ideas and push are bearing fruit in the increased demand for the world's greatest purveyor's products. Mr. Carson, his Canadian lieutenant, is as full of energy as his direct superior, and Lipton's is their constant thought.

every hour of the Fair. A pleasant feature of the exhibit was a cosy parlor where visitors were welcomed and served, as proof of its good qualities, with cups of the Blue Ribbon product.

The company were generous, for, in addition to their demonstrations, they distributed thousands of copies of the "Blue Ribbon Baby Book," a novel little volume in which nursery rhymes are made to sing the praises of Blue Ribbon Tea. Each of these books, by the way, bore a coupon, entitling the owner to a sample of the tea advertised therein.

the Manufacturers' Building, the product of Tobler, the Swiss chocolate maker, whose goods are found the world over, was exhibited by Messrs. Maclure & Langley, of Toronto, who are the Canadian and United States agents for this firm. The booth, which deserves particular mention, was an excellent reproduction of a Swiss chalet, though unfortunately the requirements of the Exhibition management prevented carrying out the idea of roof construction as far as was intended.

Tobler's milk chocolate is recognized as one of the purest, most delicious,

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Canadian National Exhibition—Blue Ribbon Tea.

most healthful and most nutritious of sweetmeats. Indeed, it is more than a confection and may justly be called a food, for its nutritive and sustaining values are higher than in most of the so-called "pure foods."

For these and other reasons, Tobler's chocolate is finding a remarkably large market in America, and in spite of the heavy Canadian tariff imposed as a result of the jealousy of Canadian manufacturers, Messrs. Maclure & Langley are having largely increased sales. Indeed, Tobler's chocolate is known and is coming to be regarded as a standard line, not only in the larger centres, but also in every little town and hamlet in Canada and the United States.

Tobler established his business in Berne, Switzerland, in 1845, sixty-one years ago, and has been improving the methods and product, and enlarging his sales ever since. He now stands as the premier manufacturer of eating chocolate in the world.

Samples of the firm's goods were distributed and were on sale at Maclure & Langley's booth, which was a popular place during the two weeks of the Exposition.

BUSINESS NOTES.

Rufus Williams, grocer, of Essex, has assigned to W. D. Beaman.

Geo. W. Thomas, grocer, of Ottawa, has retired from business.

Normandin, Prance & Co., brush manufacturers, Montreal, have dissolved.

Jas. Grievies, of Ottawa, has taken over the business of Cundell & Co., in that city.

The firm of C. Auclair & Frere, broom manufacturers, of Quebec, has been registered.

N. Grafos, confectioner, of Sault Ste. Marie, has assigned to J. Bassingthwaite.

Jas. B. Campbell, of the Acme Can Works, Montreal, spent last week end on the Rideau, fishing.

Lewis & Robinson, grocers, of Hamilton, have dissolved partnership. Eva M. Walker is continuing the business.

Wm. Robinson, grocer and men's furnisher, of Blind River, has assigned to U. S. Robinson. The creditors will meet on the 13th inst.

Richard Humphreys, who has been conducting a general store at Kirkwall, is succeeded by J. Lothian.

The stock of J. A. Seward & Co., of Montreal, wholesale dealers in teas and coffees, suffered rather serious damage by water, by reason of fire in a neighboring building, last week.

The total production of sugar in Trinidad for the year 1906-7 was 15,000 tons. Of this amount Canada took half. America, upon which the sugar planters relied almost entirely a few years ago, in 1906-7 only took \$2,500 worth.

McDonald Bros., general storekeepers, of Jamestown, have dissolved partnership and Duncan McDonald, one of the former firm, is continuing the business.

Moses Moyer, who has been conducting a general store at Jordan Station, died last week.



Canadian National Exhibition—Tobler's Milk Chocolate.

Salada Ceylon Tea.

The man, woman or child in Canada who has not heard the name "Salada" is a rarity. Of the nearly 800,000 visitors to the Canadian National Exhibition, it is safe to say that every one of this large crowd admired the rich artistic booth of the Salada Ceylon Tea Co. Situated directly opposite the main entrance of the Manufacturers' Building,

mythological characters, holding up banners with the words "Salada Ceylon Tea." Over the arched doorway in the centre, and on the side of the booth, were large statues of elephants; on the ledges of the arched windows, valuable ebony elephants were placed. In the centre of the booth on a table was a most perfect ebony Buddha. The back and sides of the booth were built up with pyramids

trade and consumer. Its reputation as the premier package tea, not only of Canada, but the continent, is one that has built up the largest package tea trade in the world. The word "Salada" is synonymous of the very best that can be produced by the tea gardens of Ceylon, which means the world's best. The constantly increasing demand for Salada Tea speaks the confidence the



Canadian National Exhibition—Salada Ceylon Tea.

it at once caught the attention of the visitors. The booth was in the form of an Indian or Ceylon bungalow, in white and old ivory colors, and surmounted by an octagonal tower, the dome of which was bronze and crowned with a golden Buddha. On the corners of the booth were large gilded statues of Singhalese

of Salada Tea, while a number of palms completed the beautifully artistic conception. Unstinted praise was expressed at the delicate and artistic design, the whole idea being in keeping with the company's well-known plan of having the best in all they attempt. Salada Tea requires no introduction to the

consumer has in it, and bears out the company's claim that "they are giving the consumer the best tea, uniform in quality and absolutely guarantee every package." The Salada Ceylon Tea Co.'s ad. in this week's issue of The Grocer is worth perusing, and the facts set forth tell a marvellous story

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of the greatest tea house on the continent.

Kops Non-Alcoholic Beverages.

Not a little attention has been evinced in the exhibit of these world-famous English drinks. A genial manager, a

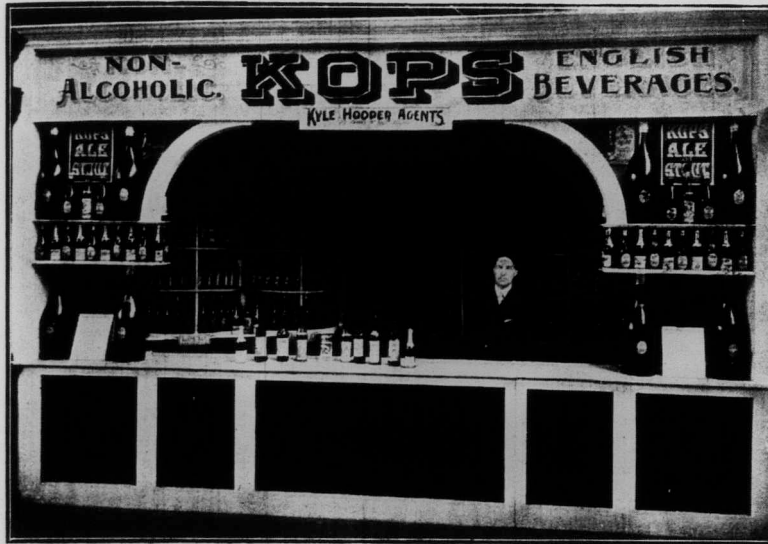
thing but the Maple Tree Producers' goods, is a serious misdemeanor. The word Pure, means perfection, and grocers handling the "Pride of Canada" and other brands of this company, have a guarantee that nothing can be better.

or combine than an ant has to an elephant. John Clarke, of New York, chairman of the organization meeting, explained the movement as follows:

"In calling this meeting to order it is perhaps as well to state briefly its purposes and reasons for existence. There is one prominent and central statement of policy that it is advisable should be given emphasis in the strongest manner, and that is the attitude of the promoters of this organization of the spice trade toward Pure Food legislation and regulations. It is the distinct and sincere purpose of this association to uphold the law in every possible way, and not in any case to oppose, evade or attempt to discredit it.

"For many years there have arisen in the spice trade innumerable questions and disagreements on qualities, contracts, terms, deliveries, etc., and these have proved unpleasant and unprofitable; and, within a year, the Pure Food legislation has proved another subject which demands trade action, as a trade, on the part of those interested in spices. In the belief that these conditions may be improved; that much unnecessary friction and loss may be avoided by intelligent action, and that the dignity and influence of the spice trade, as a trade, may be enhanced and further established, we have called this meeting to-day."

It is curious how the passion for sensation clouds the judgment of so many newspaper men. It probably explains why the daily paper is so unreliable in matters relating to business.



Canadian National Exhibition—Kops Non-Alcoholic Beverages.

tempting counter, and a well-arranged background of bottled "wet" goods appealed strongly to the visiting public. It is only within comparatively recent years that these goods have invaded the Canadian field. Their success has been quite remarkable and gratifying. Eminent persons the world over testify to the high quality of Kops Ale and Stout, especially.

Kyle & Hooper, 73 Front street, Toronto, are sole agents for Ontario for these goods. Their exhibit was competently conducted by W. J. Wright.

Maple Tree Producers' Association.

At the entrance to the Manufacturers' Annex was the booth of the Maple Tree Producers' Association, Waterloo, Que. This company, organized a few years ago, had the commendable object in view of producing only absolutely pure maple syrup and sugar. The work laid out was one of great difficulty, owing to the blending and adulteration of maple syrups that had crept into the trade. It was through the efforts of this company that the Inland Revenue Department at Ottawa took active measures for the stamping out of the adulteration, and a great improvement is already apparent. The Maple Tree Producers' Association control their own sugar bush, besides paying farmers such a high price for pure syrup that it does not pay the private producer to manipulate the product. M. F. Goddard, manager, is one of the best authorities on maple products in Canada, and a stickler for purity. Energetic and posted as he is on his goods from the run of the sap to the finished syrup or sugar, he convinces one that to use any-

SPECIMEN ORGANIZE.

A Lesson in Newspapers.

It was recently announced from New York that the spice merchants had organized The American Spice Trade As-



Canadian National Exhibition—Maple Tree Producer's Association.

sociation, and nearly every newspaper headed it with "Another Trust," "A Spice Combine," or similar label. This is a fair sample of the ordinary newspaper's attitude to trade. The organization has no more relation to a trust

LITTLE EVIDENCE.

"Poor chap! Everything he earns goes on his wife's back."

"Well, if you'd seen her at the opera you wouldn't think he earned much."—Bohemian.

Metallic Roofing Co.'s Exhibit.

The accompanying photo shows what is probably the finest exhibit of sheet metal building material that has ever been made. The workmanship could not have been excelled. This very attractive exhibit clearly shows that sheet metal

pressed zinc ornaments, Haye patent metallic lath, ventilators, conductor pipe, cave trough, spun zinc balusters, metallic ceiling, centre pieces, cores, moldings, etc., fireproof wired glass windows with hollow sheet metal sash and frames, "Eastlake" and "Empire"

tistic and durable articles, and point out that theirs is the only exhibit of sheet metal building materials that has ever been considered worthy of a gold medal, and this high honor has been given no less than three years in succession. What more need be said?



Canadian National Exhibition—The Metallic Roofing Co., Toronto.

can be successfully used for nearly every portion of a building and produces a handsome, durable, fire and lightning proof finish.

The exhibit included cornices, skylights, finials, embossed fireproof doors,

metallic shingles, corrugated iron, both galvanized and painted, straight or curved. Some of these articles are most beautifully decorated in colors and only need to be seen to be appreciated.

The company makes only reliable, ar-

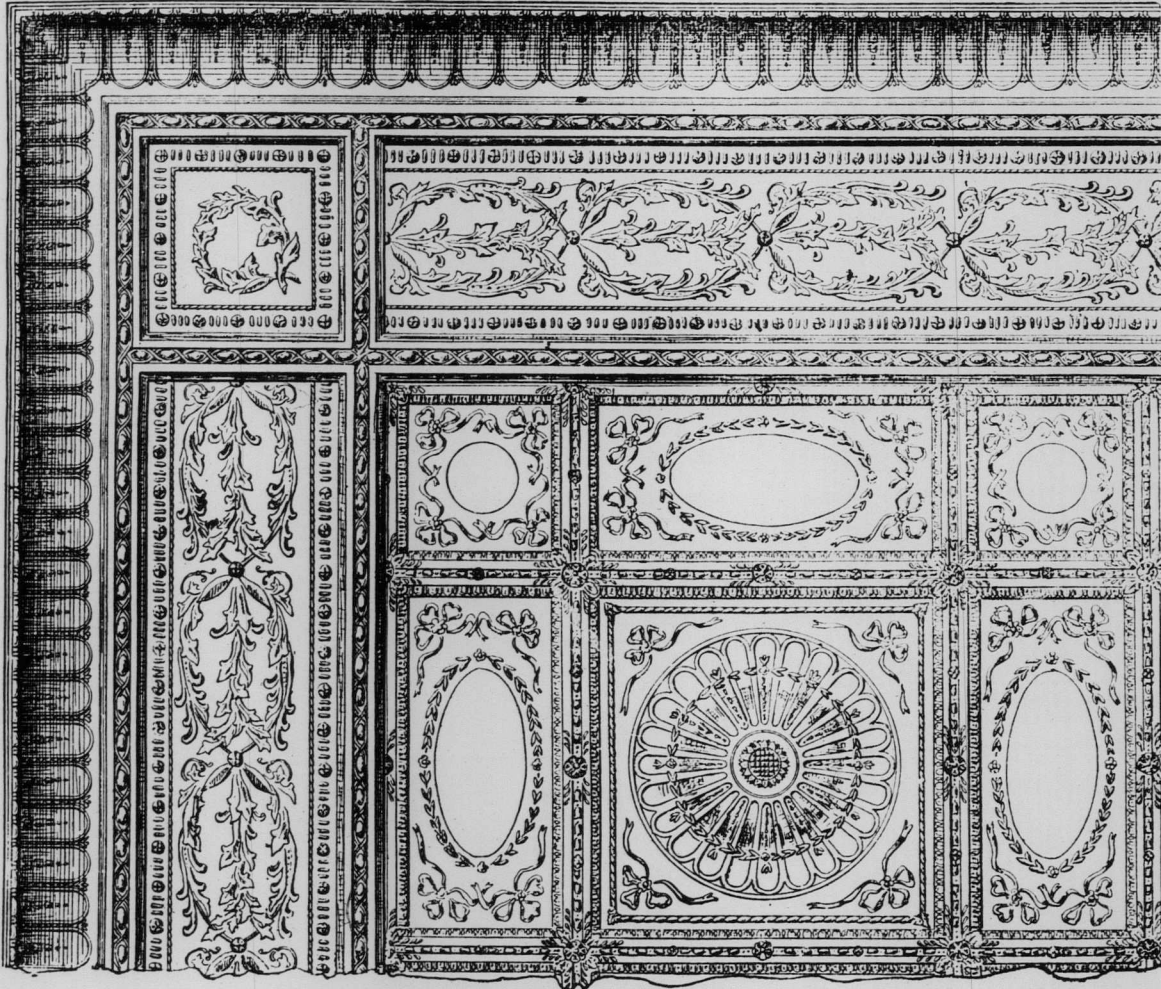
The company's products are exported to nearly all foreign countries and their Canadian trade has increased so greatly that they find it necessary to operate their factories both day and night.

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A "Metals stands. Send you a quote Our Three excellence. Write

The

Metallic Ceiling for Grocers



One of many designs

A "Metallic" ceiling will add greatly to the appearance of any store.

Metallic ceilings are easily applied, are sanitary, are easily cleaned, vermin proof and last as long as the building stands.

Send us an outline, giving accurate dimensions and exact shape, of any ceiling that you desire to cover and we will send you a quotation for sufficient "Metallic" ceiling to do the job, together with a sketch for approval.

Our "Metallic" ceilings are better made, can be applied quicker, look better and will last longer than any others.

Three gold medals at the Canadian National Exhibition and the highest awards at Paris, France, attest their excellence.

Write us NOW. Full information for the asking.

The Metallic Roofing Company of Canada, Limited

Manufacturers

Toronto and Winnipeg

Retail Merchant and His Window

By H. L. Hall, Circulation Manager Business Man's Magazine.

The properly used show window is the best advertising medium within the reach of the retail merchant, and yet, curiously enough, it seems to be the least appreciated of all the means he uses. His show window is his best medium, because it will sell goods for him at a less percentage of cost than any other means at his command. I say that it is the least appreciated because of the fact that it is so very generally neglected. Most retail merchants have not yet learned its true value. Many of them seem to think that it is merely a space which must be filled up with something—it does not really matter what or how. All this is wrong.

Your department store manager appreciates his window space and makes good use of it. If you do not believe that he considers window space valuable, go to him and try to rent one of those he is using. You will soon get a larger idea of its value. The big store even goes to the length of employing an artist who spends all his time and thought in getting up and executing attractive window displays. And these window displays sell goods enough to make the window dresser and his big salary a good investment. We called these window trimmers artists, and many of them are nothing less, as an inspection will soon show, but it is not enough that a display shall please the eye. It must sell goods or it is not successful. The big store demands that there shall be a material increase in the sale of a displayed article while it is in the window, and if the increase does not come the fact is chalked up against the window dresser in the records of the manager.

In show windows the acme of achievement is to be found in the big stores on Broadway and State Sts., New York, and there are not lacking those who will whisper that the latter is in the lead. The other extreme is to be found in the window of the little store in a side street, where the sole decorations consist of a smoky lamp or a flaring gas jet and a choice collection of fly-specks. And the latter has just as great a relative value as the former if the merchant did but know it. The advertising agent of your local opera house knows the value of show windows, for he is willing to exchange seats worth money for the privilege of hanging his lithographs in your window, and I cannot conceive of him doing it unless your window has a real value to him—and if to him, why not to you?

The real potential value of a show window lies in the number of people who will pass it within a given space of time. Its value may be computed on the same basis as that used for the computation of any other means of publicity. Magazines charge so much a line per thousand of circulation. If you buy space in the pages of a magazine you pay for the privilege of exhibiting your announcement in a place where a given number of people will pass. It is up to you to make your announcement in such a manner that these people, or a goodly number of them, will stop to see what you have to say. It is just the same with your show window. No matter what your location, there will be about so many people pass your window each day, and it is your task to make that window catch and hold their attention to such an extent that some of them will feel a want of what you there offer.

Of course the average retail merchant cannot afford to pay a big salary to an exclusive window trimmer, but the chances are that there is some one within reach who can do many times better than he is now doing with the

means at his command. It may be his clerk or porter. It may be his wife or daughter. The proper thing to do is to experiment till he finds the right one, and then let that one do his best. Window trimming is an art, but like most other arts it can be studied and acquired. Get out on the street and study other windows. Analyze the ones which appeal to you as being above the average. Learn what it is which makes them better than most of the others. Pick out the good points and emulate them. Pick out the faults and avoid them. I do not mean to advise copying, but we can learn from the mistakes and successes of others without copying.

It is at night when the outside world is dark that your window will look the most attractive. Hence the best time for window display is in the fall and winter, when the evenings are longest. For this reason, too, it follows that one of the first things to be seen to is that the window must be well illuminated. Nothing so surely kills off a window display as poor lights. And at the same time it may be stated that there is no other investment which will pay a merchant so well as good lights throughout the store as well as in the window, but if the lights must be cut down anywhere, let it not be in the windows.

The chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy. The handsomest and most effective window the writer has seen in a long time was at the same time the simplest. At the season of beautiful window displays—Christmas—this one was easily the best. It was in the window of a shoe store. The back and sides of the window were finished in plain wood of a dark shade, and in the window were three pedestals about fourteen inches high. Over these pedestals were draped three skins, one white, one red and one blue. On the top of each was a single slipper, matching in color the skin under it. In the centre of the window, on a white mat, was placed a single shoe, one of a new pattern. This shoe was marked "Our Marquise Shoe—\$3.50." I'll warrant that the display sold that brand of shoes and sold plenty of them.

There is one more point. Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will catch the fancy of the regular gazer and sell him, or her, something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway, as the combination of the article and the price together sometimes make an irresistible combination to the vagrant fancy of the window-gazer.

One word more and I am done. Wash your windows. Is this an unnecessary suggestion? Not so much so as it might be, as you will see if you will take a walk along any street you like, for I will warrant that you will find at least half the windows you pass would be all the better for a little attention from the porter. It is a big job to wash windows frequently when other work presses, but

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do not allow yourself to fall into the habit of letting it go till a more convenient season. Even if you do not do it for the benefit of the window display, do it anyway for the sake of the appearance of the store generally. If nothing

better is possible, cover the floor of your window with clean paper of a light color. It looks much better than stained and blotched boards. A little attention to your windows will pay well for all the time and trouble it will cost you, as you will soon find out.

MONTREAL RETAIL GROCERS MAY FORM SEPARATE ASSOCIATION

Strong Feeling of Discontent Among Members of Grocers' Branch of Retail Merchants' Association—President Laniel Favors Separate Association.

Will the Montreal branch of the Grocers' Section of the Retail Merchants' Association break away from the Retail Merchants' Association of Canada?

This is the question in retail grocery circles in Montreal, which is asked of those interested in the association and its work.

The monthly meeting of the Retail

branch of the federation, and from the standpoint of numbers, they undoubtedly are, forming as they do two-thirds of the entire membership.

Six hundred and fifty members are annually paying in to the Retail Merchants' Association a fee of \$2, or \$1 300 a year. Where does the Grocers' Association come in on this? is the question.

According to the constitution of the Retail Merchants' Association, Article IV., Section 8, \$1.50 of the membership fee shall be forwarded to the Secretary of the Provincial Board, while the remaining 50c "shall be retained by the Executive officers of the branch, or the section, agreed upon by both parties." According to Section 9, of the same article, where there is no organizer working, and where the officers collect their own fees, only \$1 must be forwarded to the Provincial Secretary, which leaves the other \$1 for the local branch.

In Montreal, there has been employed an organizer, so that according to the constitution, only 50c. of their membership fees would go to the retail grocers.

But The Canadian Grocer has it on good authority that after this constitution was formed there was held a meeting at which it was decided that the Retail Grocers' Association should turn over the entire \$2 to the Retail Merchants' Association, and they should then be free of any expense. With the 50c. they formerly retained, they were supposed to pay their share of rent and light of the hall occupied by the various branch associations in Montreal.

Section 10 same article, makes it possible for each branch to obtain money for current expenses by making special assessments, on a two-thirds vote, or by charging sufficient dues.

The foregoing will give an idea as to how matters stand, and, under the circumstances, the retail grocers feel that they are not being justly dealt with. They claim they are paying \$1,300 into the coffers of the Retail Merchants' Association, for which they receive no return, beyond, perhaps, free hall, light, heat and the like, and, possibly, the payment of the expenses of grocer members of the few delegations to the Government or conventions during the year.

Did they receive this \$1,300 themselves, they feel they would be able to put it to good use in organizing a powerful body of retail grocers and in

generally furthering the aims of the retail grocery trade.

As it is to-day, the grocers have no money to go about these things in their own way. They receive the proceeds of their annual picnic, amounting to perhaps \$300, but this sum is pitifully small to carry on the work of a Grocers' Association in a city like Montreal.

Though the retail grocers desire to withdraw from the Retail Merchants' Association, it is hardly likely that they will do so for some time, as the constitution provides that "no local branch can become separated from the Provincial Board unless it gives six months' notice before January 1 of any year to the secretary of the said Provincial Board."

President Laniel, of the Retail Grocers' Association, seen by The Grocer, said: "I do not think the Retail Grocers are receiving fair play at the hands of the Retail Merchants' Association. We are paying in a large sum in membership fees every year, and are receiving very little in return. We are



R. Laniel, re-elected President Montreal Grocer's Section of the R. M. A.

Grocers' Association took place Thursday evening last week, and it was then that the first whisperings of discontent became public.

Not much was said, and nothing definite was done, but from the little talk of one man and another it was to be seen that there is considerable discontent over the present state of affairs.

At Thursday evening's meeting the feeling was that the members of the Retail Grocers' Association were not getting fair play. Under the circumstances many thought the best thing for the association to do was to break away entirely from the Retail Merchants' Association and to form a separate association of their own.

The grocers feel that they are the most important body in the Montreal



A. Sarrazin, Secretary Montreal Grocers' Section of the R. M. A.

not getting a square deal, and unless there is a decided change in the state of affairs, we are very likely to cut loose from the federation and organize a purely Grocers' Association, which we will make the largest and best of its kind in Canada."

It is very likely that some motion will be made at the next meeting of the Retail Grocers' Association to find out what is the feeling of the members in this matter.

Officers were nominated at the meeting as follows: President, A. Laniel; First Vice-President, J. A. Dore; Second Vice-President, J. D. Boileau; Treasurer, H. Laniel; Secretary A. Sarrazin; Auditors, N. Chartrand and E. P. Lande.

Selling the remains of the donations to the annual picnic occupied what time was left. The amount realized on the sales was \$143.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

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

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

CHATHAM.

The old trouble over peddlers and transients is once more occupying the attention of the City Council.

This time the fruit dealers and grocers are particularly interested. The culprit is Gaspar Favata, who, a short time ago, after a brief spell of exile, returned to Chatham and opened a fruit store on Queen street. On Saturday Gaspar appeared on King street and proceeded to dispose of cheap bananas at cut prices. Storekeepers complained, and P. C. Dezelia warned Favata to quit, as he had no license to conduct pushcart sales. The Italian blandly rejoined that he wasn't going to move, and that he had a good lawyer who had informed him that he didn't need a license—furthermore, that the magistrate wouldn't do anything to him.

The magistrate declined to take an information in the case, pending a decision on the appeal in the Brodie case, in which he some time ago decided in favor of the defendant, on the ground that a \$100 license fee was prohibitive. The appeal was to have come up this week, but the hearing has been postponed.

The incident was the theme for much heated discussion at Monday night's city council meeting, and the magistrate's refusal to take an information came in for a deal of caustic comment. It was suggested that the matter could probably be dealt with by two justices of the peace, and, accordingly, the Property Committee were instructed to consult the solicitor, and, if possible, lay an information against Favata before two justices.

The Kent Canning Co. started operations on corn last week. The crop is late this year on account of unfavorable weather, but, weather permitting, the company hope to have three or four weeks' work for a large number of men and women.

GUELPH.

The Saturday market was a good one all round. The farmers have got practically all their crops under roof, and, as a result, the market was one of the largest in some months. In fact, so great was the demand for wagon space, that some vehicles could not get into the building, and then, too, the demand being scarcely in proportion to the supply, those with produce stayed around

until an unusually late hour. Butter and eggs were plentiful, the former at from 23c to 26c, and the latter from 18c to 20c a dozen. Potatoes also dropped to 75c a bushel. Tomatoes are now apparently in their last stages, and are in great demand not a basket being obtainable after 6.30 a.m. The price was from 35c to 40c a basket. Plums and pears were a little firm, from 60c to 85c being paid.

It seems as if the Merchants' Association have fully decided to keep open their stores next Thursday, after all, which doesn't by any means say they have used the best judgment. There may or may not be too many holidays, but this is a grand opportunity. This should have been Merchants' Day, and none will regret it more than those who keep open and find it would have been pleasanter and, perhaps, cheaper, to have closed up. We all know what a small city is like for business when a large excursion like this is going out, and at the small fare of \$1.25, who would not go?

HAMILTON.

The tomato outlook in this section looks rather gloomy. The drouth in August seems to have cut off all chance of a crop that will be of much use to the canners. The farmers who have contracted with the canners at 25c a bushel, are looking with envious eyes at their neighbors who are getting 80 and 90c a bushel on the Hamilton market, and the canners may find other reasons than the small crop for the shortage in stock coming into the factories. Human nature is pretty much the same among all classes, and while we blame the farmer just now, may they not have resisted the temptation, as a class just about as well as the mercantile community? Of course, all retail grocers live up to all the contracts they go into, and do not demand anything from anybody but what is morally and legally theirs.

Fruits and vegetables in this city are abnormally high, but even at the lofty prices demanded by the grocers there does not seem enough to go around. It is to be hoped that labor may be fully employed during the coming winter, as at the prices all commodities have reached, a man out of work would have a pretty hard time of it. The obliging grocer would have to extend a helping hand to a good many of them.

LONDON.

Fair week with tens of thousands of visitors in the city and so many more mouths to feed, finds the grocers and all other food providers very busy. The demand for all commodities is very great, and storekeepers wear a glad smile. Grocery travelers are staying in this week, meeting their customers from all over the province, but more particularly from the western part, the result being orders large and numerous. Fair week is a veritable harvest time for purveyors of food and foodstuffs.

Farm, garden and orchard produce brought in this week finds ready sale at good prices. The great demand for fruit keeps the price of plums, which are more plentiful than anticipated, at a high figure, for with an unusually small supply of berries and other small fruits, and anything but a good peach crop, housekeepers are looking on the plum as their only salvation. Growers must certainly find profit in the prevailing prices—from 90 cents to \$1.25 per small basket, according to variety. The recent warm, dry spell has had the effect of ripening belated tomatoes and they are now coming in in large quantities. A drop of ten cents a basket is recorded since last week.

QUEBEC.

The latest reports on the state of the crops in the Province of Quebec are far from being favorable. The Deputy Minister of the Department of Agriculture, whom your correspondent met a few days ago, told him that the rain at the beginning of September compromised very much the crops which in July were expected to be better this year than they were last. While in 1906 we had only a general average of 72 per cent., this year we were counting upon 80 per cent. On account of the rain, the average will now be very poor. Fodder and pastures suffered most from the unfavorable temperature. The same thing is remarked for green fodder, which was showing in July an average of 86 per cent.; clover 82, and timothy 77. At that time the averages in grain were: For wheat, 78; barley, 84; oats, 88; rye, 78, and buckwheat 79. Actually these grains are fine, but on account of the rain began to rust in the field. Apples are deceptive, for after a splendid flowering they only show an average of 68 per cent. Other small fruits are abundant. Potatoes are at present fine, but according to the latest information, which has been positively confirmed, the potato rot is just beginning.

The wholesale movement of groceries in our city is very satisfactory for the present season of the year. Good orders are received from travelers on the road. Retailers are satisfied with the actual state of business and with the arrival of their usual customers from summer resorts, trade will revive again. However, a good demand is noted for refined sugars and teas.

Small consignments of fresh fish arrived on the market this week. Cod is very scarce and prices are firm.

(Additional Correspondence on Page 65)

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Clark, W
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THE CANADIAN GROCER

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VALENCIA RAISINS

We look for higher prices

Don't miss this chance of buying at the lowest price for the BEST BRANDS.

WRITE OR WIRE

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers
of Teas, Wines and Liquors

2, 4, 6 and 8 DeBresoles St. - - Montreal

CANNED GOODS

We are actually receiving our first consignment of imported Canned Goods of the celebrated

"Soleil" Brand

Comprising:—850 cases of green fresh-selected Peas and Beans.

- Surextra Fine Green Peas**
- Extra Fine Green Peas**
- Very Fine Green Peas**
- Fine Green Peas**
- Medium Fine Green Peas**
- Medium Green Peas**
- Extra Fine Green Beans**
- Fine Green Beans**
- Medium Green Beans**
- Flemish Cut Green Beans.**

We will shortly receive our second consignment of

- | | |
|----------------------------------|-----------------------------|
| Giant Whole Asparagus | Medley of Vegetables |
| Whole Asparagus | Cut Carrots |
| Heads of Asparagus | Celery Stems |
| Bottoms of Artichokes | Whole Celery |
| Extra Fine Flagelet Beans | Spinach |

- SOUPS** *Green Soups with chervil and Peas*
Julienne Soups
Vegetable Soups
Tomato Soups

FRUITS We aim to supply our trade with the best imported canned fruits, such as:
Quarter-Cut Canned Fruits, in Fancy Glass Packages.

POST SCRIPTUM—Do not buy your **Dried Fruits, Nuts, Raisins (Valencia, Malaga, etc.), Plums, Figs,** etc., before getting our quotations or seeing our travellers.

For all information, Write, Phone or Wire to

Laporte, Martin & Co.

WHOLESALE DEALERS IN Limited
WINES, SPIRITS, LIQUORS AND GROCERIES
Montreal

CORRESPONDENCE

It all depends upon one of those particular customers known as "may use the word ability." There are stores to-day that afford to take an dictate to their suppliers as they choose.

Grocers have to it. If they act lost. Diplomacy with these exacting whims must be shown that their trade be done by the pleasant, business in the least offend

It is difficult at which hides a fro over, does it not ple who talk in s ner about your they enter the store best friends when They not infrequently are securing their constant co the best, they d people know it. store to their n them well they surely enough.

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Treat the cran hand, and you great injury. Na get around that prising manner. ford to have sto around these day unfounded.

Just a few da in a retail groc woman fairly wel class handled as sired. The grocer her and secured l livered in pieces, woman didn't wanted, and too dering. She gav started out of t grocer had thoug her, she suddenl else and came h three or four t never lost patie his smile the w a customer wh month, but her p much and her g much more.

N. Chartrand, real's veteran store at 694 St has a good star ranged in his us

**CORRESPONDENCE
MONTREAL.**

It all depends upon the grocer whether one of those particular, fault-finding customers known as cranks shall be, if one may use the words, an asset or a liability. There are so many grocery stores to-day that housekeepers can afford to take an independent stand and dictate to their supply man pretty much as they choose.

Grocers have to stand a great deal of it. If they act nasty it means trade lost. Diplomacy is required in dealing with these exacting customers. Their whims must be catered to; they must be shown that they are welcome, and that their trade is valued. All this can be done by the diplomatic grocer in a pleasant, business-like manner, without in the least offending his sense of pride.

It is difficult at times to wear a smile which hides a frown, but thinking things over, does it not pay? These very people who talk in such a provoking manner about your groceries every time they enter the store, are frequently your best friends when your back is turned. They not infrequently have an idea that they are securing the best you have by their constant complaint, but, receiving the best, they do not hesitate to let people know it. They advertise your store to their neighbors. If you treat them well they will advertise the fact surely enough.

And good words coming from a crank possess a particular value not equalled by kind words coming from the average customer. People think that Brown must be all right if such a crank as So-and-So says he is the best, the only decent grocer in town.

Treat the crank badly, on the other hand, and you are doing yourself a great injury. Nasty little stories will get around that will hurt you in a surprising manner. And no grocer can afford to have stories about him floating around these days—even though they be unfounded.

Just a few days ago the writer was in a retail grocery store and saw a woman fairly well qualified for the crank class handled as nicely as could be desired. The grocer was very pleasant to her and secured her order, which was delivered in pieces, in good shape. This woman didn't know just what she wanted, and took up valuable time ordering. She gave one little order and started out of the store and after the grocer had thought himself finished with her, she suddenly thought of something else and came back. This she repeated three or four times, but the retailer never lost patience with her. He kept his smile the whole time. She was not a customer who bought largely each month, but her patronage was worth so much and her good will was worth so much more.

N. Chartrand, who is one of Montreal's veteran grocers, has opened a store at 694 St. Antoine Street. He has a good stand, and his store is arranged in his usual good-looking style.

Mr. Chartrand is an enthusiastic retailer, and is about as well informed in retail grocery conditions in Montreal as any man in the city. He is a member of the Retail Grocers' Association, and has served at different times in an official capacity, having been president more than one year.

In the city, where rents are high and space is consequently valuable, it behooves the grocer to arrange his stock as economically as possible. There can be no such thing as waste room, unless there is plenty of money lying round idle and the grocer can afford to be lavish in the use of business quarters. I saw a good example of economy the other day in a retail grocery. This was a fair-sized store, which originally had three entrances, two side and the front. It was found that having two side entrances took up too much space, and one door was blocked. Instead of allowing the two feet of space between the inner and outer walls to be wasted, this grocer arranged a fine bread and pastry pantry therein. Sanitary glass shelves were secured and hung by means of attractive brass brackets, and the bread and cakes placed on these. A glass door was put in to complete the arrangement and the shelves on that side of the store were built over the door.

J. A. Renaud is one of the younger generation of grocers who is doing well. He conducts a bright store at 622 St. Antoine Street, where he has, in three years, built up a good connection with the neighborhood. He is a member of the Retail Grocers' Association and is quite up to date in other respects. He is one of Mr. Chartrand's old clerks.

Early closing is becoming more fashionable in grocery circles every month. An increasing number of retailers are taking up the movement, and it is hoped that every good man who has his own welfare and that of his brother grocers at heart will put his shoulder to the wheel and help along the good work.

Rapidly the time is passing when men will work fifteen and sixteen hours a day. This is an age of nine and ten hour days, and if men can obtain the same money for ten hours' work as they do for fifteen, it is not unnatural that they should prefer working for the man who gives them the former.

INGERSOLL.

The shareholders of the Canadian Condensed Milk Company met at the Daly House on Thursday last, when organization was completed.

The following were elected directors: Dr. J. M. Rogers, Chas. White, John E. Gayfer, Ingersoll; Dr. Parke, Woodstock; F. R. Lawlor, M.P., Dunnville; D. Marshall, M.P., Aylmer; R. L. Innes, Hamilton.

The directors at a subsequent meeting elected the following officers: President, D. Marshall; vice-president, Dr. J. M. Rogers; secretary-treasurer, R. L. Innes.

The head office of the company will be in Hamilton and it is expected that the factory will be erected in Aylmer.

Although plums, the last of the small fruits in this section, are being marketed in rather plentiful quantities, the fruit situation from the consumer's standpoint remains practically unchanged. It has been a long time since fruit remained at such high prices throughout the season, and it has had a most discouraging effect on the average housewife. The difficulty began with the strawberries, which were scarce, and the prices much higher than in former years. The advent of the other berries failed to relieve the situation, and now that plums and peaches are being marketed at figures away above expectations, it is pretty certain that "preserves" will be more precious than ever this winter. There are several small plum orchards in this district, especially to the south, and the yield is said to be large, but the scarcity in other parts of the country and the shortage of fruits in general, have boosted the prices, until, in many instances, the fruit is regarded as being beyond reach.

After a protracted drought, this section was favored last week with a copious downpour, which, in the language of the west "was worth millions." The country has been crying out for rain. Vegetation has been retarded to a great extent on account of the absence of rain. The tomato crop is at least ten days later than in other years. Speaking to a gentleman a few days ago, who is interested in the canning business, your correspondent was informed that the tomatoes were suffering for the want of rain, and that under the then existing conditions it was difficult for him to say just when operations would be commenced at the canning factories. However, the rain since that time has improved the situation considerably, and although backward, a fairly good crop is anticipated.

J. S. Smith, manager of Beattie & Co.'s grocery store, spent Labor Day in Berlin, where he was employed for some time prior to coming to Ingersoll.

With the almost general scarcity of small fruits, the apples are receiving more attention than in previous years. From enquiries made by your correspondent, it is believed that the crop in this section will be about an average one. In many instances the quality may not be up to the usual mark, but it is gratifying enough to know that it will not be a failure. The apples are probably smaller than in other years, for which the dry weather is held accountable. The buyers are now going amongst the farmers, but it is a trifle early to obtain definite quotations, although it is understood that good prices will be paid for first-class fruit.

The return of the cottagers from the summer resorts, and the close of the Toronto Exhibition, which according to the press "every one attends," are looked upon as encouraging signs by every merchant of the smaller places. Business is usually given an impetus with the advent of Fall, that is not characteristic of any other season, and in anticipation of a lively trade, the local grocers have stocked up well and have everything in first-class shape.

WANTED

A Capable Managing-Editor

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

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

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

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

The MacLean Publishing Company

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

WILL PAY FOR YOUR ENERGY

It is a well-known fact that no Tea ever placed on the Canadian market possesses as much intrinsic value as

RED ROSE TEA

There are many ways to prove it.

Try the Tea yourself
Ask other people who drink it
Ask any disinterested Tea man

Put the energy into selling Red Rose Tea that you put into other brands, and you will sell more Tea and make more money.

If you are not selling it, I think these facts will be proved by a single case. Is it not worth ordering one?

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

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

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

A SPECIAL OFFER

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

Gold Standard

BAKING POWDER

as well as our other products.

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

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

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

THE CODVILLE-GEORGESON CO.,
Winnipeg, Man. Limited

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in The West

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

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

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

Government Inspection

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

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

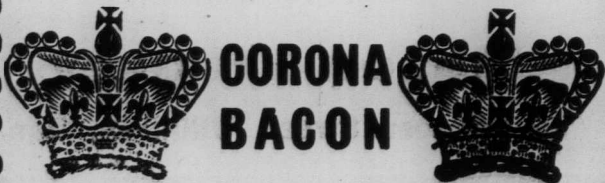
F. W. FEARMAN CO.

Limited

HAMILTON

A Tasty Breakfast

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



It will satisfy the most particular.

At other times get her to try

CORONA HAM

She's sure to be satisfied and that means satisfaction and profit to you.

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

WE HAVE NO RETAIL STORES

Business Prosperity

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

Ryan Brand

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

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

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

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

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

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

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

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

Lard, compound, tierces, per lb.	0 09	0 11
" " tubs	0 10	0 11
" " 20-lb. pails, wood	0 10	0 11
" " 20-lb. pails, tin	0 09	0 10
" " cases, 10-lb. tins, 60 lbs. in case	0 10	0 11
" " 5-lb.	0 10	0 12
" " 2-lb.	0 10	0 12

Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 00	23 00
Canadian short cut clear	21 00	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13	0 16
Hams	0 12	0 16
Extra plate beef, per bbl.	14 00	15 00

BUTTER—The butter market is firm and higher, receipts being small and local demand heavy. The entire trade being transacted to-day is local, with the exception of the few parcels shipped to the other side. Firm markets will rule during the entire month, from the present outlook.

Creamery, choice, boxes	0 23
" " pound prints	0 23 1/2 0 24
Dairy, tubs	0 19 0 22

EGGS—Strong demand is reported for eggs, for which firm prices are asked. For selects, dealers demand 22c to 23c; No. 1, 19c to 20c; No. 2, 15c and sometimes 18c and 18 1/2c, though these are high prices. Quality of the eggs arriving is first-class, and some dealers are endeavoring to put a few lots in storage, though present prices are not satisfactory for storing purposes. They count upon high prices ruling during the winter months and thus making their profit.

CHEESE—Cheese is considerably higher this week. Supplies are not large and dealers, having to pay higher figures in the country, are in turn asking better money of purchasers. The recent rains, which have been general, will help out the make somewhat. Export business is slightly better.

Cheese, old	0 14	0 16
" " new, large	0 12 1/2	0 13
" " twins	0 13	0 13

HONEY—New honey is late in arriving this year, some merchants not having received one consignment yet. Prices have not changed since last week. Prospects are that the crop of buckwheat honey will be excellent as buckwheat crop reports are most satisfactory.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 07	0 07 1/2
Clover, strained, bulk	0 8 1/2	0 9

TORONTO.

PROVISIONS—The market continues firm with business active. Lard shows signs of strengthening, though an advance is not generally quoted. Cables earlier in the week quoted cheese a point higher and this caused a similar advance on the local market. Butter is exceedingly firm and has made advances, particularly in the lower grades.

Fresh meats remain about the same, though lamb has gone down another cent. and veal is slightly higher.

Long clear bacon, per lb.	0 10 1/2	0 11
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15	0 15 1/2
Medium hams, per lb.	0 14 1/2	0 15 1/2

Large hams, per lb.	0 13 1/2	0 14
Shoulder hams, per lb.	0 10 1/2	0 11
Backs, plain, per lb.	0 16 1/2	0 17
" " pea meal	0 17 1/2	0 17 3/4
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 11 1/2	0 12
" " tubs	0 12	0 12 1/2
" " pails	0 12 1/2	0 13
" " compounds, per lb.	0 12 1/2	0 13
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	0 08 1/2	0 10 00
" " front quarters	5 00	6 00
" " choice carcasses	7 50	8 00
" " common	5 00	6 00
Mutton	0 08	0 10
Lamb	0 09	0 10 1/2
Hogs, street lots	8 75	9 00
Veal	0 08	0 10

BUTTER—The market is even firmer than it was a week ago and prices have advanced from last quotations. This condition, which is attributed to poor pasturage, seems likely to continue for some time.

Creamery prints	0 25	0 27
Creamery solids	0 23	0 23 1/2
Dairy prints, choice	0 23	0 25
" " ordinary	0 19	0 20
" " tubs choice	0 21	0 22
" " tubs, ordinary	0 19	0 21
Baker's butter	0 18	0 19

EGGS—Eggs are still free this week, but firm demand keeps prices about the same.

Eggs, candled	0 20
" " selects	0 22 0 23

CHEESE—As a result of cables from the Old Country, the market is somewhat stronger and quotations show a slight advance.

Cheese, large	0 12 1/2	0 12 3/4
" " twins	0 12 1/2	0 13 1/4

HONEY—Honey has gone up a point, as a result of crop shortage.

Honey, strained, 60 lb tins	0 12	
" " 10 lb tins	0 12 1/2	
" " 5 lb tins	0 13	
" " in the comb, per doz	2 50	3 00
Buckwheat honey, per lb.	0 07	0 08
" " in comb, per doz	1 25	1 50

POULTRY—This week the supply is light as a result of the very heavy supplies of the last two weeks. Ducks are quite plentiful, with prices the same. Chickens have advanced after the drop of the last two weeks.

Live Weight.		
Spring chickens, per lb.	0 11	0 13
Old fowl	0 10	0 10
Ducks	0 10	0 10
Dressed weight.		
Spring chickens, per lb.	0 15	0 15
Old fowl	0 10	0 12
Ducks	12 0	0 14
Tom Turkeys	0 18	0 18
Hen	0 18	0 18

PRICES WITHDRAWN.

All Starch and Syrup Quotations to Be Revised.

The undersigned companies have issued the following important notice to the trade:

Montreal, 9th Sept., 1907.

"We beg to advise that we have withdrawn all quotations and price lists for both starch and syrup. We are, therefore, not in a position to accept any orders, except at prices to be made later, until fresh price lists are prepared, which we trust to supply to you in a few days.

"The Edwardsburg Starch Co., Limited,
 "The Brantford Starch Works,
 Limited."

The Mapleton Dairy Co., with head office at Winnipeg, has been incorporated with a capital of \$15,000.

There is Only One



FLY PAD

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.

ARCHDALE WILSON, - HAMILTON

TRADE WINNERS

The season is now approaching when the several lines mentioned below are in special demand, such as :

FRESH SAUSAGES

Made the Ingersoll way, are more appetizing when the consumer knows that only selected pork cuttings and the very finest quality of absolutely pure spices are used in the manufacture. If you have not supplied your customers with **INGERSOLL SAUSAGES** in the past try them and see how your trade will grow, and better still, the demand will continue from month to month.

COOKED MEATS

Our pressed Tongues, hocks and Tenderloin are solid meat, no waste. The cool weather will soon allow you to show these goods on the counter, when the sale always increases. Every description of cooked meats and sausages supplied.

ENGLISH BREAKFAST BACON

What is more delicious for your breakfast these cool mornings than bacon and eggs, English breakfast bacon cured in pure granulated sugar by the **Ingersoll process**. Consumers from Halifax to Vancouver know Ingersoll bacon for its tenderness and that sweet, nutty flavor. Don't miss stocking Beaver Brand Breakfast Bacon, **the brand that's in demand**. Manufactured in Canada's most sanitary Packing house by

THE INGERSOLL PACKING CO., Limited

INGERSOLL, CANADA

Short Packs

are more than likely to occur in several lines this Fall, and it would be well to ANTICIPATE these conditions

CANNED VEGETABLES

Most lines will be a short pack and if you have not ordered, send in your specifications. We sell for

Lakeside Canning Co., Riverdale Brand
Belleville Canning Co., Queen Brand
Farmers' Canning Co., Farmers' and Golden West Brand

Cleanliness is the motto of our canneries. There is no cheap labor down in that district, and everything is HOME GROWN and HOME PACKED.

ROLLED OATS

Will be very high this year. Here's a bargain. "Victor" Brand 90-lb. sacks, \$2.45 per sack. Freight paid in 10-sack lots. Privilege of taking delivery to Nov. 1st.

Spot Bargains

We offer you a few odd lines below. Take advantage of them while they last. All prices are NET TORONTO

SALMON will be very scarce and high.

"Cock of the North," Red Fish, half flats, cases 8 doz. each, per doz.90
Salad, Pinks, flats, cases 4 doz each, per doz.97½
Totem, Pinks, talls, cases 4 doz. each, per doz.97½
SQUASH , Riverdale, 2s, per doz.62½
CATSUP , Belleville, 12-oz., per doz.90
MALT VINEGAR , Maconochie's, half-pints, per doz.80
PEANUTS , Spanish, Green, per lb.08½
PEANUTS , Spanish, Roasted, per lb.09½
TOMATOES , Jersey Brand, per doz.	1.05

NEW FALL FRUITS AND NUTS

WE HAVE SOME DECIDED BARGAINS IF YOU ARE OPEN.

CANADA BROKERAGE CO., LIMITED

9 Front Street East, TORONTO

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Clark's Perfect Canned Meats

Retail grocers should handle Clark's Canned Meats

Because:

They are **absolutely the best** consumed in Canada. Only **prime Canadian meat** is used in their manufacture. There is a **great variety** to choose from.

The manufacturer is **advertising** to the people in every part of the Dominion **educating** them for the benefit of the retailer.

A Few Leaders:

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

WM. CLARK - MONTREAL

O'MARA'S

PORK SAUSAGE

Guaranteed Absolutely Pure

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

Pork Sausages { **Delicious**
Delectable
Digestible

JOSEPH O'MARA
PALMERSTON, ONT.

The Manitoba Canning Co.

LTD.
 Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

By
 Royal Warrant
 Purveyors



To
 H. M. King
 Edward VII

There is only **one**

BOVRIL

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

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

BOVRIL Limited, 27 St. Peter St. Montreal

CEREALS AND CONFECTIONERY

Bright Outlook for Record Fall Business—Export Enquiry Increasing in Both Flour and Cereals—The Fall and Christmas Confectionery Trade.

Bright prospects all round have spread a general feeling of optimism among the trade. At present, though prices are higher than last week, there is no immediate indication of further raise, as the millers prefer taking no chances until it is possible to get a definite line on the crop outcome. The market, however, is very strong, and the export demand is showing greater activity than is usual, even at the opening of the Fall season.

One good feature of the situation, is that the grain is all in the hands of the farmers, who will thus get the advantages accruing from a rising market instead of the speculators, in this way benefitting themselves and the country at the same time. The crop situation in the west is dealt with editorially on another page.

In cereals, prospects are exceedingly good. The regular Fall trade is in full swing, and some dealers declare that they are already overstocked on orders. It seems assured that all handlers of oat products will this year have as much business as they can look after. Export inquiry is good, and from the scarcity and poor quality of American oats, it looks as if Canada will have almost a monopoly of this branch of trade, if she can get the supplies with which to meet it.

Confectionery.

Grocers all over the country, the wise ones, that is, are beginning to make their plans for the Christmas candy trade. This is about as expensive as you like to make it. You can start your Christmas candy trade in October with facility, if you go about it in the right way. Devote a little of your advertising space in the local paper to telling the people what you are going to do; that you are going to make a speciality of confectionery this Fall, and that the latest things in fancy boxes and fine bonbons may be found at your store. It doesn't take long to educate your customers to the fact that you are selling candy every bit as good as the store that sells candy and nothing else. But don't wait. Be first on the ground.

MONTREAL.

FLOUR—Since last report there has been an advance of 15c to 30c in flour. Crop reports from the west have not been encouraging, and the market is very firm, with possibilities of a further advance. Local demand is reported strong, despite high prices, while export business has been satisfactory at figures which one would think unlikely to interest buyers.

Winter wheat patents.....	5 20
Straight rollers.....	4 50 4 60
Extra.....	4 00 4 10
Royal Household, bags.....	5 50
Glenora.....	4 90
Manitoba spring wheat patents.....	5 50
" strong bakers.....	4 90
Five Roses.....	5 50

FEED—Feed is again higher, and the situation is as bad as ever. Orders are plentiful, but millers are at their wit's

end to fill them, though they are in receipt of high prices for anything they can supply. Feed flour has participated in the general advance, and is 5c higher.

Ontario bran.....	22 00 23 00
Ontario shorts.....	24 00 26 00
Manitoba shorts.....	25 00 26 00
" bran.....	22 00
Moullie, milled.....	23 00 30 00
" straight grained.....	28 00 30 00
feed.....	1 50 1 45

ROLLED OATS—Demand for rolled oats is small, owing to the high prices that rule. Once this line advances beyond \$2.50, there seems to be a decided falling off in transactions.

Fine oatmeal, bags.....	2 60 2 75
Standard oatmeal, bags.....	2 60 2 75
Granulated.....	2 60 2 75
Gold dust cornmeal 98 lb bags.....	1 70 2 00
White cornmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	2 55 2 65
" 80-lb. bags.....	2 45 2 52 1/2
" bbls.....	5 20 5 50

TORONTO.

FLOUR—Prices have advanced, and there is a strong tone to the market. Millers are quiescent at present as regards any actual advance, but further developments may be looked for as soon as a reliable estimate of the crops is obtainable.

Manitoba Wheat.

60 per cent. patents.....	5 00 5 25
85 ".....	5 00
Strong bakers.....	4 40 4 60

Winter Wheat.

Straight roller.....	4 40 4 50
Patents.....	4 60 4 70
Blended.....	4 35 4 40

CEREALS—Prices show a slight advance over last week, and the market is very strong. Export inquiry is reported as being very active, and domestic demand is very satisfactory.

Rolled wheat in barrels, 100 lbs.....	2 75 3 00
Rolled oats, in wood, per bbl.....	5 35
" in bags, per bag 90 lbs.....	2 55
Oatmeal, standard and granulated, per bbl.....	5 60
" " in bags 98 lbs.....	2 70

FIRE IN SPICE MILL.

Early last Saturday morning fire broke out in the premises of the Dominion Coffee & Spice Mills Company, 305 St. Paul street, Montreal, and before the flames were conquered damage to the extent of \$30,000 was done the building and its contents.

J. A. Simard, proprietor of the business, does not know how the fire started, but believes it was caused by one of the roasters.

Falconer Bros., flour and feed merchants, of Winnipeg, have been succeeded by W. J. Emmerson.

LET US KNOW

when you want

**BAGS
PAPER
TWINE
STATIONERY, ETC.**

and we'll write you or have one of our travellers call.

Our goods the best. Prices right.

A. M. THORNE & CO., 77 Front E.
TORONTO
PHONE MAIN 5548

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

H. CONSTANT

First and sole maker in Canada
of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St., QUEBEC.

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

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

GREAT PACKER DEAD.

But His Influence Died With Him—An Estimate.

This is how one of the New York papers comments upon the recent death of Nelson Morris, who was for many years one of the controlling influences in the packing business:

"There has been considerable comment upon the death of another of the original Big Four packers in Chicago, namely, Nelson Morris. But his personality was not such as to afford much interest except as to the amount of the

fortune he had accumulated in the packing business. But on this point there were wide differences of opinion, running from eleven to forty million. His business will be carried on by his son and his death had no effect on the markets in which he had been so important a factor in life."

PERSONALS.

Thos. Montgomery, jr., of Thomas Montgomery & Son, Montreal, has returned from a holiday trip spent in American cities.

S. J. Mathewson, of Mathewson's Sons, Montreal, spent a few days in Bloomfield last week, returning to the city Monday last.

J. Frank Crowe, one of the leading wholesale grocers of Halifax, and his brother, W. E. Crowe, a retail grocer of the same city, were in Toronto for the last week of the fair.

James Wagstaffe, of Wagstaffe's Limited, Hamilton, Ont., called on The Grocer last Monday, while in Toronto on a short business trip. There were no complaints forthcoming as to this year's pack of fruits.

Mr. A. H. Brittain, agent for the Atlantic Fish Company, Montreal, called at the Grocer office yesterday. Mr. Brittain says that fish are exceedingly scarce in all lines, and that the situation is somewhat serious.

John R. Marshall, Montreal manager of Rolla L. Crain Co., Limited, Ottawa, was in Toronto last week. He paid The Grocer a visit. Business in the Crain Co. system is reported exceedingly good in his territory.

R. French, Lemonville, Ont., was a caller at The Canadian Grocer offices during exhibition week. Incidentally he was pleased to pay his subscription to the Grocer, and expressed himself as very much benefitted by the valuable and interesting information supplied every week.

W. E. Crowe, Halifax, was a visitor to Toronto last week, taking in the Canadian National Exhibition. To the Grocer representative, Mr. Crowe, who, by the way, is a prominent Haligonian grocer, reports business very good, and if the All Red Route makes its terminus there, business will take a strong leap forward. Mr. H. M. Piper, of Todhunter, Mitchell & Co., guided his footsteps through the mazy midway.

Wm. H. Dunn, Toronto and Montreal, has recently been appointed wholesale distributing agent in Ontario for Royal Crown Toilet Soaps. He now has charge of this product for the territory from Fort William to Sydney.

Past Due Accounts.

We have just issued an eight page booklet regarding our Collection Department. If you have not received one write us. It will interest you.

The Beardwood Agency

Claims, Collections and Commercial Reports

313, New York Life Bldg., MONTREAL

48 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

WE CLAIM THAT OUR

Calcium Acid Phosphate

- (1) Is quite as successful for Baking purposes as Cream of Tartar, and
- (2) From a health standpoint is superior.
- (3) That it keeps well and retains its strength
- (4) That it shows a considerable saving to the user.

Write for Recipes, Samples and Quotations

CHARLES C. BRYCE & CO.,

43 & 5 Great Tower St. E.C. LONDON, ENGLAND

A SURETY OF GOODNESS

Once you can convince your particular customers—they are the best payers—that you handle

Perfection Cream Sodas

your customers are satisfied of the quality of your other lines.

Biscuit goodness is as variable as the shade. That's why



are so popular. Their goodness is lasting. It is generally admitted that we have reduced the art of baking to an exact science. The exquisite deliciousness of

Perfection Creams

varies never. It always lasts. And—it pays to stock them.

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents: O. E. Colson & Son, Montreal; J. Masson & Co., A.P. Tippet & Co.

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Produced in Switzerland)

There is never an excuse necessary with

Cailler's Genuine Swiss Milk Chocolate

Its purity its manner of hygienic preparation, the richness of Gruyere Valley Cream, tell the story—You give the best when you sell Cailler's.

General Agent for Canada:

WM. H. DUNN

396 St. Paul St.
Phone Main 685
MONTREAL.

27 Front St. East
Phone Main 7658
TORONTO.

The Grocer's Most Profitable Line

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



Cowan's Cocoa and Chocolate

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

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



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

It pays you to pay for quality.

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

PURITY

EXPERIENCE IS BETTER THAN ADVICE

If you will put in a trial order of our flour you won't need our advice to induce you to order again. Experience will teach you that your best trade want our brands

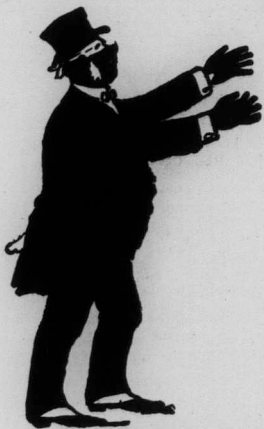
"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. BRANDON, MAN. LIMITED

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.



Don't Grope Around in the Dark !

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

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

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

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

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

BUSINESS CHANCES.

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

GROCERY BUSINESSES—1 have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

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

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

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

SITUATIONS VACANT.

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

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

FOR SALE.

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

SITUATIONS WANTED.

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

Expert Bookkeeping

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

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

APPLE CROP IN QUEBEC.

A 50 Per Cent. Crop Expected—Export Business Already Started.

Montreal, Sept. 12, 1907.

Prospects are that there will be 50 per cent. of a full crop of apples in Quebec this year, against a 60 per cent. crop last year. This is an approximate estimate.

There has been much dry weather in the province at the time when rain was needed. During three weeks when rain was most required, not a drop fell in the Eastern Townships, where a large percentage of the Quebec apples are grown. Strangely enough, the Island of Montreal has been blessed with any amount of rain, too much, in fact, for the fungi, or black spots, have made their appearance on the apples. These spots are caused largely by excessive rains, followed by heat, and naturally retard the growth of the apple.

According to what can be ascertained, the apples will not be as large and perfect this year as usual, owing to the late summer and the unfavorable weather mentioned in the foregoing. The Fameuse apples, for which the province is famed, are doing well. The other varieties grown chiefly are: McIntosh, Duchess, Wealthy, St. Lawrence, Yellow Transparent, and Montreal Peach, the latter purely a local apple.

A 65 per cent. crop of crab apples is expected. The first of these apples are now offering at 35c to 40c a basket, but they are not in strong demand.

There are some Duchess apples selling around \$3.

Shipments of the earlier varieties are already being made through the port of Montreal. Colverts and Jenettings are being shipped in fairly large quantities, some 1,208 barrels in all having been exported last week. The apples, however, are not of the right sort for export, having been taken from the trees before they were fully matured.

WILLIAM LEVACK DEAD.

Well-known Cattle Dealer Succumbs to Heart Disease.

Stockmen and prominent provision dealers generally will regret to learn of the death of William Levack, the well-known cattle dealer of Toronto Junction, who passed away suddenly on Friday morning, as a result of an attack of heart disease. He was fifty-seven years old.

Mr. Levack came to Toronto about forty years ago from Wick, Scotland, started at once in the cattle trade and has been engaged in that business ever since. He was an extensive exporter of live stock, and as head of the Levack Abattoir Company at Toronto Junction, has made himself respected by all with whom he has come in contact.

He is survived by a widow, one son, Walter, and two daughters, Mrs. R. J. Cluff, of Toronto, and Mrs. Samuel Thompson, who is at present on her

wedding tour. The funeral was held on Monday from the family residence, 118 Halton street, to Mount Pleasant Cemetery.

MILK AND BREAD ADVANCED.

Montrealers will pay ten cents a quart for milk after October 1. This was decided at a meeting of the Milk Shippers' Association held recently. The price has been eight cents a quart during the summer, but the suppliers of milk, feeling that the cost of maintaining cattle had increased greatly, think themselves justified in raising the price once the fall season sets in. The labor unions are talking milk trust and threaten to apply to the government for the appointment of a royal commission to look into the matter.

Bread has been advanced two cents a loaf for the larger size and one cent for the smaller. Eighty master bakers decided that this advance was necessary at a meeting held the other day. They considered their action justified because flour has gone up and is likely to advance further.

S. S. Adams, successor to Adams & Rogers, retail grocers, of Cardinal, Ont., was in Toronto for the last week of the fair and called at The Grocer office. While paying his subscription, he expressed himself as remarkably well pleased with the journal and spoke quite enthusiastically of the help he found in his business from perusal of The Grocer's columns.

CANADA: No better Country

DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The strongest argument for the sale of

Mott's

"Diamond" and "Elite" brands of

Chocolate

is the confidence of the consumer during the past thirty years—MOTT'S is the Canadian standard.

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

SELLING AGENTS:

J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver

Dealers are requested to write for special free deal.



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

We Are Continually

telling the merits of "White Moss Coconut." How can we help it? We **know** it is good, and we want every grocer to know about it and order from his jobber a case of our packages. We will be pleased, you will be pleased and your customers will be pleased. "Do it now."

Canadian Coconut Co.
107 Lagachetierre St. W., Montreal

"The only original and genuine."

When you think of electricity, you think of Edison ;
when you want Worcestershire Sauce you have

LEA & PERRINS' SAUCE

in mind.

When you think of buying table sauce
for your trade, stock that which never
fails to satisfy,

LEA & PERRINS' WORCESTERSHIRE SAUCE

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.

Satisfaction Both Ways.

¶ Nowadays the go-ahead grocer stocks only those goods that
he knows will please his customers and at the same time afford
satisfaction to himself.



Magic Baking Powder

is delightfully satisfying to the housewife who buys it, because
it makes the lightest and most wholesome kind of biscuits,
cakes, etc.

¶ It affords satisfaction to the grocer who sells it, because it is splendidly advertised
and yields him a substantial profit. **DO YOU SELL IT?**



Established 1852.

VIGOROUS ASSOCIATION ORGANIZED.

Vancouver Merchants Band Together for Mutual Benefit.

The grocery business on the Pacific coast appears to be in a flourishing condition and its members seem to appreciate the value of modern methods. For some time Victoria has had a flourish-

ing Retail Merchants' Association. Now Vancouver has fallen in line.

At a recent meeting, attended by fully seventy-five per cent. of the merchants of the city, the Vancouver Retail Merchants' Association was organized. The executive, including some of the strongest business men in the city, was elected as follows: President, W. J. Andrews; Vice-President, Luther McTaggart; Secretary-Treasurer, T. J. Hunter; Direc-

tors, H. A. Edgett, H. Lee, Frank Wright, Will Webster, and W. Clark. R. D. Scott was appointed Acting-Secretary to look after the interests of the association under the direction of the Executive.

Price-cutting has been particularly troublesome in Vancouver for a year or more, and an active campaign against this as well as against the custom of extending indiscriminate credit, was outlined.

The interest shown in the new organization is very encouraging, and is an earnest of the success which should result. The association should be a material aid in many ways to the grocers of the city.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply **the best at closest prices.**

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

Once more we would remind you of the advancing season, and advisability of **ordering now** if you would avoid vexatious delays incidental to fall congestion and limited transportation facilities.

VERRET, STEWART & CO., LIMITED

The Salt Sellers
MONTREAL

AUSTRALIAN FRUIT FOR CANADA.

The Australian dried fruit trade with Canada has exceeded the most sanguine expectations of the leading exporting firms in the former country, and, according to reports recently received, measures have already been taken by these firms to increase next season's exports to Canada to at least 1,000 tons.

PACK BY LOCALITIES.

The pack of the British Columbia coast is now figured out as follows: Skeena River, 110,000 cases; Fraser River, 55,000 cases; Rivers Inlet, 87,000 cases; Naas, 14,000 cases, and outside points contributed 19,000 cases, making a grand total of 285,000 cases. Of this amount not more than 90,000 cases are available for export to England, as Canada has taken 120,000 and Australia about 75,000 cases.

British Columbia will be well represented at the forthcoming exhibition of colonial grown fruits, to be held by the Royal Horticultural Society, in Vincent Square, London, England, in November next. The fruit will afterwards be shown at other points throughout Great Britain.

SUGARS & CANNERS LIMITED.

MAPLE SYRUP.
MAPLE SUGAR.
MOLASSES.
CONFECTIONERY
SPECIALTIES.
CANDIED PEELS
&c.&c.



CANNED FRUITS.
JAMS &
MARMALADE.
TOMATOES.
KETCHUP.
PICKLES. VINEGAR
&c.&c.

INCORPORATED
in 1907.

CAPITAL STOCK
\$250,000.00

PARTHENAIS ST. COR. ST. CATHERINE.

MONTREAL

LARGEST WORKS OF THE KIND IN CANADA

"BLUENOSE" CODFISH

Prepared for family use. Packed in 10, 20 and 40-lb. boxes. Put up by the packers of the celebrated

"HALIFAX" and "ACADIA" Brands of Pure Atlantic Boneless Codfish

QUOTATIONS ON APPLICATION.

Atlantic Fish Companies, Limited
Nova Scotia



AGENCIES :

A. H. Brittain & Co., Montreal
Stuart, Watson & Co., Winnipeg
Chas. Milne, Vancouver

HEAD OFFICE :

Lunenburg, N. S.

WORKS :

La Have, N.S. Ingonish, C.B.
Lunenburg, N.S. Port La Tour, C.B.
Canso, N.S. Cape Island, N.S.
Bay of Islands, Nfld.

Ask Your Wholesale Grocer
for

Brunswick Brand

KIPPERED HERRING

FINNAN HADDIES

HERRING in TOMATO SAUCE

and

SARDINES

and you will be sure to get A1 stock.

Connors Bros., Limited

Black's Harbour, N. B.

There's as much difference between

"King Oscar" brand
Sardines

and other brands as there is between
Electric and Candle Light

It's easy to talk, but "the proof of the pudding is in the eating."

Your customers, once they try a tin of "King Oscar" Sardines, will insist upon that brand always.

"Those who know" buy

"King Oscar"

For sale by leading jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

Commercial Sense

It's simply a matter of commercial sense stocking the best brand of tobacco on the market. Averagely good Tobacco may be handled by the ordinary cigar dealer, but the shrewd Grocer prefers

T. & B.

for a variety of reasons. **T. & B.** is fragrant, cool and delightful. Veteran smokers call it the king of pipe tobaccos—solace concentrated—while shrewd grocers know it to be a sure and certain trade-builder. And

T. & B. sells more than Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

TRADE NEWS OF NOVA SCOTIA

Wholesale Trade Quiet—Scarcity of Beef—Beans Advancing—A Plea for Honest Apple Packing—General News and Markets.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Sept. 8.

The retail grocery trade in Halifax is good, but business in the wholesale trade is a little on the quiet side, due in some measure, it is said, to the high prices of all lines. The grocers are only purchasing small lots. There is a scarcity of American and Canadian plate beef. Some of the American packers will offer any beef for shipment, and Canadian beef cannot be purchased. Flour is firmer and an advance of fifteen cents has been made by the millers. Corn continues on an upward tendency, and beans are firm and advancing, owing to the short crop. Valencia raisins also show a slight advance, and cheese is very firm. The price quoted is 12 to 12½c for large, and 12½ to 13c for twins. Butter remains unchanged. The New York market is well supplied, and it is thought this may have some effect in keeping the Canadian market in check. Eggs are unusually scarce for the season of the year, and it is reported that the Prince Edward Island dealers cannot fill their orders. The price quoted for case stock is 21 to 22 cents.

One of the large Liverpool (Eng.) firms which handles Canadian products, writing to its representative in Halifax about the grading of Nova Scotia apples,

says: "We are pleased to learn that there is a prospect of a good crop of Nova Scotia apples, and hope steps will be taken by dealers to see that the fruit is packed in an honest and proper manner. If this is done, the future of Nova Scotia apples is assured, but the present system of packing and marketing them (solely from the buyer's point of view) is rotten to the core, and until such time as the packing is done honestly, you will not find any buyers willing to touch Nova Scotia apples, except at a ridiculous price. Take ourselves, for instance. If we could get your Kings packed properly, all one grade, we would not have the slightest hesitation in buying 10,000 to 20,000 barrels, but as the business is done now, a few barrels from one packer and a few from another, one lot fair, another lot rubbish, we dare not buy; it is not to the man or firm that does so."

"In our opinion there are no finer apples grown than those produced by Nova Scotia, but owing to bad grading and false packing, there is no package of apples which reaches us from any part of Canada or the United States so unsaleable as Nova Scotians. This is clearly seen by the prices realized, Ontario packing always commanding shillings more per barrel than Nova Scotians."

Apples are coming in more plentiful and they are finding a ready sale. The varieties on the market are: Astrachans, Sweets, Early Moscows, Transparent and Early August. They sell from \$1.50 to \$3.00 per barrel, the Sweets bringing the highest price.

F. B. Chute, of Berwick, N.S., has received a cable ordering two thousand half barrels of early apples for shipment to South Africa. John Fox, of the firm of John Fox & Co., London, Eng., has been spending the past month in the counties of Kings and Annapolis, visiting the orchards. He states that he found the fruit exceptional in quality and a large crop, and 25 to 30 per cent. cleaner than last year. The prospects for good prices in the English market are excellent, owing to that country having but half a crop this season. Mr. Fox has had a very successful trip and is emphatic in advising the fruit growers to hold their apples and ship direct, if they wish to make good profits. He believes spraying has been very beneficial in producing the clean crop of the present season.

Larder & De Young's new commission store on George street, Sydney, is being rapidly erected by the contractors, and when finished will present a handsome appearance. The owners expect to occupy the building by the first of October. The building is being constructed of cement blocks.

J. J. Penny, of the big fish house of Penny & Son, with branches all over

the west coast in the city trip.

W. H. Muat, the ju fishing conce was in Halifax with some fi

The Norwe from Sydney dor coast, fo will take to

A SUCC

R. Muat, duced below, this sketch, retailers wor Calgary, as Heinz Co. F this firm in for close up likely to be from prese early work ing in new businesses fo hold of, stre sible. Beau at first glan



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Mr. Muat sentative of He was in c the recently al Exhibitio the office Grocers' As he occupied ship of the

the west coast of Newfoundland, was in the city last week on a business trip.

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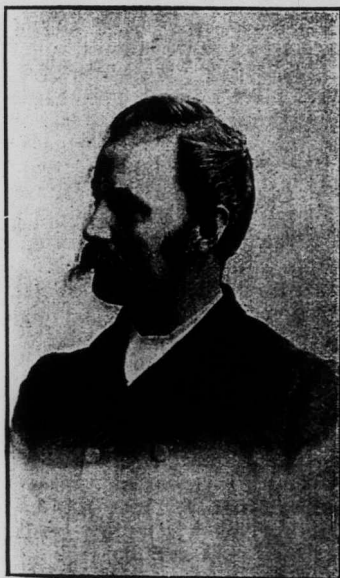
W. H. Moulton, of Burgeo, Newfoundland, the junior member of the large fishing concern of Moulton & Company, was in Halifax last week in connection with some fish shipments.

* * *

The Norwegian steamer Uisk sailed from Sydney last week for the Labrador coast, for a cargo of fish, which she will take to the Mediterranean.

A SUCCESSFUL SALESMAN.

R. Muat, whose photograph is reproduced below, and who is the subject of this sketch, is known to about all the retailers worth knowing from Halifax to Calgary, as the representative of H. J. Heinz Co. He has been connected with this firm in one capacity or another, for close upon a dozen years. He is likely to be there for another dozen from present indications. Mr. Muat's early work consisted largely in breaking in new territory and building up businesses for other salesmen to take hold of, strengthen and increase if possible. Because he commands confidence at first glance, his success in this class



R. Muat.

of work has been remarkable. Some men would sooner break stones than fresh territory. They find the job hard. Mr. Muat doesn't. He attributes this fact to having at his back a house of so well-established and extensive a reputation as the Heinz Co. Whatever the reason, his success remains undisputed. He is said to have attached to himself and his house the largest connection of any one man in the line and quality of the goods he carries.

Mr. Muat is now the traveling representative of the Heinz Co. in Ontario. He was in charge of the Heinz booth at the recently concluded Canadian National Exhibition. For five years he held the office of secretary of the Retail Grocers' Association. During the time he occupied this position, the membership of the association was augmented

by from thirty to forty new names each month. He was largely instrumental also in persuading the grocers to adopt the Wednesday half holiday, which so many of them enjoy to-day.

Besides being secretary of the Retailers' Association, he was for some time president of the City Travelers' Association, resigning both of these offices in order to accept the position he now occupies. No one we ever heard of wishes him anything but good luck.

APPEARANCE COUNTS.

The necessity of attractiveness in packing, to which some reference was made in a recent issue of The Grocer, is becoming more and more fully recognized by Canadian firms. The Ozo Company of Montreal, to mention only one instance, have fully realized the value of attractive packing and now put up one of the neatest-appearing packages on the market, the kind that attracts the attention of a customer at once. This line retails at 40c a 2-lb. jar and costs the dealer \$4.50 a dozen.

Gordon Winter, St. John's, Newfoundland, was in Toronto last week. Mr. Winter is a son of M. G. Winter, of T. & M. Winter, one of the oldest wholesale grocery firms in the ancient colony.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

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

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes
Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,

Office and Sample Room: 188 St. Paul Street, Phone 1272,

Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

MAKING WAR ON CATALOGUE HOUSES

Half a Million Retailers Combining for Offensive and Defensive Action.

War has been declared on the great catalogue houses of Chicago by the 500,000 retail merchants of the western states. The struggle between these two great interests has been in progress for many years. The advance made by the catalogue houses has been such as to threaten the very existence of thousands of smaller traders throughout the west, and they are now fighting, as they say, for their lives. In the struggle, jobbers and manufacturers are involved with the retail merchants.

The retail merchants are being guided at the present juncture in the struggle by an organization known as the Home Trade League of America, which has existed for several months as a publicity bureau, with headquarters in the Monadnock building, in the city of Chicago, but which is shortly to incorporate and institute a more systematic and aggressive campaign against the catalogue houses, through a board of twenty-one managers, with a vice-president and a committee of ten members in each state. This Chicago league has, as its support, commercial associations in the states of Illinois, Wisconsin, Minnesota, Iowa, Michigan and Kansas. The connection between these scattered associations and the Home Trade League of Chicago, is very close, the officers of the associations being in constant correspondence with the league, the new officers of which will be chosen from the body of active business men in all the leading towns and cities of the entire west.

Plan of Campaign.

The steps which are being taken by the Home Trade League to aid the retail merchant in the competition with the catalogue houses is indicated by the press of Chicago, as follows:

First.—Bringing pressure on manufacturers, jobbers and wholesalers generally, to give to local merchants the same rates as are granted to mail order companies. Under present conditions, retail merchants are, it is claimed, compelled to sell certain lines of goods at higher prices than are charged by the catalogue houses, owing to the fact that the wholesalers grant a lower price to the catalogue house than will be granted to the small retailer.

Second.—Pressure is brought to bear on the consumer, in all possible ways, to persuade him to give the local merchant a chance to figure on the order which is to be sent to the catalogue house, before it is sent, in order that the retail merchant may have the opportunity to show the consumer that he can compete with the catalogue house.

Third.—Merchants are pledging themselves to buy no goods from any wholesaler who sells any goods of any kind to any catalogue house. The results of the operation of this method of warfare are already apparent in Chicago, where a number of the large wholesale mercantile institutions are said no longer to sell to catalogue houses. The League is using all means to enlarge the number of merchants who refuse to buy

from concerns which sell to catalogue houses.

Fourth.—Appeals are made to local pride and the loyalty of every community to support its local institutions.

Fifth.—Local merchants in many of the larger towns and cities have organized excursions to their towns, for the purpose of persuading buyers that they can compete with the large catalogue houses of Chicago and elsewhere.

Sixth.—Farmers who deal with catalogue houses are refused all accommodation at the retail stores of the country towns and cities.

New Method of Attack.

In the existing struggle, injury has been done to the large catalogue houses, owing to the fact that their competitors have organized a system through the operation of which the catalogue houses have received thousands of bogus letters requesting that catalogues be furnished them. Catalogues cost about one dollar each, together with the cost of mailing. Cases are now pending in the courts of the United States, in which catalogue houses are taking action against those who have occasioned them losses in this way. This is true, however, apparently not of the houses dealing in all classes of goods, but of the houses which have been selling lumber by mail order. This method of competition does not meet with the approval of the Chicago league. The business done by the mail order houses in the western states is now said to amount to hundreds of millions of dollars annually, and if it should continue to increase in the future as it has in the past, it is feared that hundreds of villages of the country will actually disappear, since the entire reason for their existence is to furnish the needed supplies to the farmers of their vicinity. Those which do not disappear, will steadily decrease in size and importance. The jobbers and wholesalers are interested, since their fortunes have been created through the business done by them with the small retail dealers of the country. It is claimed that the jobbers of the western states lost, approximately, sixty million dollars in 1905, owing to the great advance made in the business of the mail order houses. As much business was done from Chicago through the mail order houses in that year as all the jobbers of the city combined. Not many years ago, all of this business was done by the jobbers. That is to say, the jobbers and the country merchants have already lost one-half of the total trade of the country.

Manager Clark, of the Chicago league, stated, in conversation with reference to the work of the institution, that all that the retail merchants of the country wanted was a square deal. If they could get the same terms from the jobbers and wholesalers that are granted to the catalogue houses they would be satisfied to take their chances with consumers. They were in direct contact and touch with them, and,

with the same advantages, could more than hold their own. He added that the majority of the jobbers and wholesale dealers of Chicago had taken but little interest in the work of the league, owing to the fact that Chicago was the home of the great mail order houses, whose accounts had been of great value to these wholesalers and jobbers. There were, however, notable exceptions, certain houses giving up accounts, amounting to hundreds of thousands of dollars per year, rather than run the risk of the entire destruction of the business of the country merchants, whose continued existence was of so great importance to the houses referred to.

SUGAR AS FOOD.

Shown to Be a Powerful Stimulant Under Certain Conditions.

Some interesting experiments with reference to the nutritive value of foods containing sugar were recently made at the instance of the War Office at Berlin. It is a fact well known to Alpine tourists that on difficult climbing excursions an increased desire is felt for sweets and sweetened foods, and many who never touch such things at home devour large quantities of them on these tours. It is also frequently remarked that the guides eagerly appropriate any sugar that may be left over, and consume it on the journey. Whether the sugar afforded real benefit to the mountain climber was the subject of the German investigation; that is, did the consumption of sugar render the tired muscles capable of renewed exertion? To answer the question conclusively, the subject of the experiment was not allowed to know that a test was being made. One day a sweet liquid, containing thirty grams of sugar, was administered; on the next a similar liquid, sweetened by saccharin to render it indistinguishable from the other, as far as taste was concerned, took the place of the sugar. The result was a complete triumph for the sugar. It was found that a greater amount of work could be accomplished on the days when the sugar was given than on those when saccharine took its place. This serves, as far as it goes, to prove that sugar is food in a true sense, and that it is in particular food for the muscles.

A CALGARY BOOKLET.

A book dealing with Calgary and the surrounding country has just been issued jointly by the City Council and Board of Trade of that city. It is attractively printed and illustrated and contains much of interest. The last report of the present Board of Trade is printed in full. There are also articles dealing with the industrial and climatic conditions of that part of the Dominion. The compilers of the book are to be congratulated.

Power
profit
which

hundreds
hesitant

in all

ening

sure

as go

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

It isn't so much a question of "Getting Along"
 ---the other fellow may get along so much faster
 that you won't be
What you want to do
Your best asset



in the race---
 is to "Get Ahead"
 is "ENTERPRISE"

"ENTERPRISE"

with new Total Registering
 Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

No. 97 Pump costs \$6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

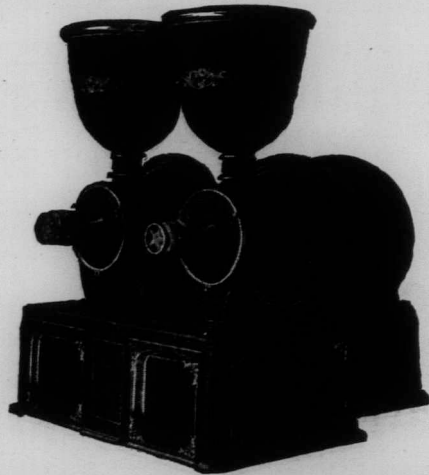
Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.
 Philadelphia, U.S.A.

COLES Electrically Driven
 Coffee Mills

Single and Double Grinder **Mulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our
 Grinders
 Wear
 Longest

Grinding
 Capacity

Granulating 2 lbs.
 per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS: Todhunter, Mitchell & Co., Toronto. Dearborn & Co., St. John, N.B. Forbes Bros., Montreal. Gorman Eckert & Co., London, Ont.

—BUY—
Star Brand

COTTON CLOTHES LINES

—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
 For Sale by All Wholesale Dealers.
 SEE THAT YOU GET THEM.

BIRKMYER'S WATERPROOF FLAX-CANVAS



Thousands in use.
 Best waterproof in the country.
 Just as cheap as the common ones, but infinitely better.
 For Horses, Waggon, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished
TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa 201 Sparks St. Toronto 125 Simcoe St. Montreal 28 St. Peter St.



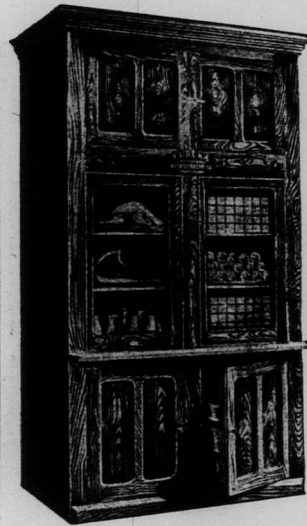
NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. ⁷²

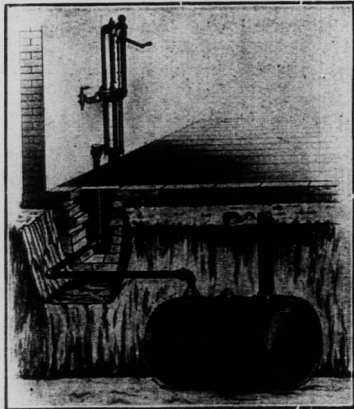
MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

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

A Fire-Proof Gasolene Tank



Cut 42—Pump with Underground Tank.

That old tin gasolene tank setting out behind your store is dangerous, it's liable to explode and set fire to your store at any time, and because it is so close to the building, you may have trouble collecting your insurance.

YOU'RE INVITING A BLAZE.

On the other hand, put in a Bowser Gasolene Tank and Self-Measuring Pump and you remove every particle of danger.

The tank is fire-proof, the pump is fire-proof—there's no evaporation, no leakage, no waste. Being self-measuring, there is no spilling or overflow. All the gasolene is in the fire-proof tank or in the customer's can. It's the safest, surest, cheapest method of handling gasolene.

Then, too, the Bowser is a money saver, it's convenient, and it's speedy. Your customers like it and it draws trade.

S. F. BOWSER & COMPANY, Inc.

Send for Catalog B.

66-68 Fraser Ave., Toronto Ont.

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

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

TO MANUFACTURERS' AGENTS :

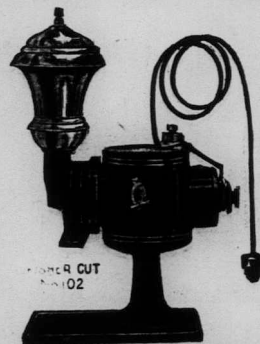
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

"Just the CHEESE"



All the good things that have ever been said about **MacLaren's Imperial Cheese**—and that means everything that has been said—may be summed up in this one little expression—

"Just the Cheese"

MacLaren's Imperial Cheese

is remarkable for other reasons than its purity and delightful individuality of flavor; it contains three times the nutriment of ordinary cheese, which in turn is twice as nutritious as meat—taking weight for weight. This cheese combined with bread contains everything that the human body requires in the way of food to keep it in health and strength.

Words fail to tell you how good it is—the only way to know is to try it.

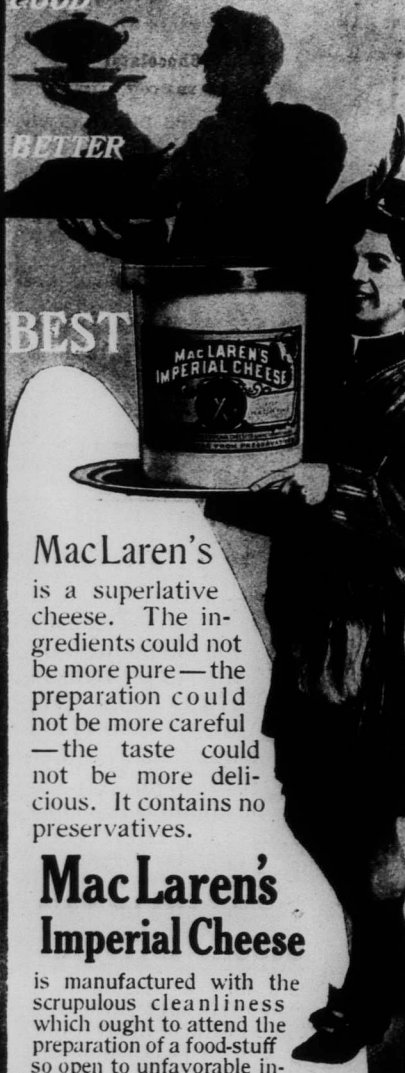
10c. a jar and upward at all grocers.

MacLaren's Imperial Cheese Co., Ltd.
Detroit, Michigan, and Toronto, Canada

GOOD

BETTER

BEST



MacLaren's is a superlative cheese. The ingredients could not be more pure—the preparation could not be more careful—the taste could not be more delicious. It contains no preservatives.

MacLaren's Imperial Cheese

is manufactured with the scrupulous cleanliness which ought to attend the preparation of a food-stuff so open to unfavorable influence. Even the dainty opal jars are sterilized before being filled. When you eat **Imperial Cheese** you are safe in the knowledge that

"It's as good as it tastes."

In jars from 10c upward
MacLaren Imperial Cheese Company, Ltd.
Detroit, Mich., and Toronto, Can.

TASTE IT

Quotati
The fol
responsible
Grocer, at ou

2a 11
Cook's Friend—
Size 1, in 2 and 4 d
" 10, in 4 doz, bo
" 2, in 6 "
" 12, in 6 "
" 3, in 4 "
Pound tins, 2 doz
12-oz. tins, 4 "
5-lb. " 1 "

W. H. G
Diamond—
1-lb. tins, 2 doz, in
1-lb. tins, 3 "
1-lb. tins 4 "

IMPERIAL
Cases.
4-doz.....
3-doz.....
1-doz.....
3-doz.....
1-doz.....
1-doz.....



ROYAL
Sizes.
Royal-Dime.....
" 1 lb.....
" 6 oz.....
" 1 lb.....
" 12 oz.....
" 1 lb.....
" 3 lb.....
" 5 lb.....

Barrels—When p
cent. discount
CLEVELAND
Sizes
Cleveland's—Dime
" 1 lb.....
" 6 oz.....
" 1 lb.....
" 12 oz.....
" 1 lb.....
" 3 lb.....
" 5 lb.....
Barrels—When p
cent. discount

T. KI
Crown Brand—
1-lb. tins, 2 doz. in
1-lb. " 2 "
1-lb. " 4 "

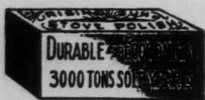
Keen's Oxford, pe
In 10-box lots
Gillett's Mammot

JAMES' D
6a size.....
2a size.....

Wheat OS, 2-lb. r
" 7-lb. c

A Guarantee that is Worth Something

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
14-38 Grey Nun Street, MONTREAL



When a food article pleases your trade it is folly to advocate a change.

BORDEN'S BRANDS
"EAGLE BRAND" Condensed Milk and "PEERLESS BRAND" Evaporated Cream

are known and preferred by the Canadian consumer. The moral is plain. See "**BORDEN'S**"

WM. H. DUNN, AGENT
27 Front Street East,
TORONTO.

394 & 396 St. Paul St.,
MONTREAL.



(Unsweetened)



BR

Extract
LAPORTE, MARY
"Vita" Pasteurized Ext
Bottles 1-oz., case of
" 2 " " "
" 4 " " "
" 20 " " "
" 20 " " "

Infants'
Robinson's patent barley
" " groats

Jams and
BATGER'S WHOLE FRU
Agents, Rose & Lafar
Toron
1-lb. glass jar, screw top,
T. UPTON
Compound Fruit Jams
12-oz. glass jars, 2 doz. in
2-lb. tins, 2 doz. in case.
5 and 7-lb. tin pails, 8
crate.

7 and 14-lb. wood pails.
30-lb. wood pails.
Compound Fruit Jellies
7-oz. glass jars, 2 doz. in
7-lb. tins, 2 doz. in case
5 and 14-lb. wood pails, 6

30-lb. wood pails.
Home Made Jams—abov
1-lb. glass jars (16-oz. g
case.
5, 7, 14 and 30-lb. pails,
Lar

THE N. K. FAIRBANK
LARD OOM



BATGER'S

Machine-cut Mixed Peel

in 1/2-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity

Saves time, trouble and loss of weight.

These are some of the reasons for its popularity.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

Are You Looking for a Saleable Specialty

that will satisfy your customer and make money for you?

PATERSON'S WORCESTER SAUCE

exactly fulfils these requirements.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO



The Best Canned Goods

RIVERDALE BRAND

Reasons For It.

The Lakeside Canning Co.
WELLINGTON LIMITED - ONTARIO

Because---
While there may be a land better adapted for growing the best Fruits and Vegetables, that land has not been discovered.

Because---Our factory is the most sanitary and up-to-date in the Dominion of Canada.

Because---Our experts are the highest salaried and highest skilled on the continent and because

RIVERDALE BRAND

retains all the succulent and appetizing goodness of ripe juicy fruit and fresh vegetables.

Can you meet the demand?

The Lakeside Canning Co.

The acme of perfection in Biscuits—

PERNOT'S BISCUITS

The most suitable for Christmas trade

BECAUSE:

- They are the best.
- They sell at a reasonable price.
- They are packed in fancy and attractive boxes.

Prices will be sent on request.

We are in a position to quote best import prices on

Shelled and Unshelled Walnuts, Sultana Raisins, Figs, Dates

Leon Fontanel & Co.

4-6 St. James St., MONTREAL

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Old Homestead Canning Co., Picon.
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Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.
- Woodenware**
Stevens-Hepner Co., Port Elgin
- Wrapping Paper, Paper Bags.**
Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.
Thorne, A. M. & Co., Toronto
- Yeast.**
Gillett, E. W., Co., Toronto.

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

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST.,

MONTREAL


"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

STO



The TO

are now buying United States to buy in Canada know what we advertisement

KING

"GLE

might bring us write for rates

I. C. STEW

Is Hono just the Th to Make Business

STONEWARE JARS



of
every
description
and
size.

Special
shapes
to
order.

The TORONTO POTTERY CO.,
LIMITED
Toronto, Canada
Write for Catalogue



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, ONTARIO

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLENER"

might bring inquiries. Please write for rates to

I. C. STEWART, Manager

DAKEY'S "WELLINGTON" KNIFE POLISH

JOHN DAKEY & SONS, Limited

Manufacturers of
Emery, Black Lead, Emery, Blast and
Hot Glazes and Papers, etc.

Wellington Works, London, England

JOHN DAKEY & SONS, Limited
100 King Street
TORONTO, CANADA

You are interested in Something

*Why not get the best items that
are printed on the subject?*

We read and clip thousands of newspapers every week - therefore we can equip you specially and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms - 100 Clippings	\$ 5.00
250 "	12.00
500 "	23.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
222 Bloor Street, West, Toronto, Ont.
Telephone Main 1252
10 Front St. E., Toronto, Telephone Main 578

Is Honest
just the Thing
to Make
Business

The Best Grocers make
a point of keeping it
always in Stock.



For absolute purity and greatest effective strength in sodas

"Cow Brand" Baking Soda

stands unequalled and unapproachable.

Its use by the housekeeper insures best results in her baking. Its sale by you insures the housekeeper's confidence.

Put up in *packages only.*

CHURCH & DWIGHT
Manufacturers
MONTREAL

MINCE PIES

MADE FROM

Wethey's Condensed Mince Meat

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.

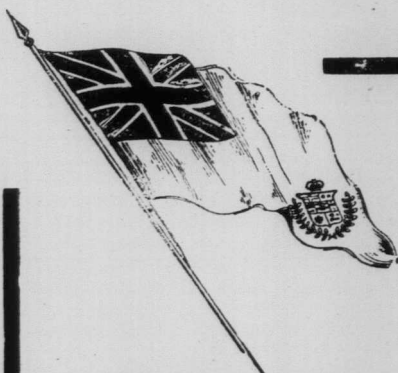
It is a steady seller.

It is a repeat seller.

It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES



"EMPIRE" Brand

You know and we know that

CANNED GOODS, FRUITS and VEGETABLES,

are short this year.

See what **The Globe** of Sept. 6th says re shortage in grains, etc.

4 free phones
USE THEM.

If you have not bought, better do so **now.**

"A word to the wise," etc.

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