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# THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, OCTOBER 9, 1908.

NO. 41.



"At home and abroad"

## KEEN'S OXFORD BLUE

enjoys the reputation at home and abroad as the most perfect and satisfactory blue made — Knowing this Mr. Grocer, it's money to you to make it your leading laundry blue.

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



## "Crown" Brand Table Syrup

(CORN SYRUP)

### PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brls., 1/2 Brls.
5 " " " 1 "	Kege and Palle.
10 " " " 1/2 "	
20 " " " 1/4 "	

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

The enormous increase in the demand for this delicious table syrup in all parts of Canada is your most positive argument to stock it. The consumer knows it to be Pure, Clear, Rich, Nutritious and Healthful.

SOLD BY ALL JOBBERS.

DEMAND "CROWN" BRAND.

### EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1856

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Works,  
CARDINAL, Ont.

164 St. James Street  
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# Imported Cheese

**Roquefort (Societe)**

**Gorgonzola**

**Gruyere (Swiss)**

**Edam**

**Camembert**

**Limburger**

**Stilton (Melton Mowbray)**

Our importations of foreign cheese are made under conditions that warrant the different varieties—which are selected from the best factories in Europe—reaching here in a perfectly matured condition. We buy largely, and are thus enabled to get the closest price, which we offer to our customers in turn. You can depend upon quality, price and delivery.

**MacLaren Imperial Cheese Co., Ltd.**

Head Office: TORONTO

RING                      RING  
out                      in  
THE OLD                      THE NEW

## NOTICE

On and after 1st November we shall discontinue shipping old style Gelatine and only supply

### Cox's Instant Powdered Gelatine

This is the **most perfect,**  
**most convenient,**  
**most attractive**  
and in every way the **BEST**  
article of the kind—absolutely pure.

There will be no change in the size or appearance of  
the packages—and no change in price—only the  
Gelatine is up-to-date and made to suit the age as  
it can be prepared in a **few moments.**

# J. & G. Cox, Limited

Gorgie Mills,                      -                      EDINBURGH

Sole Manufacturers



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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.

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**G. WALLACE WEESE**

Manufacturer's Representative  
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.  
Am open to accept one or two more clients, established connections.  
Offices: Myles' Fireproof Storage Warehouse  
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can give close attention to few more first-class agencies. Highest references.

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

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Fish, Oils, Beans, Peas and Produce.  
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Representing Morris & Co. Chicago, Pork and Lard.

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Correspondence will receive prompt attention

**MOOSE JAW**

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Goods Stored and Distributed  
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Open for a few more first-class lines

On the spot

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APPLES**

**WHITE BEANS  
LOWEST PRICES**

**W. H. MILLMAN & SONS**

GROCERY BROKERS  
TORONTO

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

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Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.

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Grocery Brokers and Agents.  
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**Don Storage & Cartage Co.**

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PHONE M. 2823

Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

(Continued on page 4.)

Our first new season's shipments of

**ELEME FIGS  
CANDIED PEEL  
MALAGA RAISINS  
SULTANA RAISINS**

**ARE NOW IN STOCK—** GET OUR QUOTATIONS  
FOR PROMPT SHIPMENT

**EBY-BLAIN, LIMITED**  
Wholesale Grocers **TORONTO**

## A TIP

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

### TRADE PRICES

TERMS : DRAFT THIRTY DAYS NET. FREIGHT PAID

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

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

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

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

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

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

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

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

ALL GRADES PACKED IN BLACK, MIXED AND GREEN

**THE BLUE RIBBON TEA CO., Limited**  
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Manufacturers' Agents—Continued.

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 WHOLESALE GROCERY BROKER AND  
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**TEAS A SPECIALTY**  
 Open for one or two more first-class agencies  
 Correspondence invited  
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 Domestic and Foreign Agencies Solicited.

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**W. H. Escott**  
*Wholesale*  
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**WINNIPEG, CANADA**  
 Branch at Calgary

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

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ESTABLISHED 1887  
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 WINNIPEG, CALGARY and EDMONTON  
 GOODS STORED AND DISTRIBUTED  
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 Established 14 years. Correspondence solicited

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 Grocery Brokers and  
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 sale houses who contemplate establishing their  
 own advertising department.

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 Preparation for Cleaning Cut-  
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**'WELLINGTON'**  
**KNIFE POLISH**  
**JOHN Oakey & Sons, Limited**  
 Manufacturers of  
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 Wellington Mills, London, England  
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**JOHN FORMAN, - 644 Craig Street**  
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Firms Abroad Open for Canadian Business.

**DAVID SCOTT & CO.**  
 Established 1878. 10 North John St.  
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 Splendid connections and references. Try us with a ship-  
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 T. A.—Scottish, Liverpool.

**JAMES MARSHALL**  
 ABERDEEN, SCOTLAND,  
 Invites consignments of Canadian Produce, gives personal  
 attention to handling of same, and guarantees prompt  
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 A. B. C. 4th and 5th Eds.

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You can make money as well as  
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**Butcher Baskets,  
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 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.,**  
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 Description**

By Joseph M. Walsh

This is the most exhaustive, inter-  
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 The contents include,

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# “Just As Good” As Canadian Cannery’s Are Not As Good.

In almost every line of merchandise there is some leader, in comparison with which other articles of the same class are claimed to be “just as good.” The claims of other packers that their brand is “as good as Canadian Cannery’s” is really a compliment to our brands. The shrewd merchant at once concludes that there is nothing to be gained by experimenting and that the way to hold and increase his trade is to stock the standard lines once more.

#### ORDER FROM YOUR JOBBER :

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

## Canadian Cannery, Limited

Hamilton, Canada.



## Quality Inspires Confidence

Ever since we've been in the canning industry—and we've been in it some little time now—we've made a practice of keeping the quality of our goods up to the very highest standard. And the high-water mark of quality was that we wouldn't turn out a can of goods that we might not care to have for our own personal use. Of course this meant unusually close precaution to see that none but the very cleanest and purest product entered into the contents of the cans. But we tried to look at it from the standpoint of the consumer, and we figured out that it would pay us in the end by inspiring the confidence of the consumer in the high-grade quality of our goods, and our efforts to satisfy him on a square-deal basis. This is the chief reason why

# OLD HOMESTEAD

## Canned Fruits and Vegetables

are the best canned goods you can get anywhere for your money. Because we have from the first insisted on quality.

OLD HOMESTEAD BRAND CANNED GOODS are prepared from rich, ripe, juicy fruits and vegetables—sound, wholesome and clean—and we preserve their natural flavor and nutritious qualities by up-to-date canning methods and the best of white labor. These are some of the features that have made OLD HOMESTEAD BRAND the canned goods of quality—profitable to the dealer and satisfactory to the consumer. Order a sample shipment—you will appreciate their quick-sale qualities.

All good jobbers carry OLD HOMESTEAD BRAND  
All the best class of customers demand it.

The **Old Homestead Canning Co.**

Picton, Ontario

THE CANADIAN GROCER

# THE TEST OF TIME

The TEST OF TIME decides whether an article merits the confidence of the public or not. During the seventeen years we have been in business, without a single exception our sales have shown marvellous increases. Last week alone the sales of "SALADA" were

20,363 LBS.

GREATER than the corresponding week of 1907. Does this not prove that "SALADA" has the confidence of the grocer and the consumer? Is it not reasonable in view of the matchless quality and value offered? There is more real profit to the retailer in stocking and pushing goods already well-known for quality and ready sale than in any unknown goods with the attendant risks. We absolutely guarantee the sale of "Salada" and refund the full purchase price if it does not sell.

TORONTO



MONTREAL



## THE A1 SAUCE

*A Fine Tonic and Digestive.  
An Excellent Relish For  
"FISH, FLESH or FOWL."*

*Simply A 1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.*

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J. READ, St. John, N.B.  
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**BRAND & CO.,** Purveyors to H.M. the King, Mayfair Works, Vauxhall,  
**LONDON - ENG.**  
LIMITED

# RAISINS AND ROWLEY

are synonymous. The standard wherever the finest fruit, most neatly put up, is desired. To satisfy your customers to-day, to-morrow, all the time, to bring them back, see that your leaders in raisins are

**F.W. ROWLEY**

DENIA

Extra Fine Selected

and

**S. BODI**

DENIA

Finest Selected

YEARS HAVE PROVED THEIR QUALITY

Now is the time to place your order. You will require these brands for your Xmas trade. We wish to hear from you about **SHELLED ALMONDS** also. Beautiful stock, in 14-lb. and 28-lb. boxes. Prices attractive.

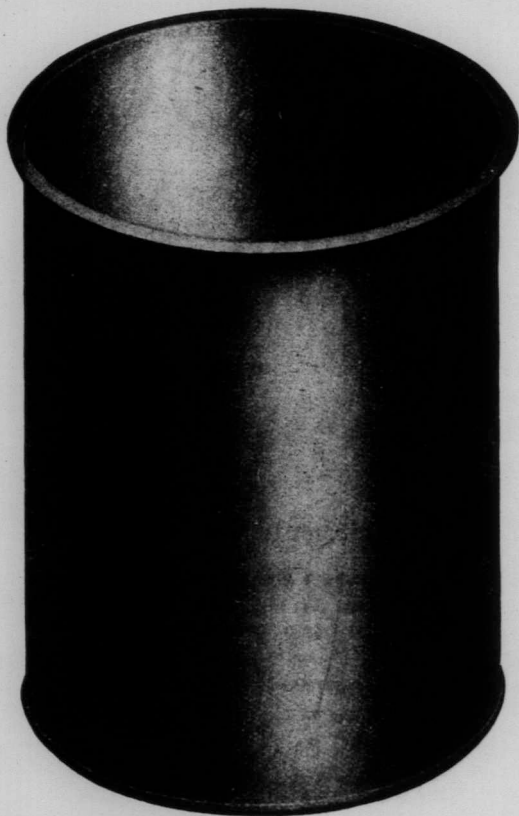
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VALENCIA, SPAIN

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Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.



## Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

**Sanitary Can Co., Ltd.,**  
NIAGARA FALLS, ONT.

Max Am's Patents

## A Faultless Product

¶ There is no better factory in the world, adapted solely to the production of Macaroni and similar pastes, than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

# Codou's Macaroni

¶ Vermicilli, Spaghetti, Fancy Letters and Figures, as well as Macaroni are the specialties produced—each one has a national reputation for high quality.

Taganrog Russian wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose. "Codou's"—that is the name to think of when the best is wanted.

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*Arthur P. Tippet & Co., Agents*

*8 Place Royale, Montreal*

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Canadian-made Licorice  
**Y. & S. Brand**  
 All Druggists



MANUFACTURED  
 by  
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**ACME PELLETS**

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**Hard and Soft Licorice Specialties**

Price Lists and Illustrated Catalogue on request.

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**MOLASSES AND SYRUPS**

**GINGERBREAD BRAND MOLASSES**  
 (IN TINS)

2's, 3's 5's, 10's, 20's  
 1, 2, 3, 5 gal. Pails

**GOLDEN SLING SYRUP**  
 (IN TINS)

2's 3's 5's 10's 20's  
 1, 2, 3, 5 gal. Pails

**"THE BEST THERE IS"**

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**Dominion Molasses Co.,**

LIMITED

**Hallifax, - Nova Scotia**

**\$7**

That is the cost of a case—  
 \$7 and up. Buys the finest  
 line of after-dinner wine ever  
 offered the trade.

**MARSALA WINE**

Great money-maker. Most  
 popular. Has but to be sold  
 once to create lasting desire

**ORDER TO-DAY.**

**Museo Commerciale Italiano**

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**STOCK THE BEST.**

**"KIT"**



**COFFEE**

**BEST in QUALITY  
 SMARTEST in FINISH  
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KIT is an up-to-date ex-  
 tract, entirely free from the  
 bitterness so objectionable  
 in ordinary essences.

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

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 St., Hamilton; Winnipeg, Mason & Hickey  
 108 Princess St.

# Lea's

## Our Faith in the Canadian Consumer Confirmed

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

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

Packed by

**The Lea Pickling & Preserving Co.**

Limited

**SIMCOE, - ONTARIO**

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

THE CANADIAN GROCER

# PEEL

## THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET

TORONTO

### Quaker Salmon

**NOW IN STORE!**

Never offered you better. Really something extra that your customers will appreciate.

TRADE MARK

**FLATS**  
**\$2.15**



**TALLS**  
**\$2.00**

SONS

ESTABLISHED 1834.

Now is the time for all good grocers to get in on the ground floor.

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

THREE BRANDS THAT PAY YOU TO STOCK

### PURNELL'S

Vinegar Pickles Sauces

No better line to stock than these high-class English goods.

Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

Get in touch with our agents, so as to have early delivery.

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

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

### E. T. Grocers, How About Canned Goods?

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

WRITE US TO-DAY.

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

Wholesale Grocers

## THE CONTENTS WILL STAND THE TEST

Examine the contents of a jar of our jams and jellies and note the fresh, clean natural smell of the carefully prepared fruits. This, however, is but a slight indication of the unvarying purity of

# E. D. S. Brand Jams and Jellies

that has made their reputation for quality among people who care. E. D. S. Brand of Jams and Jellies are prepared from the ripe, juicy, luscious fruits of the most fertile garden district in Canada and Government tests have guaranteed their quality— 100% pure.



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

100 per cent. pure  
makes their quality sure.

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

## Unequaled in Quality and a Producer of Permanent Profit

# QUAKER Canned Goods

## THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.

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lton, Ont.  
peg, Man.  
uver, B.C.

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# APRICOTS and PEACHES

Evaporated : Boxes, 25 lb. New Goods.

## Thomas Kinnear & Co.

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

**TODHUNTER'S**  
THE STANDARD FOR COFFEE DRINKERS  
THE BEST TONIC FOR BREAKFAST A LUXURY  
**EXCELSIOR**  
OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE  
**COFFEE**  
TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

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

*Walter Woods & Co.*  
*Hamilton and Winnipeg*

Smile—And Keep Your Temper  
By using our simple  
"Duplex"  
**Counter Check Book**

You will be able to do away with all worry and anxiety regarding business transactions. The "Duplex" Counter Check Book keeps an accurate account of your sales, etc., helps you to avoid disputes with customers, and saves your temper, money and trade.

IT'S WORTH YOUR INVESTIGATION  
LET US SEND YOU PARTICULARS.

**The Carter-Crume Company Limited,**  
TORONTO, CANADA

The delicious flavors of  
**Nation's Custard Powder**  
with Stewed Fruit is an ever pleasant memory.

Agents:  
**GREEN & CO.,**  
25 Front St. E. Toronto  
**W. H. ESCOTT,**  
Winnipeg

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

# IMPORTANT

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

## "TEA PLANT" PACKET TEAS

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

For over half a century

## Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

**OUR TEAS PAY YOU WELL**

## Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street  
LONDON, ENGLAND

**P** EOPLE whose work brings them into contact with dirt, grease, paint, etc., will appreciate an up-to-date dirt-chaser like

## Snap

"Better than Soap"

It is the best hand-cleaner ever made and no toilet article can approach it for being so sure and satisfactory in its results. It leaves the hands smooth, clean and white.



ORDER A SAMPLE CASE FROM YOUR JOBBER

You won't have it on your hands long. It's a quick-mover and a sure profit-bringer

## Snap Company

Limited

Montreal, . . . . . Quebec

# "WHITE SWAN GOODS ARE GOOD GOODS"

## — ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

## WHITE SWAN MILLS - TORONTO

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.  
ABC 4<sup>TH</sup> & 5<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON, WINNIPEG,  
CALGARY,  
EDMONTON



EDMONTON BRANCH  
NICHOLSON & BAIN

CALGARY BRANCH  
NICHOLSON & BAIN

BANNATYNE AVE EAST  
TRANSFER TRACK

*Winnipeg, Man.*

# A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 89¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

**NICHOLSON & BAIN**  
CALGARY                      WINNIPEG                      EDMONTON

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

**TO THE TRADE:**

DO YOU KNOW WHY

**CEYLON  
TEA**

HAS

**Unvarying Excellence?**

**IT'S BECAUSE:**

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

AND, STEP BY STEP,

**CEYLON'S MACHINE PREPARATION PROCESSES**

CAN BE RELIED ON TO

**GIVE UNIFORM RESULTS**

# Facts Worth Noting

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

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

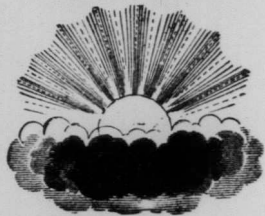
{ These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

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

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

### "Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

**J. M. BRAYLEY,**

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

### FRUIT CANS

All sizes—All kinds.

### SYRUP CANS

For products of Maple, Corn and Cane.

### MILK CANS

For Sweetened Milk and Evaporated Cream.

### MEAT CANS

Bevelled, Round and Square.

### BISCUIT TINS

of any description.

### BAKING POWDER

### AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

## Norton Manufacturing Co.

HAMILTON



## Poor Jelly Powders Annoy the Housewife

Ask any housewife what she thinks of the grocer who sells her jelly powders that won't make good jelly. Then avoid giving her offence by selling only

## SHIRRIFF'S JELLY POWDERS

They Please the Housewife.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

# Tartan BRAND

PIN YOUR FAITH TO LIST BELOW.

## ALL TRADE WINNERS

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

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

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

## THERE IS ONLY ONE WAY

to gain the confidence and business of the retailer, and that is by selling him the best class of canned goods that it is possible to procure. You may pay a little less for inferior quality, but the saving of a few dollars will not compensate for the lack of confidence and loss of trade which will result from such a course.

# FARMER BRAND

## Canned Fruits and Vegetables

are made from wholesome, ripe, sound fruits and vegetables, grown on the rich, fertile soil of the garden section of Prince Edward County, Ont., and canned by the cleanest and most up-to-date methods. Their purity is backed by our personal guarantee, and attested by the continually repeated orders of satisfied customers.

**FARMERS' CANNING CO., Limited**  
BLOOMFIELD, - ONTARIO



# THE NAME OF BORDEN

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

Every Can Of

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

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

Every Jobber Sells Them

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



Unsweetened



ENGLAND'S MOST POPULAR SAUCE

H.P.'s popularity as an ideal kitchen Sauce has reached Canada.

The “live” H.P. Canadian Advertising is creating a demand for **YOU** to supply.

The name H.P. signifies “House of Parliament” and this famous condiment is in use on the dining tables of “the House” and enjoyed daily by the members of Parliament.

Write for samples and prices.

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

Midland Vinegar Co., Birmingham & London, Eng.



## A Little Thing Multiplied Many Times Becomes a Big Thing.

If you were to put all the money you get selling Mathieu's Nervine Powders into one Till you would be surprised at the largeness of the profit. This headache cure sells awfully well—little profit, multiplied many times becomes a big profit. Your order now please.

Merely to remind you that Mathieu's Syrup of Tar and Cod Liver Oil is in demand all through summer.

**J. L. Mathieu Co., Sherbrooke, P.Q.**

Proprietors

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

## MOLASSINE MEAL MOLASSINE DOG CAKES MOLASSINE POULTRY MEAL

The Unique and Wonderful Foods for Horses, Cattle, Pigs, Dogs and Poultry

Ask for Particulars and Free Booklets

FROM

**ANDREW WATSON**

SOLE IMPORTER

91 Youville Square

MONTREAL

## CAPSTAN Brand High-Grade Tomato Catsup



Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.  
Once Sold Always Asked For.

**THE CAPSTAN MFG. CO.**  
TORONTO, CANADA.

# DR. TIBBLES' F-Cocoa

A leading British line  
well-known and  
largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

**"THERE IS MERIT IN IT,"**

And

THE TRADE SAY:

**"THERE IS MONEY IN IT."**

Agent for Montreal:

**J. WALTER SNOWDON**  
413 St. Paul St.

Montreal

Ontario Agents:

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

WRITE OUR AGENTS FOR PRICES, Etc.

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

**Sample Cases Now Ready for Delivery**

THE WORLD'S  
STANDARD

## WHITTEMORE'S POLISHES

ONCE USED  
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



**Dirty Canvas Shoes**  
made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust. No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,  
10c. size, per gross.

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."



### "GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing  
Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . . .



### OIL PASTE

for  
ALL kinds  
of  
Black  
Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Oils.

Price per gross

Excellent for old rubbers.

### "SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross  
Med. size (blue tin boxes) per gross  
Per doz. 1/2 lb. boxes  
Per doz. 1/4 lb. boxes

### "BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross

### "BOSTON JUNIOR"

10c. size, per gross  
Also in Russet and Ox Blood

### "ELITE" Combination

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . .  
"BABY ELITE" Combination  
10c. size per gross

### "DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .  
Star Russet Combination  
10c. size per gross

### Russet Pastes

Dandy, large per gross  
Red Box, medium "  
Per doz., 1-4 lb. tins . . .  
Per doz. 1-2 lb. tins . . .  
Elite, Ox Blood and  
Brown Pastes same six  
and prices



If interested write for  
CANADIAN PRICES.

**WHITTEMORE BROS. & CO.,**

20-22-24-26 ALBANY STREET  
CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.



# MONEY-MAKING LINES

**AROMA TEA**  
AND  
**AROMA COFFEE**

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

Our Traveller will tell you about them.

## W. H. GILLARD & CO.

*Wholesale Grocers*

HAMILTON

Branch House—Sault Ste. Marie

WE WANT YOUR ORDERS  
FOR

# “Balmoral” Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. “Balmoral”  
sells on its merit.

Write us for Samples and Prices.

## J. W. WINDSOR

MONTREAL

# VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

## “BEAVER” BRAND

**SPECIAL FANCY QUALITY**

This brand has the reputation of being the highest quality obtainable.

Packed by  
**Mahiques Domenech & Co**  
Denia, Spain

Canadian Agents:  
**Rose & Laflamme, Limited**  
Montreal and Toronto



Good Value to  
Your Customer

## Paterson's Worcester Sauce

ROSE & LAFLAMME, Ltd.  
Agents, Montreal and Toronto

Large Profit  
To You



# JELL-O

## FOR DESSERT

This is the famous preparation that is revolutionizing the grocer's trade in dessert goods as well as the housewife's dinner calculations.

It is being advertised so effectively that the people know about it and want it.

We hope you, friend Retail Grocer, will get a large share of the benefit.

**JELL-O FLAVORS:** Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach and Cherry.

## JELL-O ICE CREAM POWDER

for making ice cream is also being advertised by the distribution of booklets.

# The Genesee Pure Food Co.

LE ROY, N.Y.

## WHITE DOVE COCOANUT and ALMOND PASTE



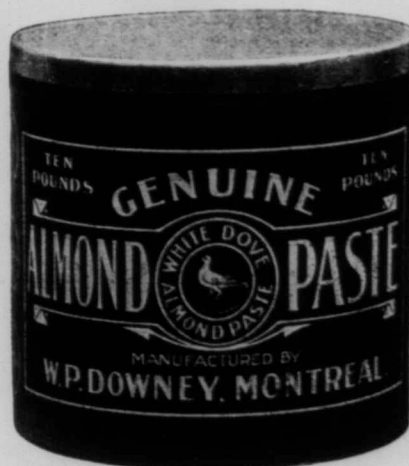
My Attractive Package:  
½, 1 and 5 lb. tins.

### The Winners!

The best that money can buy. If your wholesaler cannot supply you, write direct for prices and samples.

Agents:

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

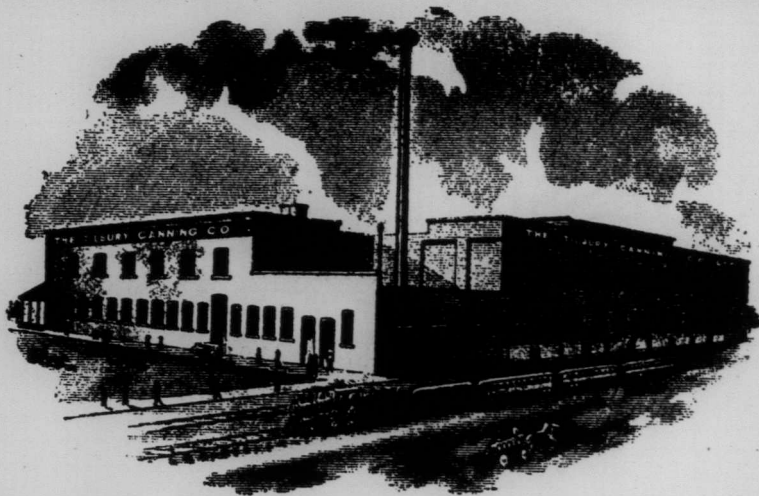


Packed in 5-lb. Tins, 12 to case  
" 10-lb. " 6 "

Manufactured by

# W. P. DOWNEY,

24 and 26 St. Peter St., - - - MONTREAL



# "Tilbury Brand" Canned Goods

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

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

**RYAN BROS., Winnipeg** { Sales Agents for Manitoba, Saskatchewan and Alberta. }  
WESTERN SALES AGENTS { A large stock carried in Winnipeg warehouse. }

**The Tilbury Canning Company, Limited,** Tilbury,  
Ont.

## The Wise Grocer

is placing his order for 1908 pack and buying

# "PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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

ESTABLISHED OVER 200 YEARS

**C**HAMPION'S

**IS THE BEST  
VINEGAR**

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto

Agent for the province of Quebec, J. Walter Snowden, 413 St. Paul St., Montreal

W. H. Esott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



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

CANADIAN OFFICE,

VANCOUVER, B.C.

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



**ABSORBINE**

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. \$2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind. \$1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.  
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.  
LYMAN, SONS & CO., Montreal, Canadian Agents.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

When writing advertisers kindly mention having seen the advertisement in this paper.

**MAPLE SYRUP AD.**

It will pay you to see it—page 51



**“Canada First” Brand Evaporated Cream  
and Condensed Milk** RECEIVED HIGHEST AWARD AND  
GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK

EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario



# "Pride of Canada"



Has meant the highest attainable perfection in Maple Syrup and Maple Sugar for years.

This is to-day recognized by trade and public alike, and the modern grocer makes this brand his leader.

IT PAYS

The Maple Tree  
Producers' Association  
WATERLOO, - QUE.



TORONTO BRANCH: 512 Dundas St.,  
Phone Park 308



If you should ask any grocer what his best selling pickle is, he would without hesitation say that

## STERLING BRAND PICKLES

were the most popular line he handled. These Canadian made Pickles justly deserve their reputation.

ORDER FROM YOUR JOBBER OR DIRECT

THE T. A. LYTLE CO. LTD.  
Sterling Road, Toronto, Canada  
PHONE PARK 376

# Wagstaffe's

Wagstaffe's fine old English Plum Puddings and Mince Meat now ready for delivery. Kindly get prices and see samples before buying elsewhere. To be had of all Wholesale Houses in Canada.

## Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

A QUESTION EASILY ANSWERED

## WHICH IS THE BEST?

Extract from Dominion Government report on Condensed Milk—January 3, 1908.  
SEE INLAND REVENUE DEPARTMENT BULLETIN.

### CONDENSED MILK, sweetened

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

### STERILIZED CREAM, unsweetened

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

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

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

Whenever you want

# SOAP

When you want in quickly, no matter what kind, and at reasonable prices write to us.

## SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory: 1653 Notre Dame St. E.

Offices: 235 Coristine Building

## Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

## "Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED CANS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain Co., Limited, Toronto

Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.

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

# SYMINGTON'S

## COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

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

# For Storage in Ottawa

There is only one place that will suit you. We have the largest, most modern and best managed warehouse in the Ottawa Valley. Direct connection with all railways—C.P.R., G.T.R., Ottawa & N.Y., Pontiac—meaning the expeditious handling of your goods. A large and competent staff ensures the best attention to your commands.

Secure our reasonable rates to-day

**The Dominion Warehousing Co.**

J. R. Routh, Manager

52 Nicholas St., OTTAWA

**Australian Storekeepers**

handle

**“OXOL”  
FOR CATTLE**

in immense quantities.

**Canadian Storekeepers  
will shortly do the same.**



**“OXOL” FOR CATTLE**

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

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

**S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL**

*and in England, Australia and New Zealand*

# STOVE POLISH

A good Black Lead is the best form of Stove Polish

# JAMES DOME

is the best in the world. Sort up your stock and send in your order for Fall trade.

All jobbers carry it.

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



# IN STORE MALAGA RAISINS

Our celebrated brands,

## SOVEREIGN, IMPERIAL, ROYAL

Boxes, ¼ lb., 1 lb. Cartons.

## NEW SHELLLED ALMONDS

# James Turner & Co., Limited

Hamilton, Ontario

### INDEX TO ADVERTISERS.

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

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# Ottawa Grocers' Pure Food Show

**A Most Successful Exhibition of Food Products in Connection With the Central Canada Fair—Local Retailers Worked Hard for the Function—A new Building Next Year—Some of the Leading Exhibits Described and Illustrated.**

Once more has the Ottawa Retail Grocers' Association as a body distinguished itself, and again have the members individually proved that they are entitled to front rank among the retail grocers of the country, for the Pure Food Fair conducted by them in connection with the Central Canada Exhibition was a grand success. The grocers had been working on the proposition since last April, and they deserve every praise for the successful manner in which the whole affair was managed.

Every space was sold, manufacturers, wholesalers and agents from all over the country being represented.

A timely word must be said right here about the officials of the Central Canada Exhibition Association. Last year several suggestions were made by exhibitors and the press regarding needed improvements in the grounds and in the manner of conducting the Fair, and the public found this season that many radical changes had been made. In place of fairly good grand stand attractions and a mediocre evening entertainment there was, during the week of the Exhibition, September 16 to 26, a programme of the very finest vaudeville nature to amuse the public during the day, and one of the very latest successful comic operas as a

the grounds were noticeable, showing that the board of directors, of which T. Cameron Bate is the energetic president,



A. G. JOHNSON,  
Secretary Ottawa Pure Food Show.

the annex to the Howick Pavilion and Lansdowne Park. It was seen as soon as the Exhibition opened that the building was unsuitable—and nobody regretted this fact as much as the Ottawa Retail Grocers' Association. The executive promptly interviewed the management of the C. C. Exhibition Association with a view to securing a better building for 1909, and this has been assured them.

There is talk of making the Howick Pavilion a Process Building, as it was originally meant to be. This is likely to be done next year, as the management of the Exhibition are considering the advisability of an open air evening show in preference to the theatrical attraction usually to be seen in the Howick Pavilion.

It is sincerely to be hoped that the Process Building will become a reality. F. W. Forde, chairman of the Pure Food Fair Committee, assured the Exhibition authorities that the Ottawa Retail Grocers' Association would see to it that the grocery trade was well represented in the building. The Annex was too small, had a low ceiling and was not properly ventilated.

Everything considered, however, highest praise is due members of the Associa-



F. W. FORDE,  
Chairman Committee, Ottawa Grocers' Pure Food Show.

drawing card for the evening. The result was record breaking attendance. Always worth seeing, the Fair this year was easily 75 per cent. better than any previous effort. Many improvements in

and E. McMahon the hard working secretary, had been busy.

### The Best Fair Yet.

Everybody said that the Fair was the best yet held, and it was admitted on all sides that the first effort of the Ottawa Retail Grocers' Association was crowned with success.

Neither would have been possible had not the crowds been brought to the grounds.

Much activity was displayed by the grocers of Ottawa during the week of the Fair. On Thursday evening there was a banquet, tendered the Association by the Canadian Shredded Wheat Company. This was a most successful affair, and was well attended. After the dinner a most pleasing musical programme was rendered.

### Better Building Next Year.

There was one feature in connection with the Food Fair which is open to criticism—the building. Mostly all of the exhibitors expected to show their goods in a better building than the one used,



C. J. PROVOST,  
Treasurer Ottawa Pure Food Show.

tion for the splendid results achieved in this their maiden effort.

During the week, and long before the Food Fair became a reality, the executive and members were very active. Par-

ticular praise is due F. W. Forde, chairman, and A. G. Johnson, secretary of the Food Fair. They worked day and night in the interests of the Association, and to them largely is due the magnificent success of the Fair. C. J. Prevost, treasurer, was also an indefatigable worker, while Wm. York, president of the Association, and Herb Ellis, who for nine years acted as secretary, were most active workers.

**The Right Place for the Food Fair.**

Someone suggested holding the Food Fair elsewhere than in the Exhibition Grounds—during Fair week. This would be a big mistake. The place to hold the Food Fair is in Lansdowne Park. Exhibitors are assured of an attendance of at least 100,000 here. Were the food-stuffs exhibited down town not nearly so many would view the exhibition.

The exhibits of various manufacturers in the Annex and the Main Building were particularly pleasing, as the illus-



H. C. ELLIS,

One of the Workers in Connection With The Pure Food Show.

trated descriptions which follow prove beyond a doubt.

**PROGRAMME.**

Rendered After a Banquet Thursday Evening.

- Piano Solo...Miss C. Desjardine
- Address...F. W. Forde, Chairman
- Song (selected)...Miss Hilda Kirby
- Recitation.....Harry Sproule
- Song (selected)...A. E. Ecclestone
- Song.....Miss A. Gagnon
- Address.....Mr. Hewitt
- Song (selected) .....
- .....Stewart de la Ronde
- Song (selected)...Miss Handyside
- Recitation.....J. Cox
- Song (comic).....E. Bambrick
- J. A. Smith, Accompanist.

**PERSONAL.**

B. Grennan, representing Woods Boston coffees, was in Toronto this week introducing a new representative, T. Wheeler Jones, who will henceforth have charge of the company's business in Ontario. Mr. Jones, though a young man, has had considerable experience in teas, as well as in coffee, having lived for some years in Colombo, Ceylon.

**CHARLES GURD & CO., LTD.**

A most pleasing display of soft drinks was made by Charles Gurd & Co., Ltd., Montreal. As usual, their booth attracted a great deal of attention. The crystal clearness of the many varieties shown was a point of excellence frequently commented upon by the public and by the grocers visiting the Fair. Gurd's lines are standard in Canada to-day, a reputation of nearly half a century being behind them. Gurd's famous Caledonia Water occupied a prominent place in the display. Bottled under the personal supervision of experts, this delicious table water is unequalled. Quite as popular is Gurd's apple nectar, a sparkling beverage unparalleled in the Dominion, and appreciated everywhere for its undoubted excellence. Gurd's

sive display of the products of the British West Indies, sent up by the Exhibition Board of the Government. The exhibit was made to show the products of the islands with a view to increasing business with Canada, and, as such, was exceedingly interesting. Samples of sugar, molasses, chocolate, cocoa, coffee, lime juice, canned fruits, cigars, etc., were a surprise to most visitors, and did a good deal along educational lines in showing the possibilities of the islands.

**WAGSTAFFE, LIMITED.**

Breathing quality and style in every jar, the display made by Wagstaffe, Limited, Hamilton, gave one the impression that Canada most assuredly occupies a place in the front rank of manu-



OTTAWA PURE FOOD SHOW—Exhibit of C. Gurd & Co.

cream soda, cherry phosphate, lemonade, orange soda, sarsaparilla, ginger beer, seltzer, potash, Scotch kola and lithia water, were among the other widely known lines on exhibition. Gurd's ginger ale was, of course, first in place of prominence, as it is in popular favor. Gold medals were awarded this company at Paris, France; Ottawa and Montreal, besides three silver and five bronze medals, and eighteen diplomas at London, Eng.; Chicago, and other centres. These awards certify the excellence of the many lines, which are put up in syphons, cylindrical and other shaped bottles. Walter Gurd was in charge of the firm's display at Ottawa.

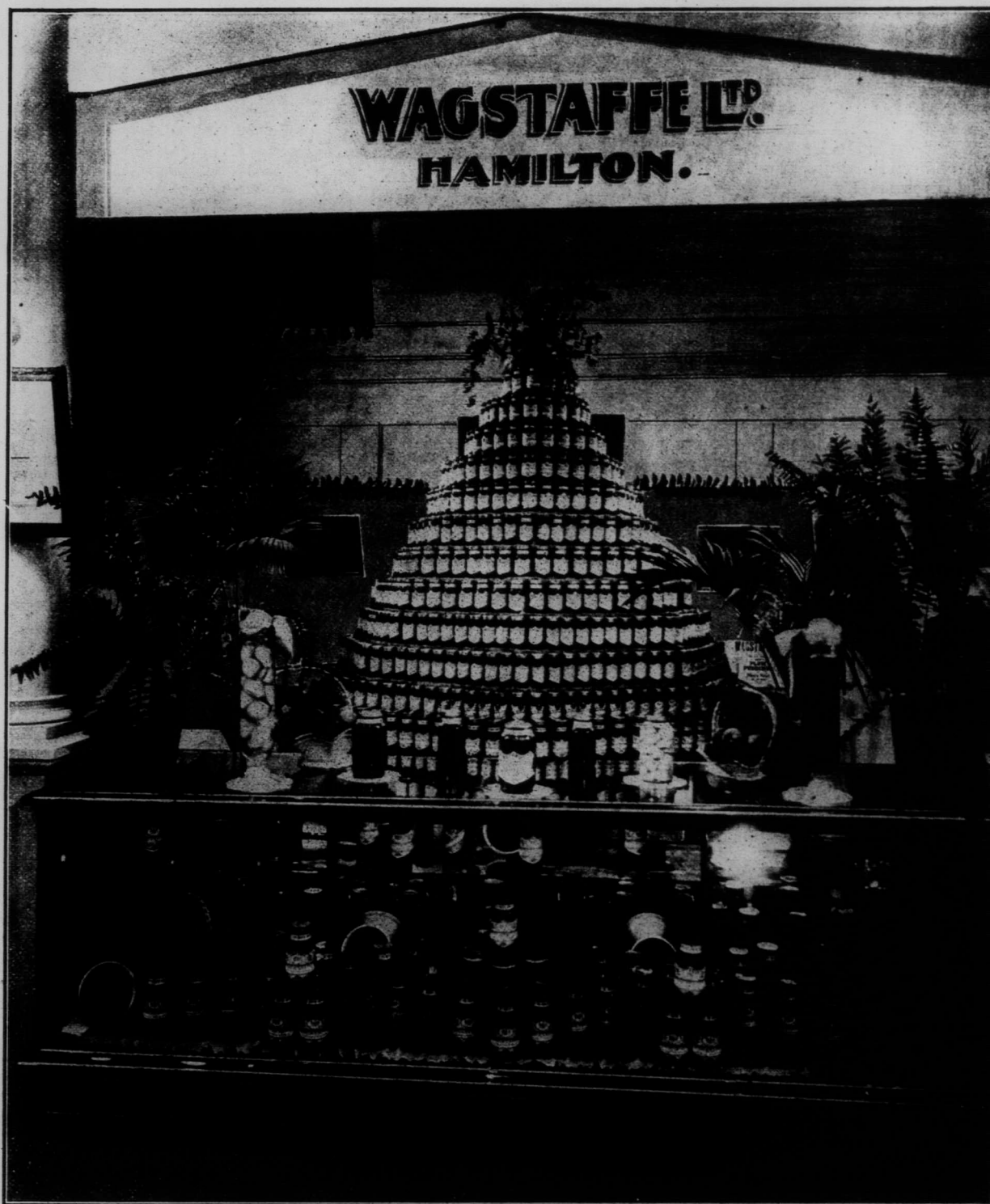
**THE WEST INDIES EXHIBIT.**

C. S. Pickford, of Pickford & Black, Halifax, was in charge of a comprehen-

facturers of high class marmalade, preserves and jam.

Wagstaffe's goods are not new, though the company has been doing business in Canada only a few years, for during 17 years Wagstaffe's lines were made in Manchester, England, earning there the high reputation, which, considerably enhanced, still attaches itself to all goods bearing the Wagstaffe label.

Wagstaffe's pure orange marmalade is deserving of particular mention, being made from genuine Seville bitter oranges and pure cane sugar only, by special machinery and the best of experts. Containing all the aromatic properties of the essential oils that give it such a piquant flavor, it is very much in demand by lovers of the finest and purest marmalade, and, in consequence, the grocer finds it a rapid seller—and a good



OTTAWA PURE FOOD SHOW—Exhibit of Wagstaffe, Limited, Hamilton.

profit producer. It is obtainable in cases of 1, 2, 5 and 7-lb. packages.

Really and truly, the tempting display made by this firm was remarkable. So dainty looking, so essentially pure were the preserved peaches, plums, pears, cherries, black currants and raspberries, that one's mouth watered but to look at them. And the jams were every whit as attractive. The appearance of the package put out by Wagstaffe in itself predisposes one in favor of the goods, and a trial does the rest. The firm's plum

pudding and mince meat, two specialties which will soon be stocked again by the trade, were also displayed. Visitors were served with tasty dishes and given every opportunity to judge for themselves the general excellence of the goods.

Wm. R. Cummings, Cummings' Bridge, purchased the entire display of 75 cases, which illustrates the faith of the trade in the goods.

Mr. Wagstaffe was down from Hamilton for a couple of days himself, while

A. G. Snowdon, of Snowdon & Ebbitt, Montreal, agents, was on hand during the Fair.

**THE MAPLE TREE PRODUCERS' ASSOCIATION.**

No less than five booths were used by this firm to display their many lines of maple goods. Two of the busiest men at the Fair, in consequence, were John Grimm the president, and M. F. Goddard, the manager, who were on hand

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personally several days to look after things. The company's booths were in three of the buildings, so that it was possible for the public to secure purest

to the trade. McCormick's famous Jersey cream sodas occupied just as prominent a position as ever, and, needless to say, were commented upon quite freely by

tising, backed by quality which has stood the test of years. As a high-class biscuit and confectionery house, no firm in Canada bears a more honored reputation than McCormick's. It is possible to say this to-day only through the policy of the company, maintained for years, to permit no goods to leave the factory which could not be guaranteed, and the giving of the "square deal" to the grocer at all times. The company does business from coast to coast, having branch warehouses at Montreal, Ottawa, Kingston, Hamilton, Winnipeg, Calgary and Vancouver.



OTTAWA PURE FOOD SHOW—Exhibit of the Maple Tree Producers' Association.

maple sugar and maple syrup anywhere on the grounds. It was "Pride of Canada" maple syrup and maple sugar which attracted the greatest amount of attention. The firm takes especial pride in maintaining the absolutely unparalleled quality of their goods, particularly this brand. The syrup being put up in bottles and tins, and the sugar in standard blocks, this brand is a most popular seller. Thousands of dollars have been spent in educating the public to buy "Pride of Canada," and the grocers of Canada are now reaping the benefit of this publicity. One point particularly worth emphasizing is that the maple goods put up by this firm are absolutely genuine, and have the really true smack of the maple. As proof of this one has but to refer to the last bulletin, on maple products, issued by the Dominion Government. This report shows that samples of the Maple Tree Producers' Association's goods were collected in every part of Canada, and tested, and every sample was found to be absolutely pure. This is a record. As will be seen from the photograph herewith produced, the arrangement of the goods was most artistic. All the company's chief lines were displayed. Creamale, a splendid cake icing, came in for a lot of attention on the part of housewives. "Pride of Canada" maple syrup and "Pride of Canada" maple sugar are certainly becoming more popular every day.

**MCCORMICK'S NEAT DISPLAY.**

Few Food Fairs pass without the public being once more made aware of the fact that McCormick's biscuits are "The Biscuits." Progressive at all times, this firm believes in assisting the grocer in every way possible, and finds this one of the finest means of assisting him. Their biscuits are so well and widely known, however, that it is scarcely necessary to so display them, except for the help it is

lovers of something really good in biscuits. Among their other popular sellers in evidence were tourist, tea, five o'clock tea, jam-jams, Windsor, milk chocolate, mixed cakes, gingerbread and other lines

**A NEAT MAPLE DISPLAY.**

John E. Grimm, Montreal, had a very neat private display of maple syrup and maple sugar, which he put up in the interests of the maple products industry in Canada. It was a perfect display and attracted wide attention during the course of the Fair.

**ANGLO-SAXON TEA.**

Every grocer appreciates a good brand of tea, one that he can confidently stock in the knowledge that it is the best line procurable, for he knows that if there is anything a housewife dislikes and will not excuse it is to be sold inferior tea.



OTTAWA PURE FOOD SHOW—Exhibit of McCormick's Biscuits.

really too numerous to mention. They were all there, just the same, and they were familiar lines to everybody. So much for the power of judicious adver-

Never was there a grocer who had cause to complain of Anglo-Saxon black or green tea on the score of customers coming back with words of anything but

## THE CANADIAN GROCER

praise for this brand. It is put up in 1/2 and 1-lb. packages, and for appearance of a store even though the fittings may not be elaborate. Mention of

were practically unknown on this side except for the echo of their reputation which came from other parts of the world, but to-day it would be difficult to find any good grocery store in Canada without a range of the Holbrook products, especially Holbrook's sauce, and a glance at their attractive lines is sufficient evidence of their growing popularity. Their Canadian manager, Mr. H. Gilbert Nobbs, was in Ottawa last week for a few days and during the remainder of the Exhibition the booth was in charge of Mr. Crawford, their Eastern Ontario representative.

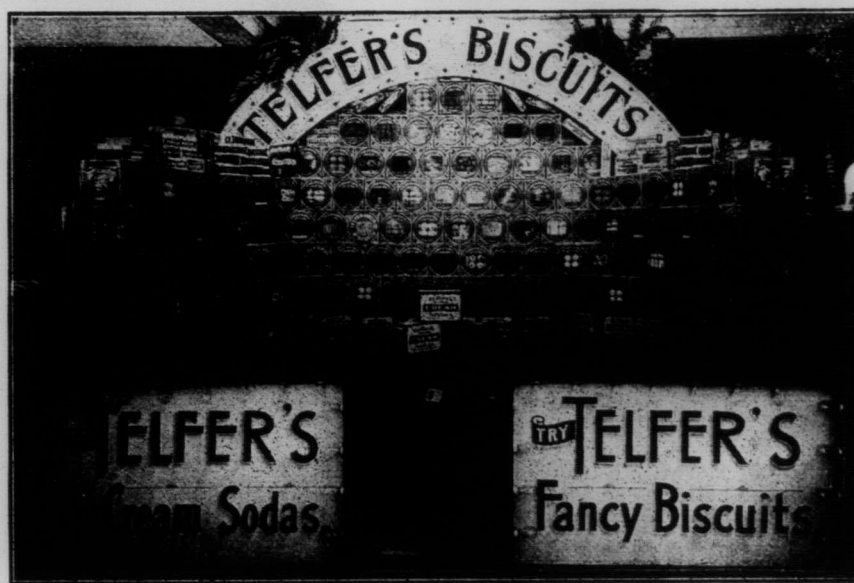


OTTAWA PURE FOOD SHOW—Exhibit of Anglo-Saxon Tea.

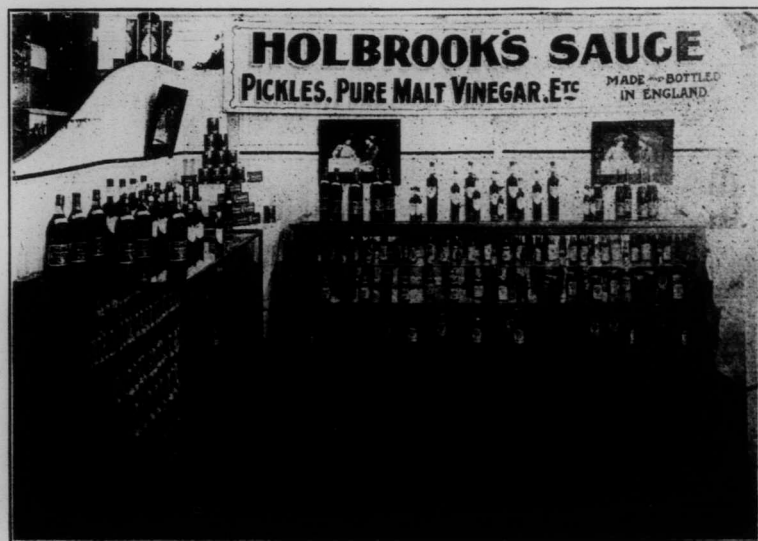
years has given both grocer and user highest satisfaction. H. N. Bate & Son back this line of tea, which retails 25c to 50c, with their reputation. However, it may safely be stated that their good standing will never be affected by such a guarantee requiring fulfillment. When a tea has stood the test as long as Anglo-Saxon there must be quality in it or it would not last. A. Miller was in charge of the firm's booth, in which were displayed also Anglo-Saxon coffee, the 40c (retail) line, and Izzogud coffee.

### HOLBROOK'S EXHIBIT.

A booth which aroused a considerable amount of admiration was that which was used to exhibit the high-grade sauces, pickles, vinegars, etc., made by Holbrooks, Limited, of Birmingham, England, who have a selling branch in Toronto. The booth itself was simple yet artistic, and demonstrated how at-



OTTAWA PURE FOOD SHOW—Exhibit of Telfer's Biscuits.



OTTAWA PURE FOOD SHOW—Holbrook's Exhibit.

tractive and inviting a good range of high-class specialties can make the ap-

pearance of a store even though the fittings may not be elaborate. Mention of the Holbrook exhibit reminds us that a little over three years ago their goods

were practically unknown on this side except for the echo of their reputation which came from other parts of the world, but to-day it would be difficult to find any good grocery store in Canada without a range of the Holbrook products, especially Holbrook's sauce, and a glance at their attractive lines is sufficient evidence of their growing popularity. Their Canadian manager, Mr. H. Gilbert Nobbs, was in Ottawa last week for a few days and during the remainder of the Exhibition the booth was in charge of Mr. Crawford, their Eastern Ontario representative.

tically arranged and at all times brilliantly illuminated. But it was not the booth alone which attracted the thousands passing through the building. The 250 odd lines of biscuits manufactured by this progressive concern commanded the largest share of attention. And such choice lines were those on display that the average housekeeper was most anxious to sample them. This sort of thing very materially assists the grocer in making sales. Some of the lines displayed were Telfer's peerless cream sodas, the great favorites; water thin wafers, arrowroot, ginger snap, Vanilla wafers, oatmeal crackers, Graham wafers, all in the famous 10c packages which are so popular. Then there was to be seen fruit cake in one and two-pound packages, peel, Sultana and pound cakes, in fact, so many lines of high-class fancy biscuits were there it would be difficult to enumerate them all. The majority of the lines were shown in tins with glass fronts. These look very attractive on the shelf. The number of

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visiting grocers who left orders, "repeats" at that, is the best indication of the merit and popularity of these biscuits. They are great sellers.

**THE BEST REFRIGERATORS.**

"The Best" Refrigerator, the refrigerator backed by a guarantee, was shown in the Lansdowne Building by the Barnet Mfg. Co., Renfrew. This firm makes refrigerators of all kinds for all purposes, and the members of it take particular pride in the undoubted excellence of the line they turn out. "The Best" Refrigerator is constructed on scientific principles. There is free circulation and absence of odors; freedom from moisture; cleanliness and ease in keeping clean; coldness and low uniform temperature, 36 to 48 degrees; perfect ventilation; pure dry air; economy in ice consumption, and snow-white baked enamel lining as cardinal points in favor of this particular refrigerator. Surely one, upon being assured of these points, would feel safe in the thought that in "The Best" he was purchasing the finest refrigerator made in Canada to-day!

The manufacturers have a refrigerator which they can guarantee. The insulation is perfect, there being eight walls to protect the ice and maintain a low uniform temperature in the inside. The Barnet Company's own Syphon and Ventilation System, which no other manufacturer can use, ensures perfect ventilation. Imagine being able to place indiscriminately on the top shelves, onions

of the refrigerator and being only three inches long. Thus, the long, slimy drainage pipe is dispensed with, and it is only necessary to keep the short drain pipe

Building. Mr. Clark is always first in what he undertakes. It is the same way with the many lines of canned meats he puts on the market under his label. They



OTTAWA PURE FOOD SHOW—Exhibit of Wm. Clark, Montreal.

and the drip pan underneath clean. The company grants a twenty-day free trial. Mr. Cummings was down from Renfrew to look after the exhibit.

have each and every one of them, from concentrated soups to pork and beans, got a reputation for excellence which cannot be surpassed by any firm, and which is equalled by very few indeed. Grocers in every part of Canada have for years been selling the products of Wm. Clark, and never in all the time they have stocked these goods have they had cause for complaint on the score of quality.

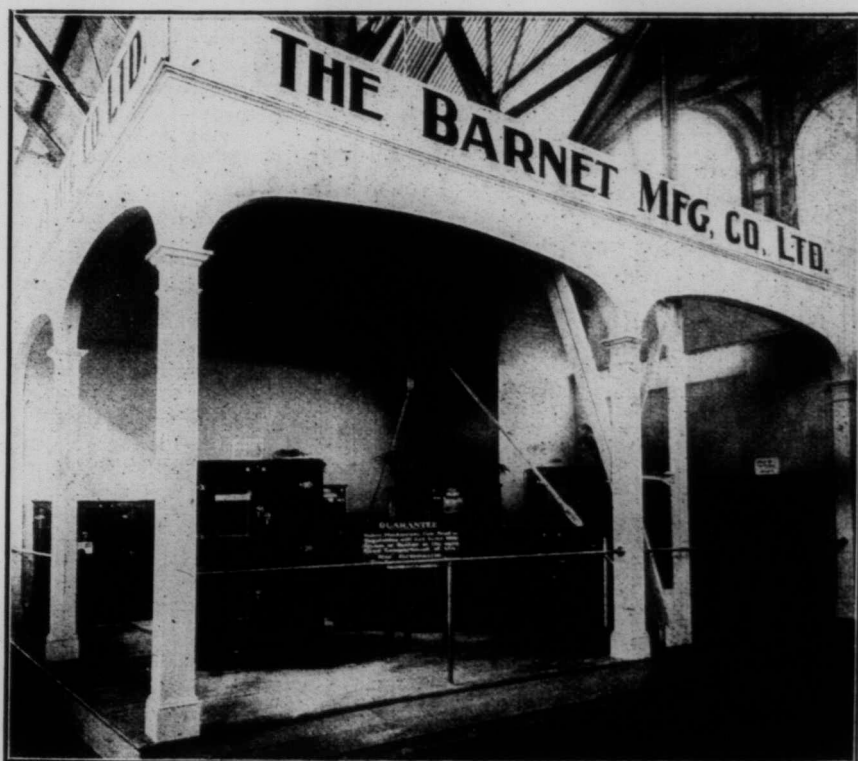
Clark's corned beef, lunch tongue, roast beef and pork and beans were given prominent position in the attractive display, while the now famous In-glass brand of sliced smoked beef ox tongue and mince meat were most favorably commented upon by the thousands who visited the Exhibition. Among the other lines manufactured by Wm. Clark might be mentioned jellied hocks, Cambridge sausage, Paragon ox tongue, boneless pigs' feet and jellied veal.

But, bear in mind, these are a very, very few of the many different lines of canned meats which are sold by wholesale and retail grocers throughout the Dominion. To give a complete list would require too much time and space.

"Bert" Clark was his father's representative at the Fair, and certainly looked after the firm's interests very ably.

**THOS. J. LIPTON.**

Thousands of samples were distributed by Thos. J. Lipton, who occupied a booth about the centre of the Lansdowne Building. Here Lipton's famous tea, known everywhere in Europe, America and all other countries, was shown and demonstrated. Cingalese at-



CENTRAL CANADA EXHIBITION—Display of Barnet Mfg. Co., Renfrew.

and butter, melons, fish or other such odorous foods! This is quite possible with "The Best." Drainage is perfect, the drip pipe being placed in the bottom

**WM. CLARK, MONTREAL.**

Wm. Clark, Montreal, was one of the first to take space in the Pure Food Fair

## THE CANADIAN GROCER

tendants, dressed in their own quaint way, served thousands of visitors with a tasty and nourishing demi-tasse. They immediately suggested to one wonderful

times. Much credit is due Mr. Snowdon (Snowdon & Ebbitt, Canadian agents), for the very pretty display made. The photograph here reproduced gives one a

### SEPTEMBER FRUIT CROP REPORT.

The Agricultural Department's fruit crop report, which is being issued from Ottawa this week, shows fairly favorable conditions for the fruit yet to be harvested, a summary of the report presents conditions as follows:

The weather conditions have been fairly favorable for plums, peaches and grapes, but not for pears and winter apples.

Apples—Early and fall fruit is nearly all harvested, the winter fruit ripening prematurely and dropping, reducing the crop already below medium.

Pears—Are ripening rapidly and are of good quality. Exports to Great Britain are larger than usual.

Peaches—The crop is all harvested, but a few late varieties. Prices have been below the average.

Plums—Are nearly all harvested, except in Northern districts.

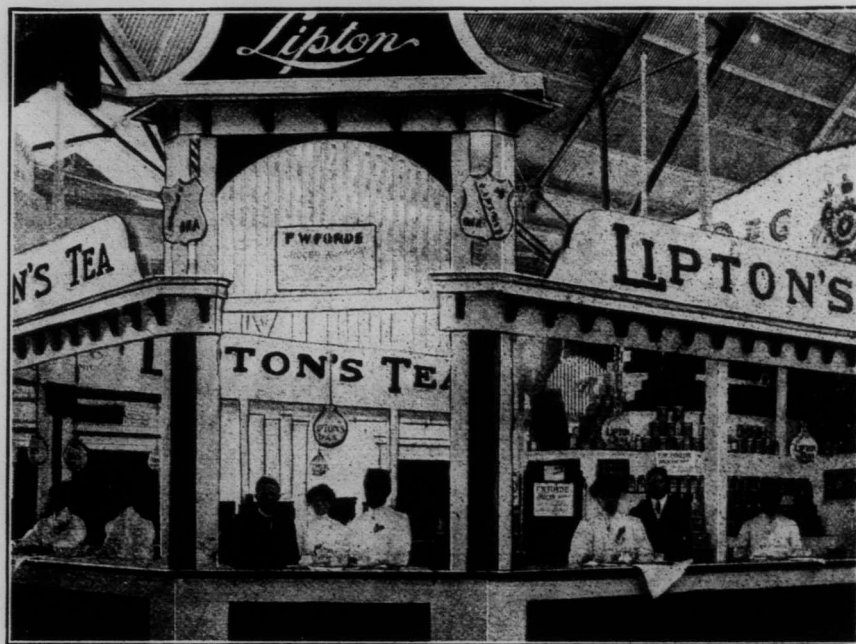
Grapes—There is a full crop of excellent quality. Prices lower than for several years.

Tomatoes—Have ripened too rapidly for the canning factories, but are of excellent quality.

Cranberries—There is a good crop. There is a demand for the Canadian berries in the United States.

Insects and fungous diseases have developed slightly this month. Pink rot has developed to a serious extent, especially among apples.

Winter apples in the United States have depreciated in quantity and qual-



CENTRAL CANADA EXHIBITION—Thos. J. Lipton's Exhibit.

Ceylon with its magnificent tea plantations. Here Thos. J. Lipton owns several large plantations. He supervises the growing, picking and packing of Lipton's famous teas, "sold in air-tight tins only," as the complete advertising literature of Thos. J. Lipton states. Lipton's coffee, ever a ready seller, was shown, as was also Lipton's jelly tablets. These are becoming more and more popular with Canadian housekeepers every day, and, consequently, with the grocer. It is only necessary to dissolve them in hot water to prepare a very dainty dessert. Lipton's other specialties, including pickles, gherkins, chow-chow and preserved walnuts were displayed, too.

A. E. Carson, Canadian manager for Thos. J. Lipton, spent three days in Ottawa during the Fair, and was frequently seen at the booth. He reports magnificent increases in sales, as compared with those of a year ago.

### ROWAT & CO.

It is a number of years since A. G. Snowdon first went into a grocery house and sold an order of Rowat's pickles and olives. That first sale may have been a difficult one to make, but the orders came after that with surprising frequency and were greater in size until hundreds of earloads are placed in Canada to-day. Unless this Glasgow factory was able to deliver the goods, if their pickles and olives were not of the very highest quality, scientifically put up, such a trade could not have been worked up even in a century. Every housewife knows and appreciates Rowat's pickles and olives, which are obtainable in packages of standard size. The grocer finds himself able to recommend them at all

good idea of it. Rowat's Worcestershire sauce, preserved walnuts, chow-chow, gherkins and white onions were also shown.



OTTAWA PURE FOOD SHOW—Exhibit of Rowat & Co.'s Goods.

The whole display, 91 cases, was purchased by Wm. R. Cummings, Cummings' Bridge, Ottawa.

ity. Prices for Canadian pears and apples in Great Britain have been good and shipments larger than usual.

**AMENDING NEW SOUTH WALES FOOD LAW.**

**Changes Made Will Benefit British Columbia Salmon Cannery.**

Canadian Trade Commissioner for Australasia, J. S. Larke, writing from Sydney recently, reports that amendments have been made in the New South Wales Pure Food Law, recently passed, which make it more agreeable to Canadian packers of canned salmon. One clause of the law rendered it obligatory that canned goods should have stamped upon the end the name of the packer and the year in which the packing took place. But as this clause seriously affected the canned salmon trade from British Columbia, representations were made to the Premier having regard to the impracticability of such a restriction.

The bill was re-introduced a few days ago and the Premier has made the changes which he promised. The clause now reads:—'Except in the case of a package of food which has been exempted from any or all of the provisions of this section by the regulations, there shall be legibly and durably written on or attached to every package of food packed or enclosed for sale a statement or label indicating the trade name or description, the net weight or the number, true measure or volume of the contents thereof, and the name and address of the vendor, as well as the name and address of the maker of such contents or of the agent thereof or of the owner of rights of manufacture. No person shall, after the expiration of six months from the commencement of this act, sell in a package any food unless such a statement or label is written on or attached to such package as required by this section.'

Respecting the weight, another clause of the bill provides that:—

'Weights and measures closely approximating those indicated on the statement or label will be allowed, but the degree of approximation may be fixed by the regulations, either generally or with respect to particular articles of food.'

This change covers the objection of the Canadian salmon cannery, but objection is still taken to the difficulty of having the name and address of the vendor upon the package. It is probable that the bill will be further amended in this respect and also in respect to the clause affecting the sale of advertised medicines.

**TEA BUSINESS IN THE WEST INDIES.**

**Trade Commissioner Presents Opportunity to Canadian Merchants.**

Canadian Trade Commissioner in Barbadoes, E. H. S. Flood, writing under date September 15, reports an opening in the West Indies for good business for Canadian tea merchants. Speaking of importations of tea into the islands, he says:—'The bulk of the importation comes from the United Kingdom and the remaining portion from the United States and Canada. Black teas are the favorites and are chiefly imported, with only a small quantity of green. About three-quarters of the import appears to be Ceylon tea, practically all in package form, in pounds, half-pounds and even in ounce packages. A few years

ago tea was imported principally in bulk; at the present time, package tea has quite replaced it.

'Tea drinking is becoming quite general in these islands. I am assured that this is due partly to the improved purchasing power of the tenantry, as the blacks are called, and partly to the manner in which the tea is placed on the market, viz.: in small packages, thus making it possible to expend but a small amount on this article at one time. The market for tea is becoming increasingly better as a result of the unusually prosperous times these islands have of late experienced.'

A new field is thus offered for Canadian enterprise and the importance of the opportunity should be appreciated by Canadians. Tea, which a few years ago was purchased only by the upper classes, is now being used by all classes alike. There is an increasing demand to which the attention of the Canadian tea merchant should be directed.

**CANADIAN CIDER FOR GREAT BRITAIN.**

**Favorable Opening for Our Manufacturers—The Demand Steadily Increasing.**

W. A. MacKinnon, Canadian Trade Commissioner in Bristol, in this week's report from the trade and commerce department, speaks of opportunities in Great Britain for Canadian cider manufacturers.

'From time to time,' he says, 'Canadian Trade Commissioners have reported on the opening for good Canadian cider afforded by British markets. It has been pointed out that only a first-class article will meet with a ready and constant demand here, and that even then the best Canadian cider might have for a time to find its chief use in blending with English cider.'

The industry here, as is well known, has been brought in certain counties to a high degree of perfection, and is assisted by the experiments carried on under the auspices of the National Fruit and Cider Institute. These experiments have involved the trial of a great number of varieties of apples (and concurrently of pears for the making of Perry) and an infinite number of blends in varying quantities: in fact it seems to be accepted that the choicest commercial ciders are always the result of blending, though some varieties of apples produce by themselves a most acceptable beverage.

'The Board of Agriculture has recently issued a bulletin on 'Cider Orchards,' from which the following is an extract:—'The future welfare of the cider-making industry depends upon a large increase in the planting of fresh orchards during the course of the next few years. Probably the majority of the existing orchards have long passed their best days and are now dying out; and few are being planted to fill their places. In unfavorable seasons the supply of fruit is by no means equal to the demand, with the result that prices are high and it is difficult to manufacture pure cider at a reasonable profit. The present state of affairs points to a regular and more serious shortage of cider fruit within a few years, and this, unless something be done, means a decline of the industry from the position it now occupies.'

'It would appear from this that if Canadian cider makers enter seriously and scientifically upon the task of supplying British markets with a first-class product, the demand is likely to increase rather than fall off, even in years when the English crop and quality are satisfactory. It may be well to repeat that the practice of cider drinking is on the increase in this country. It would not be difficult for any Canadian manufacturer to obtain samples of some of the most popular makes of cider, as known in Devonshire, Somersetshire, and other famous cider counties.'

**ANOTHER FRUIT JAR COMPLAINT.**

Editor Canadian Grocer: We have noticed a great many complaints in your valuable paper about our Canadian fruit jars. We also wish to add our experiences in this matter. We have been handling these jars for years, and a good many of them. We have made very little profit on them, but have received a good many complaints from our customers. We have found at least one dozen damaged or broken jars in every gross that we have sold.

Could it not be arranged among dealers to have an agreement in buying these jars so that the damaged ones might be replaced or have the amount of loss allowed on the invoice? We think all dealers agree with us that something must be done if we continue to handle these Canadian jars.

We might also state that the condition of the boxes in which the jars are packed can be compared with the quality of the jars.

STUEBING & SON, Berlin.

**VANCOUVER'S PURE FOOD SHOW.**

**Retail Grocers' Association Arranging Exhibition for Next Week.**

Vancouver will have a Pure Food Show on October 12th to 17th in the Dominion Hall, under the direct management of the Vancouver Retail Grocers' Association. The show was a splendid success in every way last fall, but arrangements are now under way which should ensure it being a bigger and greater success than ever this year. Pure food shows are popular throughout the country, and judging from the crowds which attended last fall, it appeals as strongly in Vancouver as elsewhere.

Already quite a number of exhibitors' spaces have been sold, and those remaining will be allotted as orders arrive, with no reservations. W. J. C. Hunter, credit manager and secretary of the Vancouver Retail Grocers' Association, has charge of all details in connection with the show.

Levi Davis, a gardener at Rideau Ferry, near Smith's Falls, Ont., has a hundred bushels of onions, each of which measure from 14 to 15 inches in circumference.

**MAPLE SYRUP AD.**

It will pay you to see it—page 51



**THE CANADIAN GROCER**

Established . . . . . 1886

**The MacLean Publishing Co.**

Limited

**JOHN BAYNE MACLEAN** - **President**

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

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

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Published every Friday.

**BUTTER AND EGGS ARE CLIMBING**

The price of butter and eggs all over the country is showing a general advancing movement, and this is true also, though to a less extent, of cheese, honey and provisions.

The butter situation is following pretty closely along the lines prevailing since the commencement of summer, and is bearing out the prediction made early in the season. For months creamery butter has steadily held its own between 24c and 26c in the larger eastern Canadian markets, and now with the coming of cooler days the markets are firming up for an advance. Reports from various sections of Canada bear out this statement. Prices are not anticipated to go so high as last winter, but they may be expected to come within striking distance of last year's figures. What will tend to keep prices a little lower than last winter is the fact that there has been a much larger make this year, farmers who supplied cheese factories a year ago having this season turned their attention to the creameries. The farmer's lot was a comparatively easy one,

too, this season. He had simply to wait at home for the buyer who offered the highest price. Commission man, wholesaler, retailer and consumer went up and down the country buying butter to the immediate benefit of the farmer, though this was rather detrimental to the business of the commission merchant.

A great deal of the butter bought would have been sent to Great Britain, but the high price paid in the first instance precluded the possibility of exporting and giving a profitable return to the dealer. Consequently, rather large supplies were placed on the Canadian markets. The consuming public, however, suffering from a dearth of butter at famine prices during the past winter, readily paid what was asked, and so saved the situation. Commission men were unwilling to pack at the high prices, but realizing the fact that prices would not come down and that a large native consuming demand was growing, eventually had to pack at prevailing prices.

Retailers, too, had done not a little storing, and as the charges for this are very light—about a cent a pound for eight months—it is believed that supplies are fairly large. Certainly they are a great deal larger than a year ago; and if so, prices will hardly soar so high as they did then. On the other hand, dealers who bought at a fairly high price can hardly be expected to sell without making some slight profit. Taking into account the increased demand for butter during the winter months, and if to the present price storage and other charges are added, it is likely the wholesale price for creamery butter will not be far below 30c a pound during the coming winter season.

As to eggs, practically the same conditions hold good, as prevail in the butter markets, with this difference, however, that probably the egg situation is in a slightly more advanced stage. Eggs are not now and have not been for several years exported to the Old Country, the local demand and consequent high prices shutting out almost entirely this feature of the egg business. During the summer supplies were free, but the demand for eggs was pretty great, due, no doubt, to the high prices of meats and provisions. As was to be expected, the hot weather was responsible for a high rate of shrinkage, and it is only now with the cooler weather, that this shrinkage is showing any appreciable lessening. As it is, however, the shrinkage at present in Ontario is about a dozen and a half to the case. This shaves pretty close the profit to be made on eggs, especially as the dealer has to take so many chances. On account of the high prices, eggs were not put away until quite late in the season.

There is not, however, the large stock there is in the butter line, and since the cooler days have come supplies have dropped off somewhat. This, with the higher prices demanded by farmers, will undoubtedly boost prices, and at present is doing so. During the past three weeks eggs have gone up two cents, and when the time comes that supplies are short and dealers must draw on their reserve in cold storage, the price will be pretty close up to that asked for butter.

**THE GROCER AND THE ELECTIONS**

In view of the approaching elections the old difficulties regarding business men's participation in politics becomes a live question. Whenever things of this nature crop up it is always a good plan to get the views of successful business men regarding them, because it may be taken for granted that they have pursued the right course, or else they would not have been successful. Of course, a man's politics are not so liable to become a topic of the tea table conversation in a city as in the smaller country towns.

The opinions which we have heard enunciated are all about the same when summed up. Some grocers said they took no part whatever in politics; some voted quietly; some were very outspoken in their political allegiance, and some, it is said, although I have them yet to encounter, were offensively partisan. To vote is a national duty, and no man should try to avoid it, but it is exactly the same with this as with many other things in life—it is the way and manner in which it is done. Take for example, a man who is so self-opinionated that his views of life are narrowed down to very fine limitations, it is exceedingly difficult for him to see the two sides of anything, except a dollar bill, and the chances are that he cannot talk politics or anything else without giving offense. On the other hand, there is the man who can see both sides of the question, and who respects other people's views, and he does not offend, even if he may have a discussion with a customer. Sometimes there is a peculiar respect engendered among men for one another by virtue of the fact that they hold different views, and when they are broad-minded enough to look upon such conditions in the proper light. It is a poor man, indeed, who has no convictions at all in such matters, and shows a lack of proper interest in national affairs. All this goes to show that a merchant may have his own views on certain subjects, but it is wise for him to abstain from thrusting them too strenuously upon those whose patronage he enjoys.

## THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

## RATHER ANNOYING.

A Canadian special delivery stamp on a letter addressed to a point in the United States, or a United States special delivery stamp on a letter mailed in the latter country for Canada does not insure its quick delivery. It is delivered as if it had only an ordinary 2c stamp affixed.

There have been some specific instances lately where lack of knowledge in this respect has caused delay and annoyance to business men.

To ensure special delivery of a letter mailed in one country for delivery in the other, the envelope must bear the special stamp of the country to which it is sent. To procure this stamp is not always either easy or convenient.

This is a matter which should receive attention from the Post Office Department of the two countries. If a 2-cent stamp insures a letter being delivered in either country in the ordinary way, why should not the special delivery privileges be accorded to a letter when the special delivery stamp of the country from which it is sent is attached?

## KEEP THE STORE WELL LIGHTED.

The lighting of a store is always a problem. Both daylight and artificial light should be supplied in an ample degree. In the congested quarters of the cities it is not always possible to get sufficient daylight, but it is always possible to have a good quantity of artificial light. When the days get short, the well-lighted store is the one that commands attention, and beginning at the front door, which should always be well lighted, the window should be resplendent, of course, taking for granted the dressing is attractive, otherwise the lights ought to be as dim and few as possible. The efficacy of good lighting in the store itself is obvious. First, there is the psychological effect on the customer when he comes into a flood of light where everything seems to speak a welcome full of warmth. Secondly, in ill-lighted stores dirt and rubbish are more likely to collect and lead to an unsanitary condition. Thirdly, there is the general satisfaction to be derived from working in a well-lighted store, as compared with work anywhere in a dim and insufficient light. Electricity is undoubtedly the best form of light, as it is the cleanest, least cumbersome and most easily taken care of, requiring very little attention. Gas and acetylene come next, and coal oil last. There are many kinds of acetylene plants, and some of them give a very brilliant light, but they require considerable attention.

Winnipeg, Oct. 5.—At the close of the first month of the crop year of 1908 there has passed inspection at Winnipeg 10,339,350 bushels of wheat, or a little over one-tenth of the estimated crop. This is a new high record in grain movement and is marvellous in view of the fact that the C.P.R., the road having the greatest mileage in the wheat belts, was hampered by a strike, that is now two months old. The total number of cars of all grains carried was 11,018. This was against 7,085 in the September of 1906, and 6,283 in the September of 1905. Comparison is not made with 1907, because harvest was too late last year for anything of a record to have been made at crop movement in September. In 1906 and 1905, however, harvest began rather earlier than this year, there having been cutting as early as August 8 in 1905. In spite of this heavy movement there is a constant complaint of car shortage. This is mainly due to the fact that so many farmers have been able to thresh early this year, September having a practically unbroken record for fine weather, and the rush of wheat to market has been beyond all precedent and very naturally the railways were not in a position to handle it. In addition to this the C.P.R. had 42 engines and a large number of cars tied up on construction of the double track from Winnipeg to Fort William. The company wisely refused to take the trains off until the 250 miles from Winnipeg eastward was complete and ready for use, feeling that what time was lost in crop movement before October 5th would be more than made up after that date. Your correspondent has it officially that the bulk of the work trains will be released for grain movement to-day, though the public announcement in the Winnipeg papers will not be made for some days yet. When these engines and cars are put on the western wheat things will go with a rush, and the railway being able to use the 250 miles of double track without a break and the balance of the 420 with the exception of a break of nine miles where some heavy filling-in is required, will not only get their cars to lake terminals more readily, but will be able to return them to the wheat belts much more quickly.

Though so large a volume of wheat has already been moved, it is too early to talk about the improvement on the financial situation. A large amount of the grain sent forward has not yet been finally disposed of and though, no doubt, the farmers have received a percentage, they have not received all that that amount of wheat represents in money. In another week or ten days there should

be good accounts from the wholesale houses.

The wheat market has continued somewhat of a mystery to dealers, owing to what would seem abnormal strength in the light of the indifference of British buyers and the fact that during the past week they have shown more disposition to place orders for January and February deliveries of Argentine wheat than to purchase Manitoba. At the same time any additional strength in Manitoba (and the market was a strong one all week) seems to be reflected in Liverpool. With the rapid increase of receipts that may be looked for this coming week, the world's visible climbing up and the world's shipments increasing rapidly, a break would seem in order, but though the market occasionally breaks a little, it quickly goes back again because every break brings out not speculators, but buyers of actual wheat.

One of the features of the past week has been the enormous increase in the export flour trade, which has picked up wonderfully in the last ten days. The Assiniboia, sailing from Fort William on Wednesday morning, carried 2,200 tons of flour, almost all of it for export, and flour trains are pulling into Fort William every day. The Lake of the Woods Milling Co., at Keewatin, is receiving wheat at the rate of 100 cars daily, and though it is not so easy to check the Ogilvies, they are no doubt receiving just about the same amount. The Western Canada Flour Mills at St. Boniface is also busy and the rebuilt mills of the Maple Leaf Flour Milling Co., at Kenora, is being rushed in order to grind this crop.

Moose Jaw is putting up a splendid 1,000-barrel mill, which is really an addition to the mill that has been established at that point for some time.

The cattle trade shows few changes during the past few weeks. There has been a complaint of shortage of cars for cattle also, and it is claimed that there are still 20,000 head to come out this fall. If this is correct the year 1908 will be a banner one in export cattle, as already more have been shipped than for the whole season of 1907. Prices have been low, owing to the drop in the British market, but as there is some slight improvement there, prices here may stiffen a little. It is expected that cattle, as well as wheat, will move more quickly this coming week.—H.

A new variety of fruit, called nartjes, somewhat in the nature of an orange, with an outward appearance of a quince and yet quite different from either, is being shown on the London, Eng., market. The nartjes comes from South Africa.

## THE "PURE FOOD" GROCERY

Would It Pay to Sell Only Guaranteed Goods?—How It Should Work Out in Actual Practice.

Some time ago I wrote an article on "Pure Food." In it I tried to show how much better a man's conscience felt when he sold "straight" groceries. I even quoted Emerson, "The reward of a thing, well done, is to have done it," trying to show that it was sufficient reward to a grocer, who had gone to great pains to sell only pure goods, to have the satisfaction of knowing he was a public benefactor. But all my theories fell to the ground when an old grocer, after reading my essay, said: "If you want to get the grocers to take up the idea of selling pure goods only, you must show them, demonstrate plainly, that they can make more money that way."

### The Trade Paper and How it Helps.

Why do merchants read a trade paper, anyway? To get market reports and new light and new ideas on their particular line of business. It isn't always the new ideas that help the most, though sometimes the old ideas are presented differently, sometimes you knew a thing was right, but had never adopted it, perhaps reading it again will lead you to use it. It's the same with advertising. The public know in a sort of a way that you have a grocery store, and sell good goods, but assertive advertising, quoting prices, leads them to patronize you.

### The Same With the Other Question.

It's the same with this Pure Food question? You all think it's a good thing in regard to jams, syrups, etc., but are rather doubtful as to whether handling nothing but guaranteed groceries from cellar to roof would pay.

Just suppose, for example, two men, A and B, were engaged in the grocery business in the same town. A has a reputation for high-class groceries that is not confined to high price fancy goods, but every article in the store can be depended on as absolutely pure. If A is doubtful about anything, he has it analyzed and will allow nothing to be sold he does not personally know to be above suspicion. He doesn't do nearly as much business as B, but as his profits are larger in a year's time he makes exactly the same amount of money. B is all for big sales, hurry and splash. The quality of the goods doesn't worry him so long as the price is low and his customers don't complain too frequently. To illustrate: A traveler carried different grades of spices, vinegars, etc., and B, invariably bought the lowest priced grade, even though assured it was not "straight." His reply was, "Oh, folks round here won't know the difference," which was true enough for quite a number, but their health would suffer when it was too late.

### An Interesting Question.

Suppose B is that kind of a man. At the end of a year won't A be far ahead,

even though their profits were the same? A has a reputation for quality that could not be purchased with money.

There is a great deal of pleasure in selling a high-class article, a nice fat profit for yourself, a satisfied customer and likely a repeat sale.

I believe in grocers branding and guaranteeing standard articles, such as tea, coffee, extracts, baking power, etc. Ascertain by chemical analysis, if necessary, that they are pure, then put your own name on them and stand behind them.

### Work for the Associations.

Grocers' associations are doing a great deal of good all over the country, such as organizing for collection of bad debts, protection against combines and unfair competition, and bettering trade conditions, and they could do an even greater work by employing a chemist to determine the purity of the various staples and advertised brands of groceries that are on the market, having the results published among the grocers, and combining together to educate the public as to the relative merits of the various articles without fear or favor.

In the meantime, it would be a great honor as well as very profitable to be known as the "Pure Food Grocer" of your town or city.

### EXTENDING THEIR BUSINESS.

W. H. Millman & Sons, wholesale grocery brokers, 27 Front St. E., have just completed arrangements to take over the whole of the large building, where their offices now are, which has been for some years known as the Dixon Storage warehouse. They take possession of this building on November 1st, in addition to their already successful brokerage business. With their promptness and reliability in all their business, they, no doubt, will do well with the new undertaking. Merchants and shippers throughout the country, anticipating storage, could not deal with a better firm, and the location of this building is the very best in Toronto. They solicit business for all kinds of merchandise. A new advertisement, announcing the addition to the business, appears on page 49 of this issue.

### TRADE NOTES.

Thirteen carloads of Kettle River Valley (B.C.) apples have been exported to Australia. Besides filling local demand the valley will market over thirty carloads of fruit at outside points.

Clark & Reid, Ottawa, have recently been appointed selling agents in that city for the Robert Greig Company, Toronto, and have already secured a large number of orders for "White Swan"

goods. With this agency they should make the sale of White Swan coffees, spices, cereals, etc., larger than ever.

Secretary Gillett, of the New York State Fruit Growers' Association, states that the apple crop in that State is 93 per cent. of last year's crop, and 60 per cent. of average crop. The counties bordering on Lake Ontario have a full average crop of the best quality, while the Hudson River Valley counties have a small crop of medium quality.

With a view to increasing the consumption of salt-water fish in the inland Provinces of the Dominion, an Order-in-Council has been passed empowering the Dominion Government to defray one-third of the cost of express rates on shipments of fish to the West from the Maritime Provinces. This payment is in the nature of a subsidy for part of the year to the fishing industry of the East, and should prove a great boon to parts of the Dominion where there is at present great difficulty in getting any good supply of fresh sea fish. The reduction in the cost of transportation will apply throughout the fall shipping season.

### PERSONAL NOTES.

J. P. Gallagher, representing Alp. Raymond, formerly J. A. Perrault & Co., Montreal, importers of jams, jellies, pickles, etc., was a caller on the jobbing trade of Toronto and Hamilton this week.

J. W. Windsor, of Montreal, left Saturday last for Winnipeg on a business trip, where he is placing Ice Castle Brand canned goods and Balmoral pure jam jellies and marmalades on the market.

The largest cargo of apples ever carried from Halifax to Liverpool was taken a few days ago by the steamer Halifax City. It consisted of 17,099 barrels of the choicest Nova Scotia apples. It is not unusual to send large apple cargoes to London, but Liverpool has never before called for such a large shipment. London is taking great quantities of Nova Scotia apples at present.

### HINTS TO BUYERS.

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

A new company now doing business in Montreal is the Dominion Cocoa & Chocolate Co., 16 Place Royale. The firm offers the trade "Favorite" brand cocoa, which is put up in 1/2-lb. tins, and also in 10-lb. canisters and in bulk. Absolutely no adulterants are used in the making of this line.

Schlesinger Bros. & Co., Montreal, are selling Maestrini milk chocolate more freely than ever before. This line is made in Switzerland, the factories being located in the finest dairying districts. The candy is most attractively wrapped.

## MAPLE SYRUP AD.

It will pay you to see it—page 51

# Markets and Market Notes

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

## QUEBEC MARKETS

Montreal, October 8, 1908.

### POINTERS—

Fish—Easier.  
Cheese—Easier.  
Butter—Firm.  
Spices—Advanced.  
Vegetables—Advanced.  
Fruits—Advanced.  
Sugar—Firm.

The past week has not been any too bright and trade in all lines is somewhat slack. The high butter market and the prospects of it going still higher is certainly not a pleasing aspect of the market for those who have to provide for families. Vegetables and fruits have gone forward slightly, and this has given an impetus to the canned vegetable trade, which is brighter than for a long time. Canned fruits, however, do not seem to have been benefited in the same way, but this may be due to the fact that they are more of a luxury, and can be bought even under wider fluctuation in price than vegetables, which are a necessity. Sugar remains the same in price, although the demand has largely fallen off. Japan teas are active, also the better grades of coffee. A good business is passing in all kinds of fish. Provisions are firm and in good demand. The high prices for molasses have somewhat checked the demand for that commodity. Spices are active. The new dried fruits arriving are opening up well. Collections cannot be said to be more than fair.

**SUGAR**—The sugar market is much duller than at last report. The price, however, remains the same. There is an undertone of uncertainty to the market. Refiners are not sure that it will react along ordinary lines as it has shown many surprises during the year. In many cases it has failed to do what was expected of it.

Granulated, bbls	4 79
" 1-bbls	4 85
" bags	4 65
Paris lump, boxes, 100 lbs	5 60
" 50 lbs	5 60
" 25 lbs	5 80
Extra ground, bbls	5 05
" 50-lb. boxes	5 25
" 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 30
No. 1 " bbls	4 30
No. 1 " bags	4 25

**SYRUP AND MOLASSES**—There is a fairly good demand for molasses, but it is plain that the prevailing high prices are keeping trade within a smaller area. Syrups are in fair demand, and prices remain the same as at last quotation.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39	0 41
" in half-barrels	0 40	0 42
" fancy	0 38	0 40
" extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua	0 20	0 30
Porto Rico	0 20	0 40

Corn syrup, bbls	0 03
" 1-bbls	0 03
" 2-bbls	0 03
25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " 1 doz. "	2 85
" 20-lb. " 1 doz. "	2 60

**MAPLE PRODUCTS**—Maple products are dull and featureless, with no change in prices.

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

**TEA**—Locally the Japan market is showing more activity this week. In Japan the market is firmer, with about 1/2 cent advance on quotations of three weeks ago. The market for blacks is not very active. There is some little trade passing in the cheaper grades, otherwise the market is dull. Quotations have not altered.

Choicest	0 38	0 45
Choice	0 32	0 37
Japan—Fine	0 27	0 30
Medium	0 21	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsney gunpowder, low grade	0 13	0 16
" " pea leaf	0 15	0 27
" " pinhead	0 30	0 45

**COFFEE**—For some time there has been a slight preference shown in this market for the cheaper grades. This, however, is changed now. Dealers report a very decided increase in the volume of trade in the higher grade coffees. Business is brisk in all lines. Prices remain the same as last quoted.

Jamaica	0 18	0 20
Java	0 20	0 35
Mocha	0 18	0 25
Ro. No. 7	0 05	0 11
Santos	0 12	0 15
Maraçabão	0 15	0 20
Roasted and ground 20 per cent. additional		

**DRIED FRUITS**—A remarkable feature in the dried fruit markets this season has been the almost total absence of serious fluctuation. Prices have been steady with very slight changes since the opening. The last direct steamer from the Mediterranean, the Jacona, has now completed loading at Denia and should reach Montreal with a full cargo early in November. Belated orders from Mediterranean ports are still coming in via Liverpool and should reach here before navigation closes. Quotations on dates from London ex. first tide steamers are on a very reasonable basis, showing disposition on the part of London shippers to make an effort to recover the business which they lost under the ad valorem duty, but which they now have a chance of securing since the change to the specific rate. Tarragona almonds have strengthened somewhat, which condition has not been anticipated, as opinions in general were that this market would become easier. Filberts are firm and reports from the Messina exchange indicate a possibility of them remaining so.

Dates—		
Hallowees, per lb	0 04	0 06
Sais, per lb	0 03	0 04
Packages	0 06	0 06

Malaga Raisins—		
London layers	2 26	
" Connoisseur Clusters	2 40	
" " 1/2 box	1 00	
" Royal Buckingham Clusters, 1/2 boxes	1 37	
" Excelsior Windsor Clusters	5 50	
" " "	1 50	
Australian raisins	0 07	0 08

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

California Evaporated Fruits—		
Apples, per lb	0 32	
Peaches	0 18	
Pears	0 14	

Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 18	0 19
" " " 50-60s	0 08	0 09
" " " 60-70s	0 09	0 09
" " " 70-80s	0 07	0 08
" " " 90-100s	0 06	0 07

**SPICES**—Peppers are stronger this week, nothing being obtainable under 16c. Ginger is also higher, being quoted at 18c to 20c instead of 16c to 20c as at last report. Nutmegs are firm at 30c to 60c. Other lines remain the same as at last quotation. Demand for all kinds of spices is good owing to the pickling season now being on.

Peppers, black	ret	lb.
white	0 16	0 20
Ginger, whole	0 18	0 27
Cochin	0 18	0 20
Cloves, whole	0 17	0 20
Cloves, ground	0 17	0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
whole	0 14	0 16

**RICE AND TAPIOCA**—The rice market offers nothing new this week. Locally demand is poor. Prices are unchanged. Tapioca is slightly more active, but there is still much room for improvement. Prices have been fully maintained during the week.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " " pockets 25 pounds	3 25
" " " " 12 1/2 pounds	3 35
" grade C.C., 250 pounds	3 05
" " " 100 "	3 05
" " " 50 "	3 15
" " " " pockets 25 pounds	3 15
" " " " 12 1/2 pounds	3 25
Tapioca, medium pearl	0 05

**BEANS**—Only a limited amount of the new crop are yet available. The demand is fairly good and would be better if supplies could be procured. Austrian and Indians are meeting with an indifferent sale.

Ontario, pickers, new	1 85	2 00
Austrian	1 90	
Indian	1 65	

**EVAPORATED APPLES**—There is nothing to report of any consequence in this market. Prices are unchanged.

Evaporated apples	0 07
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**MAPLE SYRUP AD.**  
It will pay you to see it—page 51

CANNED GOODS

There is very little new to record this week regarding the general situation. The rivalry between the independent companies and the Canadian Cannery continues, though nothing of this is on the surface, except in the West. The real situation will hardly show itself till later in the season. Some of the factories seem anxious to get rid of their stock of tomatoes, and, judging from this and other circumstances, one is pretty safe in concluding that the tomato pack has been generally large. How the situation will work out remains to be seen.

MONTREAL.—Peas, beans, tomatoes and corn are in good demand. Canned fish is also in good demand, but meats, both Canadian and American, are somewhat neglected. Fruits also are not active, owing to the season for fresh stock now being at its height.

TORONTO.—While a large part of the goods have already been sold there is good demand this week for canned vegetables. Business in canned meats seems to have dropped off a little since the cold weather has set in.

WINNIPEG.—There is no change in the local situation. Corn, peas and tomatoes are still being sold at very low figures, and there is no sign of the end of this competition in prices.

NEW PRICES—1908 PACK.

	Per doz. Group 1.	Per doz. Group 2.
<b>FRUITS.</b>		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted	8.00	8.00
Gals. red, not pitted	6.50	6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard	5.00	5.00
Gals. red, solid pack	7.00	7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard	5.25	5.25
Gals. black, solid pack	8.00	8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards	6.00	6.00
Gals., solid pack	8.00	8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00

3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	1.25
3's, ditto	1.85	1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"	.95	.95
2's, sliced, b.r., Simcoe	.95	.95
2's, whole, b.r., "Simcoe"	.95	.95
2's, whole, br. "Rosebud"	1.15	1.15
3's, sliced, br., "Simcoe"	1.25	1.25
3's, whole, br., "Simcoe"	1.25	1.25
3's, whole, br., "Rosebud"	1.40	1.40
2's, golden wax, midget, "Auto"	1.25	1.25
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's, Refugee, midget, 'Auto'	1.25	1.25
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob	4.50	4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05

3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's No. 1 extra fine, sifted	1.12½	1.07½
2's No. 4 standards	.82½	.77½
2's No. 3 early June	.87½	.82½
2's No. 2 Sweet Wrinkle	.97½	.92½
2's No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—

Sugar—St. Lawrence declined 10 points.

Teas—Ceylons firmer in primary markets.

Butter—Advancing.

Eggs—Firmer.

Collections—Fair.

Toronto, October 7, 1908.

Not a great deal of change is noticeable in the wholesale markets this week and business continues along about the same lines. Business in California fruits is fairly good and new raisins and currants are in pretty fair demand. Other lines are only passing as usual, and while the jobbers speak hopefully, things are seemingly a little quiet.

About the only noticeable change during the week was a decline of 10 cents on St. Lawrence sugars, which occurred on Wednesday afternoon. At the time of writing the other companies had not followed, the decline, and, indeed, there was no official notice of the decline. New crop Western Ontario beans are on the market.

SUGAR—The only change of the week was the decline in St. Lawrence noted above. As official notice of the change had not been received at time of writing local prices had not changed. It is expected, however, that the other companies will follow, and the decline be general. This decline followed immediately on the report of a 10-cent decline on the New York market on Wednesday morning.

Business has been rather dull in sugar since the close of the preserving season, and the markets have eased off a little as a result. Before this week's decline prices were on a basis 30 points above the market at this time last year, and it seemed likely there would be a falling off to some extent at least. Retailers would do well to curtail their purchases for some little time at least.

Willet & Gray, reviewing the raw market, say:

"In the absence of sales during the week under review the market quotations remain nominally unchanged, although

5 .90  
 10 1.45  
 20 1.85  
 30 .95  
 40 1.05  
 2 1.07 1/2  
 2 1/2 .77 1/2  
 7 1/2 .82 1/2  
 7 1/2 .92 1/2  
 2 1/2 1.37 1/2  
 7 1/2 3.72 1/2  
 35 .80  
 30 2.75  
 30 1.25  
 35 1.80  
 35 5.00  
 20 1.15  
 15 1.10  
 55 3.50  
 30 .85  
 30 .95  
 30 3.25  
 30 .95

efforts to sell a cargo of Javas at the current quotations failed for want of a buyer and the sugar is going into warehouse rather than meet buyers' views at a lower level. The outcome of the present inactivity depends upon Europe to a large extent and the beet sugar markets have shown a small receding tendency, October being quoted at 9s 6d, against 9s 7 1/2d last week. The fluctuations are small under continued reports of favorable weather for the beet crop thus far, but the weather of October will prove critical, for good or bad development. A preliminary estimate of the beet crop of all Europe ranges from 6,350,000 to 6,785,000 tons, an average of 6,567,500 tons, against an outturn last year of 6,532,000 tons. Cuba crop reports continue favorable, with one central still working and the Six Ports stock reduced to 34,000 tons."

A peculiar feature of the market for several days during the week was the fact that there was no Wallaceburg beet sugar to be had. Supplies of raw sugar coming in from the factory were held up for some days in the St. Lawrence and in the meantime the factory was forced to suspend operations. The arrival of the supplies, however, has remedied matters. Prices at time of writing were as follows:

Paris lump, in 25-lb. boxes	6 5
Paris lumps, in 50-lb. boxes	5 75
in 100-lb. "	5 15
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Standard granulated	4 70
Imperial	4 50
Acadia granulated, (bags and barrels)	4 70
Phoenix	4 75
Bright coffee	4 70
No. 2 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	4 40

SYRUPS AND MOLASSES—There is very little demand for this class of goods and prices are unchanged.

Medium	0 30	0 35
Bright	0 40	0 45
Per case.		
2 lb. Tins, 2 doz. in case	2 40	
5 " " "	2 75	
10 " " "	2 85	
20 " " "	2 60	
Barrels	0 03	
Half Barrels	0 03	
Quarter	0 03	
Falls, 38 1/2 lbs. each	1 75	
" 25 "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
" 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
" " bbls.	0 28	0 30
Barbadoes, extra fancy	0 45	
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—There is a fair amount of business passing with no particularly new features. Cables received during the week by local brokers report a firm market all round for Ceylons.

Keary & Tonge's September report, just to hand, says regarding the situation in Ceylon:—"The month of August has been decidedly interesting for the tea trade, and Ceylon has not been behind hand in what might be termed surprises. On the Colombo market very near a panic has occurred, buyers tumbling over one another to secure teas with quality, and paying any price for them. For teas above common, prices have been rushed up to an extent which has not been equalled on this market for many years. Improvement in quality cannot altogether account for this

excitement, as although there has been improvement it has not been in excess of that which is usual at this period of the year. About the middle of the month the estimate for shipments to the United Kingdom had to be revised, and reduced from 8,500,000 lbs. to 6,500,000 lbs. owing to cold winds and drought; and with this came news from India that the crop there was below the average in quality. The probability is that this has been over-rated and consequently the high level in prices which fine tea has reached is extremely dangerous. Common tea continues to be neglected and the market for this grade is again lower, the statistical position is fairly strong—prices therefore for this grade are as low as they are likely to be. Medium tea has been in very strong demand, and prices have advanced rapidly during the month; in many cases there has been rises of 1 1/2d. to 2d. per lb. Fine tea.—There has been a large supply of this grade, and with a very strong demand prices have gone up to a most unusual extent."

COFFEE—Business continues very fair with a slight stimulation in some quarters as colder weather sets in. Prices are unchanged.

DRIED FRUITS—California prunes, apricots and seeded raisins are passing off fairly well. There seems to be less demand than expected for the new Mediterranean fruits and some houses are cutting prices on raisins, quoting as low as 5 1/2. Just how good business this is remains to be seen. The regular market price is 7 1/2. Valencias have been sagging a little in Denia during the week, going down as much as 2 shillings. A recovery has been made, however, to former prices, and the change has had no influence on local quotations.

Prunes	Per lb.
40-50's, 25-lb. boxes	0 09 1/2
50-60's, " "	0 08 1/2
60-70's, " "	0 08 1/2
60-70's, 50-lb. boxes	0 08 1/2
90-100, " "	0 07
Apricots—	
Choice, 25-lb. boxes	0 12
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon	0 09 1/2 0 11 Clifton 0 19 0 21
Orange	0 10 1/2 0 12
Figs—	
Elemeas, per lb.	0 08 0 15
Tappeta, " "	0 03 1/2 0 04
Bag Figs, " "	0 02 1/2 0 04
Currants—	
Fine Filiatas	0 06 1/2 0 07 Vostizas 0 09 0 09 1/2
Patras, " "	0 08 0 08 1/2
Uncleaned, 1/2 less.	
Raisins—	
Saltans	0 09 1/2 0 13
" Fancy	0 11 0 12 1/2
" Extra fancy	0 14 0 15
Valencias, old crop	0 06 0 06 1/2
" new crop	0 07 1/2
Seeded, 1-lb. packets, fancy	0 10 0 10 1/2
" 16 oz. packets, choice	0 09 1/2
" 12 oz. " "	0 08
Dates—	
Hallowee	0 05 1/2 0 05 1/2 Fards choicest 0 08 0 09
Salm	0 04 1/2 " choice 0 08 1/2

SPICES—Business is easing off a little since the pickling season is drawing to a close. Zanzibar cloves are a little higher in primary markets, but no effect is felt here.

Peppers, blk p. re.	0 15	0 20
" white pure	0 25	0 30
" whole, black	0 12	
" whole, white	0 28	
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 17	0 19
" whole	0 17	0 20
Mace ground	0 50	0 50
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 30	0 25

RICE AND TAPIOCA—Only a staple business is being done, with no change in prices.

Rice, stand. B.	Per lb.
B rice, 5 bag lots, delivered	0 03 1/2 0 03 1/2
Singapore	0 03 1/2 0 03 1/2
Patna	0 06 1/2 0 05 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 1/2 0 07 1/2
Sago	0 05 1/2 0 06 1/2
Seed tapioca	0 06 1/2 0 06 1/2
Tapioca, medium pearl	0 05 1/2 0 05 1/2

BEANS—New Western Ontario beans are on the market this week in good quality. Stocks of these have been very low for some time and the supplies of new goods will be welcome.

EVAPORATED APPLES—Little interest is manifest at this season. Prices are unchanged.

Evaporated apples 7 1/2 0 08

HIDES AND SKINS—The hide market is off, there being little demand for skins. Prices are as follows:

No. 1 inspected steers, 60 lbs. up	0 09 1/2
No. 2 " "	0 08 1/2
No. 1 " c.w.a.	0 09
No. 2 " "	0 04
Country hides	0 08
City Calf skins	0 12
Country Calf skins	0 10
Lamb skins	0 45
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 05 1/2 0 05 1/2
Horse hair, per lb.	0 28

GAVE WRONG STREET ADDRESS.

An item in these columns last week, headed "New Sauce Manufacturers in Toronto," and referring to the Mason-Miller Co., who have just begun business in the city, inadvertently went astray in giving the street address of the new firm. The Mason-Miller Co. is at 27 Melinda Street, instead of on Wellington Street West, as was stated. Their No. 1 sauce and essence of beef, the latter in glass jars, though only a few weeks on the market, is being very favorably received.

SUGAR MARKETS DECLINING.

With the falling off in demand for sugar since the close of the preserving season, the markets have assumed a somewhat easier tone. This was evidenced by a decline of 10 cents in New York markets on Wednesday morning, and this was followed on Wednesday afternoon by the St. Lawrence Sugar Co., Montreal, who notified the trade of a decline of 10 cents. At the time of writing the other companies had not followed, but will probably do so in a day or so. Considering the present situation retailers will do well to curtail their buying as far as possible for some time at least.

TRADE NOTES.

J. S. Donaldson, the Toronto broker, who was injured on the street a couple of weeks ago, was able to return to his office on Saturday and is again on the street. His many friends in the trade are very glad to see him about again.

Hamilton Morton & Co., 1 Wellington St. E., Toronto, have been appointed agents for the city and district for Balmoral pure jams, preserves and marmalades, manufactured by J. W. Windsor, Montreal.

Millman & Sons, Toronto, received a quantity of new crop Western Ontario beans last week, and distributed them to the trade. The market has been pretty well cleaned up for some time and the new crop beans will relieve this somewhat.



# Grocery News from Coast to Coast

## Quebec and the Maritime Provinces

**Montreal Grocers Complain of Fruit Jars—Large Shipments of Potatoes to Cuba From the Maritime Provinces—Fish Markets Dull in Nova Scotia.**

### MONTREAL.

October 7.—W. Willison, of Willison Bros., corner of Prince Arthur and Elgin Streets, has returned from a short fishing trip to St. Margaret.

John Davidson, of Fraser, Viger & Co., has returned from an extended tour of the Lower Provinces and Newfoundland. Mr. Davidson talks interestingly of conditions in this part of Canada. He stated that times were bad in Newfoundland owing to the low price of fish, upon which the inhabitants largely depend for their maintenance. This condition is due to a somewhat extraordinary and interesting cause. Most of Newfoundland's output of fish finds its market in Spain, France and Italy. Some years ago when a shortage occurred in the supply, and prices consequently went high, the people ate pork as a substitute, and became so fond of it that they have never completely restored their allegiance to fish. In this way the supply required in these European countries, is much less than formerly. Mr. Davidson states that the people of the Ancient Colony are in the throes of a political struggle, and the price of fish seems to be one of the main issues, both parties promising an improvement. Although Newfoundland lies close to Canada, the habits, manners and customs of her people and her trade and affiliations place her in a position closer to England than Canada in everything except geographical situation. After visiting Charlottetown, P.E.I., Sydney, C.B., St. John and other points, Mr. Davidson reports business in the Maritimes fairly good.

Montreal grocers are experiencing their share of loss, and inconvenience with fruit jars. Owing to inadequate packing these goods are frequently broken, so that the profits are considerably diminished. From all accounts it looks as though the manufacturers are not alive to their own interests in this respect as already jars of foreign makes have made their appearance on the market.

J. D. Phillips, corner of Prince Arthur and Elgin St., has made an assignment.

John Robertson, St. Catharine St. W., has a striking window display this week. The base consists of a pretty design of wall paper, arranged so that it slopes toward the front of window at an angle of 45 degrees. Pyramids of imported French peas are built up from the floor of the window and about halfway to the top of these pyramids, which are from three to four feet high, they

make their way through the paper. The holes in the paper are cut to exactly permit the pyramids to fill the holes. The appearance from the other side of the street is particularly striking. The pyramids seem to be cut off diagonally at the base, the same as a house appears built on a side hill.

J. S. Walker, late with A. T. Wiley & Co., has joined the staff of McClure & Langley, Montreal, as salesman.

Jos. White, Toronto, is taking charge of the advertising campaign being carried on by Chiclets in Montreal.

Walter Johnston, of Sao Paulo, Brazil, who has been a visitor in Montreal recently discussed in an interesting way the other day Brazil's valorization of coffee. From his words it seems that the country is having difficulty in carrying out its scheme, and the burden is becoming a heavy one. At the present time Brazil holds about sixty-five per cent. of the visible coffee supply of the world. It was assumed by the originators of the scheme that in this way prices would become pliable in their hands and could be molded to suit their aims. However it may be said for them, much to their credit, that their only ambition was to maintain a good healthy price, and in no way to force the price above this limit. Up to the present time the market has not yielded to their manipulation, and continued loans have to be made in order to absorb the supply and place it in storage. Mr. Johnston expresses the opinion that Brazil will always find it a burden to affect artificial ends in this way, and, at any rate, the present experiment is becoming tiresome.

W. G. Cochrane, Eastern division sales agent of the Quaker Oats Company, Peterborough, was in Montreal for a few days this week.

### RICHMOND.

October 6.—Potatoes are firm in price, selling readily at \$1 per bushel. One of our grocers, however, is advertising a carload, to arrive from the Lower Provinces, at 65c.

Creamery butter is selling at 28c, and dairy at 26c per pound. Eggs are bringing from 22c to 25c per dozen.

Kenneth McCrae and G. J. Jamieson, two of our energetic grocers, recently returned from the Toronto Fair, and they report a very enjoyable trip. These gentlemen stated that they thought every grocer who could possibly get an opportunity should attend this Fair, as it was highly instructive.

The first carload of grapes which has

ever been brought into Richmond was received by P. J. Girard last week from St. Catharines, Ont., from which place he obtains nearly all his Canadian fruits.

The arrival in town of one hundred Italians, who are employed laying steel, made it necessary for the grocers to resort to all sorts of methods to discover their wants and requirements. They swarmed the stores nightly, and as they were limited to their own language many dealers were forced to adopt the deaf and dumb system of communication.

Business is not any too brisk at the present time. Everyone is busy thinking and talking about the approaching elections.

### ST. JOHN.

October 6.—Business continues very satisfactory. There have been practically no changes in the prices of staples. In the produce line, meats are somewhat lower owing to the opening of the game season. Beef and mutton have declined one cent a pound. Carrots, beets and turnips are cheaper. Tub butter has advanced and is now quoted at from 22 to 24 cents a pound. Dry codfish are now coming in quite freely. The latest quotations are large, \$3.75 to \$4; medium, the same; small, \$2.75 to \$3; Pollock, \$1.50 to \$1.75. These prices show a marked decline in values.

The outlook is good for some heavy shipments from St. John to Cuba during the next few months. At the present time St. John is receiving a visit from Bartole Ruiz, of Havana, Cuba, accompanied by Mr. Berutich, an interpreter. They represent Yaguierdo & Co., of Havana, one of the largest dealers in potatoes on the island. The visit here is to endeavor to arrange for large quantities of potatoes to be shipped to Cuba during the next three months. Mr. Ruiz is arranging with A. C. Smith & Co., of the west side, and F. E. Williams & Co., for shipments, and it is altogether likely that a new market will be opened up to the potato growers of New Brunswick, and one that will prove fully as profitable as the Ontario market. The next steamer to sail from St. John for Havana will take away about 6,000 barrels of potatoes.

Tenders for supplies for the Municipal Home have been awarded as follows: M. & H. Gallagher & Co., groceries; G. A. Reicker, drugs; G. F. Smith, bread; O'Neill Bros., meats.

Alderman J. W. Vanwart, the Charlotte Street grocer, was away last week on a moose hunt.

## MAPLE SYRUP AD.

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## P AD.

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**HALIFAX.**

October 6.—The feature of the grocery markets last week was a sharp advance in the price of pork, which took a jump of two dollars per barrel. In sympathy with pork, lard has also gone up, and a further advance is looked for. The price of beef is somewhat easier at present. On October 1st canned peas were advanced two and one-half cents per dozen.

Australian sugar has been advanced twenty cents per bag. Some weeks ago there was a reduction in this article, but it is now again on the upward trend.

Eggs are a little easier this week. The receipts have increased somewhat, and the quality of the stock is much improved. There is only a fair demand for eggs at present.

Now that the pickling season is on there is a good demand for such lines as vinegars, spices, mustard, onions, green tomatoes and cauliflowers, all of which are used in making chow-chow. As the home-made article is very appetizing it is in great favor here and large quantities are made to tide over the long winter months.

Very little winter butter has come on the market so far, but the indications are that there will be a fairly good supply later on. One favorable sign is that there is a good demand from several districts for empty tubs, and it is taken for granted that there must be butter in sight to fill them.

Some fine cranberries are now on the market, quoted at six dollars per barrel.

The Elder-Dempster line steamer Bornu, loaded 14,000 barrels of potatoes here last week and sailed on Saturday for Havana and Mexico.

The shipments of apples from Halifax to the English market continue very heavy for so early in the season. The Furness line steamer Tobasco, which sailed this week for London, took away 23,300 barrels.

Conditions in the fish trade are not particularly satisfactory to the dealers at present. There is a general depression in all the consuming markets and the effect of this is being felt in Nova Scotia as much as anywhere else. Prices are much lower this year than was the case last year, and, according to many dealers, there is not very much prospect of any improvement before next year. "The market at present is dull, stale and unprofitable," was the way in which one dealer put it recently, and he added that as far as he could see there was not very much chance of any great improvement for some months. Many causes are assigned for this condition of affairs. The decline in prices seems to be pretty nearly world-wide. Prices have been comparatively high for some years now, and, in some quarters, the decline is regarded as only the natural sequence of the former good prices. There was a considerable stock of fish carried over from last year, and at the beginning of the season it all went into the markets, particularly in the West Indies, and this has had some effect in reducing the prices. At any event, the

drop in prices has been considerable. About this time last season the Lunenburg Bank catch was bringing about \$5.50 per quintal. In June, at the beginning of this season, it sold at \$5.

Then the price began to drop. It went to \$4.75, then to \$4.50, and steadily declined until now it is only bringing \$3.10 per quintal, and some dealers fear that it will go even lower.

**Interesting Ontario Items**

**Brantford Grocers' and Butchers' Assoc Oil War—London Grocers' iation Meets—Perth is Having a Coal Planning Annual Banquet.**

**CHATHAM.**

October 6.—In common with the rest of Ontario, Chatham has just experienced a sharp rise in butter and egg prices. Last Saturday for dairy butter 28c a pound was the prevailing price on the local market, while creamery ranges as usual several cents higher. Eggs sold for 22c.

The apple crop throughout the country on the whole is pretty good, though it is a question if Winter apples will be as good a crop as were the earlier varieties. From all accounts, the Northern Spy crop will be short. Other fruit is plentiful.

E. R. Snook's grocery now presents an imposing "red front," thanks to a recent generous coat of paint.

At Ridgetown last week the East Kent Liberals renominated D. A. Gordon, M.P., President of the Wallaceburg Sugar Company, for the Commons. To Mr. Gordon is largely due the introduction of sugar beets, now a staple crop, into Western Ontario; while in his home town, Wallaceburg, he is a sort of uncrowned king.

The grocery stock and fixtures of Geo. Harrison, who up to a short time ago conducted a grocery at Wilkesport, were recently offered for sale. There was nothing doing, however, none of the tenders received being sufficient to cover the reserve bid.

According to reports which have reached here Leamington will likely capture the Canadian branch of the Heinz Pickling Company, which it was at one time thought would locate here. Mr. Heinz, accompanied by his solicitor, visited the Leamington Fair last week, and is reported to have been very much struck with the abundance and excellent quality of the fruits and vegetables exhibited. A conference was held with the town industrial committee, and it is understood that if Leamington will provide the company with the Ward tobacco factory as a site, the branch will be located there. A civic delegation will visit the Holland, Mich., branch at the company's expense.

E. W. Wills has opened a new grocery in Dresden, and is making a special feature of Saturday "bargain windows."

The Chatham Board of Trade on Tuesday evening last held the first meeting which has taken place since the commencement of the hot weather. The gathering was well attended. The big general meetings of the Board of Trade, addressed by outside speakers on important subjects, which were a feature of last year's work, will be continued this year.

That Chatham is now in direct connection with the Michigan Central is evidenced by the fact that through the recently-completed C.W. & L.E. electric line the M.C.R. will shortly open an office in the C.W. & L.E. building. They

will, it is understood, make a strong bid for both passenger and freight trade.

The work of city numbering was commenced last week on King Street, and is making rapid progress. It will be some months, however, before the entire city is numbered, owing to the fact that plans have to be drawn as the work progresses.

**LONDON.**

October 6.—Wholesale trade is fair; prices are unchanged, and collections are good. To induce orders, producers are offering currants and Valencia raisins at reduced prices and the goods are beginning to move slowly.

Retail trade shows a slight lessening of activity. The preserving season having passed, and the heavy frost of last week destroying what cucumbers and tomatoes were left in gardens having put a sudden end to pickling operations, demand for sugar, spices and vinegar has naturally dropped to normal.

A local wholesaler is offering the trade new canned tomatoes at 85 cents per dozen, which is 10 cents less than the combine prices and would enable the retailer to sell at three for a quarter.

W. H. Bloomfield, grocer, has removed from the corner of King and Ridout Streets to the corner of Richmond and Kent.

At the next regular meeting of the Retail Grocers' Association it is likely the question of holding the annual banquet will be taken up. The success of last year's function was such that members feel it would be a mistake not to continue the banquet as an annual affair.

A number of grocers intend taking in the Delaware Fair on Wednesday of this week. A year ago a party of them went out and spent such an enjoyable day that they feel it would never do not to repeat the visit.

**PETERBORO.**

October 6.—Raymond Perry, employed with W. Bradshaw, grocer, was brutally assaulted on Thursday night a few rods from his own home and robbed of his watch and chain. He usually locks the till and closes Mr. Bradshaw's store, and it is thought the highwayman suspected he would have some money in his pocket. Perry was badly injured and is yet confined to his bed, but will recover.

The assessors' returns, which have been handed in to the City Clerk, show

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that the city's population has increased 491 during the last year. It is now 16,491.

Samuel Long, East City, has purchased the bakery and confectionery business from Wm. Wheeler. The change in ownership was made on September 28th.

The general store owned and managed by John Duff, Indian River, for many years, has changed hands. The new proprietor is Walter Kidd, a young man who lived in Dummer Township, near Warsaw. Mr. Duff also owned the grain elevator at Indian River, which has been purchased by F. A. Kidd, a brother of Walter Kidd. Mr. Duff and family have come to Peterboro to reside.

Apples in this vicinity are now as scarce as was predicted some time ago. Buyers of the city who have been out through the country state that there is a heavy crop of fall apples. The winter varieties are, however, somewhat scarcer, but the St. Lawrence, Wealthy Bell Flower, Garden Lily, Tallman Sweet, etc., are plentiful.

**GUELPH.**

October 6.—Hats off to Harry Sibley, driver for Chas. T. Hicks, for again showing the rest a clean pair of heels at Fergus show in the delivery rig class. McHardy's outfit got second and O'Mara's third. McHardy rang in another horse, and O'Mara brought one of his fine roadsters from Palmerston and put on his Guelph rig, but still old Harry cleaned up first money. The interest this year in this class has been very keen and bids fair to bring out a better class of horses and rigs in future. The prizes are small, however, and should be extended. A driver showing his horse and rig should also be allowed the prize money to keep up his interest, and also to pay him for his extra time in fixing up the outfit for show purposes. The best of feeling prevailed, and each one of the defeated outfits congratulated the winner and now I suppose we will all settle down for another year on the delivery rig question.

Business was quiet last week and again on Saturday, owing to the absence of the farmers. Prices again went a notch higher, and the creameries were again called into requisition to supply the scarcity of butter.

The Post Office Department has promised a free rural mail delivery in South Wellington along the stage lines, and to be extended as soon as practicable. This will mean more business for the merchants in Guelph.

The President of the Retail Merchants' Association has promised to attend to the observance of the Lord's Day Act, complained of in last week's issue.

Ald. Geo. Thorpe, one of the largest shippers of turnips in this district, is quite disappointed at the outlook in this section this year, and apparently Market Clerk Doughty is also, as he has applied to the Council for a rebate on account of the turnip business being to such an extent a failure.

The Guelph correspondent has to plead guilty to one offence. He was buying a few candies for his best girl and offered the young lady a 25c piece in payment, which she pronounced bad. That was bad enough, but two of our wise old grocers happened to be in the store and saw the transaction and wanted to know if that would go in The Grocer. I wonder if I got that 25c piece from either of those gentlemen the big broad smile indicated perhaps?

The second crop of clover in this section is simply fine to look at, and there is no reason for scarcity of pasture as an excuse for the high price of butter, except that it may lack nutrition.

R. A. Pratt, of Red Rose Tea, was in the city again this week giving the boys all a nice lead pencil with the usual inscription on it, "Red Rose Tea is Good Tea, Sell an Extra Pound To-day." These little tokens are appreciated by the boys and girls behind the counters.

It is a comical thing to get some orders these days that you never get. I saw a grocer get an order the other day from a stranger to him, I could see, and after thinking he had landed a new customer he got a surprise when the stranger to him, but not to all of us, said: "I am to make a personal canvass of this district for Mr. So-and-So, and I suppose you can give him a lift this time." Does a grocery order change votes at election time? It helps business.

New cranberries, raisins and peels in the grocery advertising this week makes a fellow feel good. The best time of the year is coming, shorter hours, better sales, longer nights, time to read, time to think.

**ST. THOMAS.**

October 6.—Saturday's market, especially the East End, or Horton Market, was very largely attended by both buyers and sellers notwithstanding the imposition of fees, and the prediction that the farmers would boycott the market on that account was all wrong. Butter and eggs were up, the former selling for from 28c to 30c, and the latter 25c per dozen. There were vegetables galore, and the sales were large. Potatoes, however, owing to the dry weather, were not so plentiful, and the prices ranged from 80c to \$1 per bushel.

Lard is away up, and the grocers now pay 14 3/4c per lb. for the best grades, and some are still retailing it at 16c lb., which does not pay to handle at present cost at that figure.

The Burgess prosecution by Inspector Shaw at the request of the defence, was again postponed to-day, and comes up for a hearing before Police Magistrate Glenn next Monday; in the meantime the peddling continues. It seems strange that the City Solicitor does not aid Mr. Shaw in these prosecutions as the revenue and licenses derived from peddler is reaped by the city and the defendants in every instance have legal help, and quite necessarily, as the transient traders and peddlers by-laws have been so frequently amended that the result is very confusing to the lay mind.

Our grocers generally report that business for August and September months were both ahead of last year, which is most gratifying.

Joseph J. McAdam, one of St. Thomas' pioneer grocers, is paying a short visit in the city, and was much pleased at the many improvements made during the three years since his last visit here. He is now located at Prescott.

**BARRIE.**

October 6.—W. P. Soules, an old Sixth Ward merchant, has decided again to go into the grocery business after a retirement of four or five years, and is fitting up his store on the corner of Dunlop and Mulcaster Streets, lately vacated by Thos. Calwell.

The contents and stock of Sam Calwell's grocery were all disposed of this week and the building will now be turned into a bowling alley.

Last week would have been a bumper week for the merchants had we had fine weather, our Exhibition being held the first half of the week. As it was, there was a record crowd on Tuesday, the main day, and a big business was done, principally in the fruit line.

Local merchants are not buying very heavily in canned tomatoes this year in comparison with other years, owing to the large crop this year and the low prices. Fruit jars are all cleaned up, some of which have been laying in storehouses for a couple of years.

Butter jumped in price on our local market Saturday, when as high as 27 cents was paid, while the general price was 25 and 26 cents. Eggs also had the same tendency, selling at 22 to 25 cents.

Trade is picking up in groceries the past week or so, now that the fruit season is over, and people are beginning to buy dried fruits, canned goods, etc. The first new raisins and figs arrived in town last Wednesday, and new peels and currants are arriving this week, and the grocery fall trade will now be in full swing. "Thank goodness," remarked a merchant the other day, "that the fruit business is over. I can now make a little money selling groceries to even up with my losses of the fruit I have been selling during the summer."

James Vair is in Winnipeg and the Northwest Territories with several carloads of apples. He reports sales very good, but apples rotting very quickly, owing to the previous hot, dry weather. R. A. Thomas is up in New Ontario also with several cars of apples, and reports an active demand in that country for apples, owing to the fact that no apples are grown in that section.

On Saturday evening a pleasing event took place at the home of A. C. Garden, when a great number of the Commercial Travelers' Association, of Barrie, assembled to show their appreciation of one of their brethren, R. M. Butler, on

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the eve of his departure for Toronto, after thirty years' residence here. On behalf of the travelers, Mr. Garden presented Mr. Butler with six handsome pieces of cut glass and a gold-headed cane, while Wm. A. Griffith read the address. A good time and speeches were indulged in, and the merry gathering broke up early in the morning singing, "He's a Jolly Good Fellow."

#### BRANTFORD.

October 6.—The annual meeting of the Brantford Grocers' and Butchers' Association was held last Tuesday evening, September 29, in the new hall in the Bank of Hamilton building. In the absence of the president, Fred. C. Harp occupied the chair. The reports showed that everything is in a prosperous condition and that the membership was steadily increasing. The election of officers was deferred for one month on account of the absence of the president. After the business of the evening was disposed of those present adjourned to a restaurant, where a tasty luncheon was served. The speeches were numerous and interesting. Regret was expressed that Ed. Church and Clarke Moore were retiring from the association, having recently disposed of their business on Dalhousie Street to Geo. J. Harp.

#### GALT.

October 6.—Trade in Galt is exceptionally brisk at present. Many of the factories which have been running on short time have resumed the 10-hour day, and a couple which have been entirely closed down have opened up again and consequently public confidence has been restored to a certain extent. Those housewives who were most frugal when the working hours were shortened now see their way clear to spend a certain amount on what might be termed "necessary luxuries" and most of these emanate from the grocery store, and the grocer reaps the benefit.

T. G. Robinson, who recently opened a grocery store in the north end of the town is doing remarkably well. A neat little store, a fine stock of goods and courteous treatment will do the same for most any grocer.

The large grocery of John Sloan was closed for two days this week owing to the death at Guelph of Robert Sloan, who had reached the ripe old age of 90 years. Deceased was the father of the proprietors of the grocery.

Deans & Walker had two nicely decorated windows last week. The display was arranged for the benefit of the many ladies who come down town to attend the millinery openings in the evening. The firm recognized the opportunity of placing themselves before the ladies, and for two days before the openings advertised that on that evening the "Red Front" would have something special in a window display. The head-line of the advertisement conveyed the statement in big type that "The windows of a store are an index to its interior." One window was devoted to fruits, while pickling requisites were displayed in the other.

The Galt Retail Merchants' Association presented a valuable cup for a competition among the various townships represented at the Galt Fall Fair this year.

#### OTTAWA.

October 6.—Nowhere was the prevailing cold snap, which has characterized the weatherman's offerings these last few days been more noticeable than on the Ottawa market. Long drives through the chill morning air had made the hucksters as blue of face as the chickens some of them were selling, while the faces of others were enriched by noses which, red before, had now assumed a lovely royal purple. Those who were selling meat, however, consoled themselves with the reflection that it's an ill wind that blows no one good, for these cold days are just the brand of weather to encourage the buying of meat in quantities. Notwithstanding the general fridity there is a good showing of vegetables and prices in most cases had undergone no alterations. Celery was again plentiful at the same figure as on last market day. Butter was again a little stiffer at 28c a pail. The hens are not so active as they were some time ago, and, as a result, the supply of eggs on By Ward Market is smaller, and the prices asked for them are higher. Nice fresh ones, ones that no hen would be ashamed to mother—commanded 30c this morning, while for others not so fresh 28c was asked.

Milk is now so scarce in the city that one of the largest firms selling is refusing to supply corner groceries with any. This, of course, affects the customers to whom they sell. The company on Thursday began charging 8 cents a quart for milk, and it is expected it will be 9 cents. The company has had to refuse to supply milk to some new customers applying. This condition of affairs is by no means confined to Ottawa. The

meadows have been poor for weeks; there is no straw, and the hay crop is perhaps not even up to the average. There is a better crop of corn and field roots than usual and this is about the only "silver lining in the cloud" to farmers at present. All this affects the city, and already milk is being brought into Ottawa by rail. It is stated that the scarcity of feed will very materially affect the price of butter this winter.

Apple shippers are warned that pink rot appears to be very prevalent this year, and hence the shipping of apples not perfectly free from apple scab and showing signs of pink rot, is particularly hazardous.

#### PERTH.

October 6.—At present Perth has a coal oil war. A coal oil peddler struck town and sold for several days before he paid a fine and bought a license. Local dealers have dropped their prices to: American oil, 15c gal.; Canadian, 13c. At present buyers are filling every available can with oil, wondering how long present prices will hold and whether or not the peddler can stand the opposition.

During the season just past N. E. Dodds, the Gore Street grocer, has had his store remodeled. The whole old front was torn out and a new plate glass front put in. He has improved his lighting and added a silent salesman. His store is now one of the brightest in town and should draw increased trade.

Where is Perth's Retail Merchants' Association? We have not heard of it for some time.

Apples are a poor crop in this section so probably more western apples than usual will be needed.

## Notes from British Columbia

Making Arrangements to Bring in California Fruit — Local Manufacturers Reduce Biscuit Prices.

#### VANCOUVER.

October 5.—John Hendry returned this week from Montreal where he was in attendance at the annual meeting of the Canadian Manufacturers' Association. He was tendered the nomination of president, but did not care to undertake the responsibility of traveling East three or four times a year. Apart from the main matters of importance transacted at the meeting, Mr. Hendry remarked that hitherto there has been an unintentional sectionalism between the East and the West, but this has happily been removed and a unification of the manufacturing interests in Canada has been brought about.

Another reduction has been made in the price of Ramsay's sodas, which are manufactured in this city. For some time the price has been 21¼c, but this has now been brought down to 21c.

Butter men are already getting into communication with houses in California to arrange for shipments north when the

scarcity sets in here. No further advices have arrived as to conditions in Australia, but it is expected that the usual consignments will come from that country. New Zealand has good butter for export, but the benefit will not be felt here, as there are no cold storage facilities on the boats plying between there and British Columbia.

The Southern Okanagan Canning Company, Penticton, has installed a new cooker, and is turning out on an average about 900 cans per day. An effort will be made to interest sufficient capital to have the plant increased so that from five to ten thousand cans will be turned out next season. This year's operations were something in the way of an experiment, but were successful. The demand has been double the output.

## MAPLE SYRUP AD.

It will pay you to see it—page 5.



# Royal Salad Dressing

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

Royal Salad Dressing is made only by

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

# LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

**F. W. Fearman Co.**  
Pork Packers and Lard Refiners  
Phones 674 and 675. 17 MacNab North  
Hamilton, Ont.

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

IF YOU WANT THE BEST

**BUY O'MARA'S**

**Select Poultry**

ASK FOR QUOTATIONS.

**JOSEPH O'MARA**

PORK PACKER

PALMERSTON, - ONTARIO

**Breakfast Bacon  
Skinned Backs  
Hams and Rolls**

Finest Quality. Made from Selected Hogs.

**The WM. RYAN CO.**

LIMITED

PACKING HOUSE:

FERGUS, - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Montreal, October 7, 1908.

For the coming few months the butter market will offer a good field for those who are given to speculation. At the present time it is extremely difficult to forecast the outcome. The prevailing high price of butter has put it out of the running so far as export is considered. This means that all which is not being used for local consumption is going into storage. If it had not been for the extremely dry weather which has been experienced, some calculations as to the future could have been formed, but as it is this is impossible.

There seems to be, however, a widespread opinion that prices will be high, and it is interesting to note, the reasons why this conjecture might prove a fallacy. As it is at the present time, much butter, although the receipts are not heavy, is going into storage. This is being done on the presumption that the export business will be restored to a healthy status soon, when all this surplus butter would find a profitable outlet. This is an optimistic way of looking at the market, but there are many things which could preclude such a happy ending for the shippers and then they would find themselves with large supplies on their hands and then would be forced to sacrifice in order to save themselves.

Weather prophets prophesy a long, open fall, and if this comes true the yield may approach close to last year's record in the total and in this contingency there will be plenty of butter to take care of. It must be remembered that the English market cannot be depended on at this time of the year to maintain prices as some of the countries from which she draws her butter supply are just now starting their season. It will be seen from this that the dangers of the butter market are manifold at the present time.

Some English and Northwestern firms are holding butter here in the hope that the same opportunities will offer themselves for making good profits, as did last year. Australian butter will soon be a factor in the English markets, and there does not seem to be any definite information with regard to the prospects of the output. Owing to the smoky weather, navigation has been interfered with to some extent, therefore returns regarding shipment cannot be relied upon as an accurate reflection of the true conditions. Total receipts this season since May 1, 342,091 packages, as against 336,885 packages for the corresponding period of last year.

From these figures it will be seen the production is ahead of last year's record by 5,206 packages, notwithstanding the natural disadvantages of the season, owing to dry weather, as well as the fact that the number of cows participating in

this result, is much smaller than last year. Locally, the market is firm, with finest creamery quoted at 25 $\frac{1}{4}$ c in round lots, and 26 to 26 $\frac{1}{2}$ c in a jobbing way. Total shipments upto date from May 1, 85,035 packages, as against 65,788 packages for the same period of last year.

The cheese market is easier, owing to receipts being larger than was anticipated, and the fact also, that the export demand has fallen off largely on account of the high level of prices. It is thought however that prices will not change very materially as the factorymen are sold up close, owing to the fancy prices which they have been getting lately. Dealers are looking to a good local demand to exhaust their stocks, as the possibility of a heavy English demand is not good. This condition is due to the fact that many are out of employment there, and consequently there will not be so much

money in circulation. Another factor which will militate against the Canadian product is the fact that reports arriving from New Zealand state the prospects are good for an enormous yield during their coming season. Up to nearly the present time the drought has not shown much effect on the cheese receipts, but for the last day or so there has been a scarcely perceptible falling off. The cheese which was made before the dry period has been the cheese which has been arriving, so in reality the effect on receipts could not be expected until the yield during that time got into motion.

Receipts of cheese since May 1 are 1,548,528 boxes, against 1,696,751 boxes for the same period of last year. Total exports since May 1 up to the present are 1,386,849 boxes, against 1,595,775 boxes for the corresponding period of last year. Locally the cheese market is firm with Westerns quoted at 12 $\frac{1}{2}$ c to 12 $\frac{5}{8}$ c, and Easterns at 12 $\frac{1}{2}$ c to 12 $\frac{3}{8}$ c.

## THE PROVISION SITUATION

Toronto, October 8, 1908.

Conditions in the Canadian packing industry have not changed materially since reports of a week ago. Beyond the fact of a freer delivery of a better class of hogs the situation remains about the same. At the present time the supplies of hogs, which have been held back for the past four or five weeks when the packers wanted them badly and when a good price prevailed, seem to be coming forward. Either they have just been gotten into condition or the farmers are beginning to realize that they cannot hope for better prices this Fall.

This week, too, as happens over again to the misfortune of the packer when a supply of hogs is available, the British market falls off and chances for good export business are rather curtailed. Last week the British market dropped off several points owing, it was reported, to large supplies of Danish. This week it has sagged again, seemingly as a result of poor demand, an extensive strike of cotton operators in Lancashire and the consequent curtailment of purchases on their part being credited with part of the drop in consumption. The Danes, too, shipped in pretty heavy supplies last week and with a steady supply of Irish the market is pretty well supplied.

As a result of these conditions not much Canadian bacon is going forward. Business at home continues fairly good, though not so brisk as during the Summer.

With the demand lessened, as noted, and a fairly free delivery of hogs, it is only natural that the price offered has fallen off a little. \$6.25 f.o.b. is being paid in the larger centres this week, but at other points the offering is from 10 to 15 cents below this. One improvement noticeable, and a very welcome one, is that the quality of hogs

coming in is improving very noticeably. The animals are not so light as they have been running for some time past and they are consequently a good deal more acceptable to the packer.

Short stocks in the United States markets have awakened considerably more interest during the week, as is evident in the following review from the New York Journal of Commerce:—"There has been more interest and strength in these markets the past week, especially the latter half, owing to the big decrease in stocks at Chicago for September, which was much larger than expected, especially of lard, of which the world's stock shows a similar decrease owing to the continued prevalence of grass-fed hogs in the market, yielding very little lard. Other products also showed larger reduction than expected, and some have the suspicion that they have been made to appear smaller than they really are by the packers, as they own them and are anxious to work them off before the new crop of hogs comes on the market. There was, however, a long interest by professionals and the small packers in October stuffs, and the big packers broke prices and made heavy deliveries on the first when they bought the product thus shaken out at the same time they were buying January and induced buying for "investment" because of their discount, although they supplied this demand at the advance. This is about all there has been to these markets during the past week, as cash demand at the East is not improving, and nobody has confidence enough in present prices to anticipate their wants, though January stuff looks somewhat cheap compared with the nearby deliveries. Consumption at the South and at the far West, however, has been good, and that has been the chief reason for the real reduction in stock, aside from the small production of lard."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market has been firm during the week, and prices have been fully maintained. Stocks are light and receipts of hogs are also light. Consequently, this has led to considerable strength of the

**GEO. W. PROUT**  
**WINNIPEG and BRANDON, MAN.**  
**Wholesale Produce**  
 Always a Buyer and Seller  
 WRITE ME

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

**We Want Butter !**  
**Dairy Tubs, Creamery Solids**  
 We will buy f.o.b. your station,  
 in large or small quantities.  
 Write or phone us with best quotations.  
**Rutherford, Marshall & Co.**  
 Wholesale Produce Merchants.  
**TORONTO.**

**FEATHERS** of all kinds and  
 of the best quality can be had  
 at reasonable prices of  
**P. POULIN & CO.**  
 MONTREAL  
 Ask for quotations.

**USE OVAL WOODEN BUTTER DISHES.**

THOMAS BROS., St. Thomas, Ont.

SITUATION VACANT.

WANTED—Catsup maker, man who thoroughly understands the business; must be sober and steady. Apply Box 218, CANADIAN GROCER, Montreal.

**MAPLE SYRUP AD.**  
 It will pay you to see it—page 51

market. Prices remain unchanged with a strong undertone.

Heavy Canada short cut mess pork, in tiers, s.	34 00	35 00
bbls.	23 50	24 00
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Heavy Canada short cut clear po k.	24 00	24 50
Very heavy clear pork	24 00	24 50
Plate beef, 100-lb. bbls.	15 50	16 00
" 200 "	15 50	16 00
" 300 "	23 00	23 00
Pure Lard—		
Tierces, 375 lbs.	0 12 1/2	0 12 1/2
Boxes, 50 lbs., grained.	0 12 1/2	0 12 1/2
Tubs, 50 lbs.	0 12 1/2	0 12 1/2
Pails, wood, 20 lbs., parchment lined.	0 13	0 13
Tin pails, 20 lbs., gross.	0 13 1/2	0 13 1/2
Cases, tins, 10 lbs., each.	0 13	0 13
" 5 "	0 13 1/2	0 13 1/2
" 3 "	0 13 1/2	0 13 1/2
Compound Lard—		
Tierces, 375 lbs.	0 08 1/2	0 08 1/2
Parchment lined boxes, 50 lbs.	0 08 1/2	0 08 1/2
Tubs, 50 lbs.	0 08 1/2	0 08 1/2
Wood pails, 20 lbs., net.	0 09	0 09
Tin pails, in cases.	0 09	0 09 1/2

BUTTER—Butter continues firm and offerings are normal. In all probability the market will be maintained for some time at any rate. Exporting has fallen off owing to high prices, rendering it a profitless undertaking.

Fresh Creamery, solids, 1	0 26	0 26 1/2
pri ts, lb.	0 26	0 26 1/2
Dairy, tubs, lb.	0 20	0 22 1/2

CHEESE—Prices in the country are, if anything, a shade easier owing to falling off in export demand, which is not at all keen. Purchases at present will to a great extent have to be stored for future deliveries. The lateness of the season is responsible for decrease in the make.

Cheese, Easterns	0 12 1/2	0 12 1/2
Westerns	0 12 1/2	0 11 1/2
old	0 15	0 15 1/2

EGGS—Eggs are a shade higher owing to falling off in supplies and consequent good demand for the finest quality of eggs. Trade is good in this line.

New laid	0 24	0 25
No 1 Eggs	0 20	0 21
No 2 Eggs	0 15	0 18

HONEY—The honey market is not quite so active as for some time past. There seems to be a large amount of buckwheat honey held throughout the country. Locally trade is fairly good. Prices have been maintained at last week's quotations.

White clover comb honey	0 13	0 14
Buckwheat, extracted.	0 10	0 12
Clover, strained, bulk, 30 lb. tins.	0 09	0 10

TORONTO.

PROVISIONS—Very brisk demand is made for general lines of provisions, especially from outside points. From the West and along the north shore of the Upper Lakes have come splendid orders during the week. Many dealers are getting in their winter supply now before the close of navigation, so as to avail themselves of the low freight rates. Prices generally remain at last week's quotations, though light and large hams are slightly firmer and short cuts have advanced 50 cents a barrel. Lard was expected to decline, but the hogs offering at present are short in the matter of lard, and supplies, while large enough for the demands now existing, are none too plenty to warrant a cut in price.

Hogs are commanding a higher price just now than is usual at this season of the year, and the packers are getting plenty for killing. It is likely the price

will come down, however, but what effect this will have on the finished product is yet too early to say, as there are many varying circumstances to consider.

Long clear bacon, per lb.	0 13	0 13
Smoked breakfast bacon, per lb.	0 15	0 15 1/2
Roll bacon, per lb.	0 11 1/2	0 11 1/2
Light hams, per lb.	0 14 1/2	0 15
Medium hams, per lb.	0 12 1/2	0 13
Large hams, per lb.	0 14 1/2	0 15
Shoulder hams, per lb.	0 10 1/2	0 10 1/2
Backs, plain, per lb.	0 17 1/2	0 18
" pea meal.	0 18	0 18
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl.	24 00	24 00
Lard, tierces, per lb.	0 13	0 13
" tubs "	0 13 1/2	0 13 1/2
" pails "	0 13 1/2	0 13 1/2
" compounds, per lb.	0 8 1/2	0 8 1/2
Plate beef, per 200-lb. bbl.	15 50	16 00
Dressed hogs.	0 09 1/2	0 09 1/2

BUTTER — Firming up steadily, though slowly, are all grades of butter. While continuing to quote creamery at 25 1/2c, there is very little to be had at that price, and 27c is the more likely figure, as many houses now quote that price as the flat rate. Business is good and supplies are fair—though not so free as a fortnight ago.

Creamery prints.	0 25 1/2	0 27
Creamery solids.	0 23	0 24
Farmers' separator butter.	0 22	0 24
Dairy prints, choice.	0 22	0 23
ordinary	0 18	0 20
" tubs, chol-e	0 21	0 22

EGGS—Another advance is noted in the egg market. One house is still quoting 21c, though the general price is 22c, and a number of the smaller houses quote 23c. This latter will likely be the price next week, for the demand is very great and supplies have dropped off and are not at all so free as during September. The shrinkage, while lessening, is still pretty high, and cuts into the profit from sales.

CHEESE—At last there seems some life in the cheese situation. The northern parts of the Province are taking quite a little, the orders being fairly large. Prices are firming up. One of the largest Toronto houses still has some old cheese, but it is going out and soon will be out of the market.

Cheese, large, prime old.	0 14 1/2	0 15 1/2
" new	0 13	0 13 1/2
" twins, new	0 13 1/2	0 14

HONEY—An improving demand exists for honey lines. Combs are running all the way from \$1.60 to \$2. Prices generally are steady and there is no tendency upward or downward.

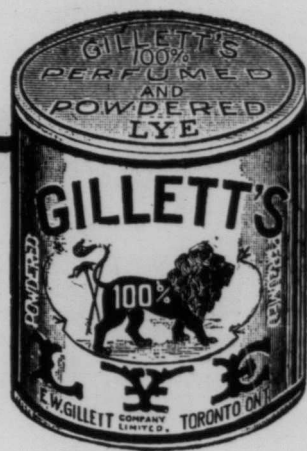
60-lb. tins	0 09 1/2	0 09 1/2
Smaller sizes.	0 09	0 10
Combs, doz.	1 60	2 00

POULTRY—Large supplies of poultry have been received during the week. Turkeys, young ones, are hard to get, but there are plenty of other birds to be had. Demand is growing and prices remain at the old quotations. Live weight continues to be quoted, though dressed birds are more frequently asked for. A number of wild ducks, shot by sportsmen in the north country, are being offered on the market this week.

Spring chickens, per lb., live.	0 09	0 09
Hens, per lb., live	0 07	0 07
Young ducks, per lb.	0 08	0 08
Turkeys, per lb.	0 13	0 13

M. J. Duffy, Vancouver, is trying to interest capital in a new egg preservative, for the packing and shipping of eggs, which will do away with the cold storage process.

Just Read the Directions!



GROCERS—

get familiar with the many uses of

**GILLETT'S LYE**

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE**?



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

**SELLING IS MADE EASY**

when the customer wants a particular article and asks for it by **name**.

A grocer never loses a customer by selling him **what he asks for**. The fact is he never asks for anything in which he has not confidence.

That is why **CLARK'S MEATS** are business builders.

They are **asked for** so often that the grocer **knows** he can recommend them with confidence.

All lines are being advertised fully.

**WM. CLARK**

Manufacturer

**MONTREAL**

The reputation of

**Rowat's Pickles and Olives**

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

**Canadian Grocers**

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

Are you getting your customers interested?

Your jobber can sell them.

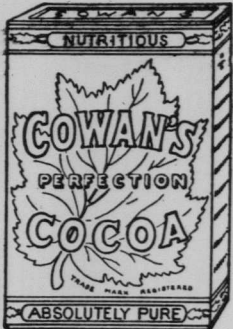
ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal  
 HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet  
 VANCOUVER—Jarvis & Co



Appetizing                      Nutritious

# COWAN'S

## Cocoa and Chocolate




It's purity is unvarying—  
 it's quality undisputable. A  
 delicious, appetising cup of  
 hot cocoa or chocolate is just  
 the thing for these chilly,  
 frosty mornings. Suggest  
 this idea to your customers,  
 not forgetting to mention  
 Cowan's, and see if the in-  
 creased sales in this line  
 don't make you smile.

Let us talk it over  
with you to-day.

## The Cowan Co., Ltd.

Toronto, Canada



By Royal                      Letters Patent

# Nelson's

Opaque, Brilliant,  
Isinglass, Leaf,  
and Powdered

## Gelatine

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

# Nelson's

Gelatine  
and  
Liquorice

## Lozenges

**NELSON'S SOUPS**  
(SIX VARIETIES)


*Sole Proprietors and Manufacturers of*  
**GORDON'S GRANULATED GRAVY**

### G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

---

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

# MOTT'S

The CHOCOLATE bearing this  
name under the brands

## "Diamond" and "Elite"

is a profitable and ready seller with  
every grocer—

They are for sale by all jobbers.

## John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

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

## "MAKING BOTH ENDS MEET"

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

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

# SHREDDED WHEAT

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

Try it yourself and then tell your customers  
about it.

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

---

## The Canadian Shredded Wheat Co. Ltd.

Niagara Falls, Ont.

# THE FLOUR AND CEREAL MARKETS

All Lines Are Firm With Good Business—Large Exports of Flour and Oatmeal—Rolled Wheat Will Likely Advance.

Excellent business in nearly all lines and strong export demand is keeping the flour and cereal markets very firm this week.

Millers, particularly in Ontario, are busy, busier than they have been for years, according to reports from some quarters, this being accounted for by the excellent demand from abroad, and also by the large sales being made at home. While the markets are strong, no advance has as yet taken place, but a change before long is not improbable.

The large exports of oatmeal are making this commodity scarce in Canada and this market is also firm. Rolled wheat seems to be on the tapis for an advance shortly.

## MONTREAL.

FLOUR—Foreign inquiry increased slightly and this coupled with a still improving condition of the demand in the country constitutes the new features of this market for this week. Stocks are small but dealers are not yet showing any disposition to order in large quantities, preferring small lots and frequent shipment, which they regard as the safer alternative.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 00
Glencora.....	5 50
Manitoba spring wheat patents.....	6 00
strong bakers.....	5 50
Five Roses.....	6 00
Harvest Queen.....	5 50

ROLLED OATS—Improvement, although slight, is practically the only new feature of the rolled oats market. Prices are unchanged at the last quotations.

Fine oatmeal, bags.....	3 85
Standard oatmeal, bags.....	3 05
granulated.....	3 05
Gold dust cornmeal, 98-lb bags.....	2 55 3 50
White cornmeal.....	2 00 2 85
Rolled oats bags.....	3 55
bbls.....	5 35

FEED—Supplies of bran arriving are somewhat larger, which is due to the fact that some of the smaller mills are now contributing their share to the market. The price, however, remains firm. In a short time it is expected supplies will be ample to meet the demand. Shorts and middlings are fairly active. Prices have been maintained during the week at last week's figures.

Ontario bran.....	21 00 23 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
bran.....	00 21 23 00
Mouillie, milled.....	27 00 31 00
straight grained.....	27 00 33 00
Feed flour.....	1 80 1 80

## TORONTO.

FLOUR—The market continues very strong and business is exceedingly good. "Not for several years have we seen such demand, both at home and abroad," said a local miller this week. "We could keep three mills busy just now if we had them." Prices are steady, but with the firm condition of the markets an advance is not improbable.

Manitoba Wheat.	
99 per cent. patents.....	5 30
".....	5 00
Strong bakers.....	4 80
Winter Wheat.	
Straight roller.....	4 00 4 20
".....	4 40
Blended.....	4 60

CEREALS—Oatmeal is scarce and firm, the large quantities being exported from all parts of the Province leaving the local market bare. Rolled wheat also is exceedingly firm. Millers have been turning out this goods very cheaply and seem to have been finding this out lately. An advance of from 20 to 25 cents per 100 lbs. may be looked for within a week. Prices this week are even with last reports.

Rolled wheat in barrels, 100 lbs.....	2 85
oats in bags per bag 90 lbs.....	2 80
Oatmeal, standard and granulated, in bags 98 lbs.....	3 10

## CEREAL AND CONFECTIONERY NOTES.

W. H. Schierholtz, confectioner, Elmira, Ont., has assigned.

J. Whytock & Son's grist mill, Madoc, Ont., was burned last week.

Banton & Doggett, manufacturing confectioners, Vancouver, have dissolved.

Lorne Langstaff, confectioner, Emo, Ont., has sold his business to R. Nuttall.

The assets of Thibodeau & Cyr, manufacturing confectioners, Montreal, are advertised for sale.

The White Candy Co., St. John, N.B., may amalgamate with the Imperial Biscuit Co., Guelph, Ont., and locate in the latter town.

The Florida orange and grapefruit crop this year is estimated to be 25 per cent. greater than last year. The quality, too, is said to be first-class.

## PECULIAR FOOD STUFFS.

Microscope Reveals Curiosities in Ordinary Grocery Supplies.

The United States Department of Agriculture, in its latest year book, grimly describes the things which the microscope revealed to the experts. Pepper contained a large percentage of ground olive stones. A chocolate coating preparation was found to be made of cocoa shells, corn starch, beef tallow and mineral matter sufficient to fix the color.

In adulterating celery seed, ground rock was employed, in some instances the foreign material being as high as 40 per cent. of the whole. How many cases of indigestion were caused, how many operations for appendicitis were made necessary, how many deaths were brought about, there is no guessing. The terror that hung over the period would have been as black as a tornado cloud had it been something tangible. Surely, the pure food law came in time.—N. Y. Commercial.



Mooney's Perfection Cream Sodas are just like the kind mother probably would have been able to bake if she had had all the modern improvements in baking and the best quality of materials that the Mooney bake shop affords. No, you don't need mother's baking when you can get

## MOONEY'S PERFECTION SODAS

so perfectly baked, and packed so that they always look fresh, crisp and deliciously inviting. These features will commend themselves strongly to your customers. Let us hear from you in regard to a trial order. Permanent business is built on quality. Mooney's Biscuits are made of quality.

**The Mooney Biscuit & Candy Company,**  
LIMITED  
STRATFORD, - CANADA



When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents: **J. & G. COX, Ltd**  
C.E. Colson & Son, Montreal  
D. Messon & Co., " Gorgie Mills  
A. P. Tippet & Co., " EDINBURGH.

## White Moss Cocoanut



It's been on the market for years. Many have tried to beat it, but they are still trying. The old ever-reliable quality stands by **White Moss**.

MADE BY

The Canadian Cocoanut Co., - Montreal



### Talking to the Point

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

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

TRY A CONDENSED AD IN THE CANADIAN GROCER.

## The Government is Against Preservatives

The Bureau of Chemistry has declared them injurious, and the law says they are illegal. When the law is enforced you may suffer loss if your stock contains goods that are not pure

## HEINZ 57 VARIETIES Pure Food Products

meet the requirements of all food laws. There are no preservatives in any of them, and they're guaranteed to please your trade. : : : :

Anything that's **HEINZ** is safe to sell

H. J. HEINZ COMPANY

Pittsburgh      New York      Chicago      London

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

Freight is no more on full strength  
**MAPLE SYRUP**  
containing all "medicinal" properties than its undiluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.  
Canada Maple Exchange, Limited, Montreal

OPEN TO BUY  
Feed and Seed Oats, Wheat and Barley  
Quebec's leading Flour and Grain House.  
C. A. PARADIS,      Quebec

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

**MAPLE SUGAR**  
I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.  
P. J. GIRARD, - Richmond, Que.

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

**TRADE WINNERS.**  
Pop Corn Poppers,  
Peanut Roasters and  
Combination Machines.  
MANY STYLES.  
Satisfaction Guaranteed.  
Send for Catalog.  
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

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

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

## B. C. GROCERS' CONVENTION

Retailers From All Over the Province Discuss Trade Questions—Trying to Put Butter Business on More Satisfactory Basis—A Pleasant Social Banquet.

Vancouver, Oct. 5.—An event of particular importance to the trade was the first annual convention of the British Columbia Grocers' Exchange, which was held here on Tuesday and Wednesday, Sept. 29 and 30. Not only did it bring grocers together to discuss matters of importance generally but it also enabled them to meet in a social way, which will not be without its effect when points of difference arise. Grocers on the coast are very well organized, having district associations as well as the central body, which holds its meeting once a year. The sessions were held in the Orange Hall, the President, F. J. Carne, of Victoria, being in the chair.

In addition to local men in attendance delegates were present from the following outside points:—Victoria, A. Thornton, S. Greenhalgh, T. Redding, E. J. Wall, E. J. Heald and Thomas S. Futeher; Nanaimo, J. A. Macdonald; Abbotsford, N. Athin; Seattle, J. J. Higgins and Lovett M. Wood. As the Provincial Fair is on in New Westminster, it was hardly to be expected that delegates would be present from there because of pressure of business.

F. Welsh, on behalf of the Vancouver Retail Grocers' welcomed the delegates, briefly outlining the work set out, and was followed by the President, who gave a short address. After committees were appointed the remainder of Tuesday afternoon was devoted to a general discussion on the following problems:—"Should we seek legislation making a wife jointly liable for necessaries supplied?" "How can we best unite with manufacturers in maintaining prices on proprietary goods?" "Shall we seek to discourage free deals from manufacturers?"

There was a large attendance at the evening session when some interesting addresses were delivered. The wholesale and jobbing trades had been invited and W. H. Malkin, of the W. H. Malkin Company, spoke on the relations of the manufacturers, the wholesaler and the retailer. He dwelt upon the fact that the relationship of common interests between the three was real and vital and went into the question of how to improve, foster and maintain it. J. J. Higgins, Secretary of the Washington State Grocers' Association, read a splendid address on "Benefits of Association," which was listened to with interest. Mr. Welch, of the B.C. Soap Works, and Mr. Nelson, of the Standard Soap Company, also gave brief addresses.

### Regulating Butter Prices.

On Wednesday morning also a conference was held between the grocers and representatives of the B.C. Creameries Association, when the grocers put forward a proposition to remove the present margin on butter and inaugurate a 15 per cent. discount. The price of butter here is regulated by the Creameries Association, the 200 retail grocers in the exchange having agreed to sell the butter at a margin of five cents a pound above the price set by the creamery men. The grocers showed that they were selling butter at a loss, the five cents margin not being enough when butter is high in price to pay for dis-

tribution expenses, although at certain times of the year, when the price is low, the margin is sufficient. They, therefore, requested that the creameries set the price according to market conditions, the retailers to sell at the same price, but that the grocers pay for the butter at a 15 per cent. discount all the year round. D. Mackenzie, of New Westminster, Secretary of the Creameries' Association, was notified of this request four months ago, but no reply had been received from him, and it was alleged that he did not notify the creameries. The grocers took the stand that if the eastern men treated them more fairly than the managers of the British Columbia creameries, they would refuse to handle the butter manufactured in this Province, and encourage the sale of eastern butter. Upon motion of F. W. Welsh, 1st Vice-President of the B.C. Retail Grocers' Exchange, it was decided that the executive of the exchange should meet the price committee of the Creamery Association. Only four creamery men attended the conference, namely: Mr. Des Brisay, Mission; A. R. Wilson, Cowichan; J. Nicholson, Victoria, and W. Duncan, Comox. The Creameries Association has a membership of nearly 40, and the grocers felt much aggrieved at the small attendance.

Following the reading in the afternoon of a paper entitled, "The relationship of manufacturers of proprietary articles with the retail trade," by F. J. Wall, of Victoria, a discussion ensued, which was taken part in by Simon Leiser, Victoria; Percy Wollaston, representing Wilson Bros., Victoria; F. Elsworthy, Secretary of the B.C. Wholesalers' Association, Victoria; C. W. Veysey, Hudson's Bay Company; Mr. Macdonald, of A. Macdonald & Co.; W. J. McMillan and Mr. Hyslop.

### A Pleasant Banquet.

The menu at the banquet in the evening was characteristically social. For instance, the salmon mayonnaise was put down as "great stuff to Phil Malkin on"; roast beef, Lockyer style; lobster mayonnaise, where Greek meets Greek; assorted nuts, Brenchley, McMillan, Rainsford; hard nuts, Kelly, Malkin, Oscar Brown. W. Clark made an able chairman, while Frank Wright tipped off the toasts in happy style. After "The King," the toasts with those responding, were as follows:—"Our Visitors," J. J. Higgins, Seattle; L. M. Wood, Seattle, editor of The Trade Register. "The Wholesale Grocery Trade," W. H. Malkin, H. T. Lockyer, W. J. McMillan and Percy Wollaston. "B.C. Retail Grocers' Exchange," Fred. Carne; James A. Macdonald, Nanaimo; "The Retail Trade," W. Clark, Vancouver; S. Greenhalgh, Victoria; F. W. Welsh, A. R. Johnson, Nanaimo. "The Wholesale Fruit and Produce Exchange," W. "Fishy" Haddock and Mr. Campbell. Others scheduled to speak were A. "Ajax" Brenchley, D. "Smooth" Naismith, and Charles "Bull's-eye" Milne. "The Manufacturers and Brokers," A. "Battling" Nelson, "Hon. Soda" Ramsay and H. H. Welch. Others scheduled to respond

were "Sir" Percy Shallcross and "Rev." F. T. Schooley. "The Ladies," Osear Brown and Harry Ross.

The next convention will be held in Victoria next September, during the annual Exhibition there.

### The New Officers.

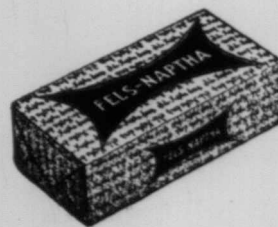
The election of officers resulted as follows: President, Fred Carne, Victoria; First Vice-President, F. W. Welsh, Vancouver; Second Vice-President, George Adams, New Westminster; Third Vice-President, James Young, Nanaimo; Directors, T. Redding, Victoria; W. H. Walsh, Vancouver; E. J. Wall, Victoria; Edwin Poole, Vancouver; Secretary-Treasurer, T. J. Hunter, Vancouver; Mainland Secretary, W. J. C. Hunter, Vancouver; Island Secretary, T. S. Futeher, Victoria.

Some goods you sell need explaining. Takes time.

Not so Fels-Naptha soap—you need only tell any new user to try it according to the simple wrapper-directions, and that it has pleased every woman customer who purchased it.

Besides there is a regular steady demand for it. **Fels - Naptha's** popularity is well founded on quality.

Prove it by a personal test, Mr. Grocer.



## FRUITS, VEGETABLES AND FISH

Native Fruit Lines Declining—Spanish Grapes and Florida Grape Fruit New Lines—Bananas Scarce—Potatoes Easing Up—Oysters in Demand.

The Canadian fruit markets are preparing for the change of seasons, and warehouses which presented airy and vacant spaces during the hot days, are again filling up with stocks. Native lines, while not showing a great diminution in supplies arriving yet, appear to be over the hill and the finer grades of various lines are about done. Native grapes still hold their own, but they have seen their best days, and Tokays from California, and Almerias and Malagas from Spain are the select varieties being sold. Niagara peaches of the better quality have given place to Elbertas from California; and Idaho plums have displaced almost entirely both the Canadian blue and green plums.

Apples are still advancing, some dealers in Ontario asking as high as \$2.25 for present or future delivery. Some Eleme figs are being shown in the larger centres, and Toronto reports the first arrival of Florida grape fruit. Bananas are scarce in the West on account of Atlantic storms delaying the arrival of shipments from the West Indies.

Potatoes of all grades are easier in price up and down the country. Tomatoes are firming up and are getting scarce. The hardier native vegetable lines are at stationary prices, but the summer vegetables are declining in price and quality. Fish business is still good. Oysters are experiencing a brisk demand, and dealers are stocking up with canned, dried and smoked lines.

### MONTREAL.

GREEN FRUITS—California Valencias are displaying a little more strength this week, although the maximum price of \$5 has not changed there are none offering at \$3.75 which was the minimum last week. To-day the cheapest line is offering at \$4.25. Bananas are also stronger now, being quoted as high as \$2. Montreal melons are practically off the market. Cranberries remain strong at \$9. Niagara green grapes are quoted this week at 22c, instead of 20c, and Roger reds have also gone forward to 25c. Other lines of fruit are unchanged. Locally demand is only fair.

Jamaica oranges, bbl	4 50
California oranges, late Valencias	4 25 5 00
Peaches, boxes	1 35 1 50
Plums, 4 basket rate, Italian and Hungarian	1 70 2 00
Pears, boxes	3 75 4 50
Grapes, California Tokays, per crate	2 25 2 50
Verdelli lemons	2 75 3 00
Bananas, per bunch	1 25 2 00
Watermelons, each	0 30 0 40
Pineapples	4 75 5 50
New Apples, per bbl	2 00 3 25
Quebec Famense Apples	2 50 4 10
Cranberries, Cape Cod, early Blacks, per barrel	9 00
Canadian Muskmelons, in crates	1 25
Can Peaches, basket	0 75 1 25
" Plums, basket	0 75
" Pears, basket	0 60 0 90
Concord grape, blue	0 18 0 20
Niagara " green	0 22
Roger " red	0 25
Delaware	0 35

VEGETABLES—Green pickling tomatoes are now making their appearance, and are selling at 40c to 50c per

gin box. Yellow preserving tomatoes are selling at 20c per gallon. Red onions of particularly fine quality were offering at \$2.50 per barrel. Turnips have taken an upward turn now, being sold at \$1.25 per bag. Green beans, of which there are only a few on the market, are now ruling at \$1 per bag. Tomatoes are stronger at 60c to 80c a gin box. Other lines remain the same as at last quotations. Locally trade is only fair.

Parsley, per doz. bunches	0 25
Sage, per doz.	0 50
Bay, per doz.	0 25
Celery, doz.	0 45 0 80
Water cress, large bunches, per doz	0 25 0 50
Spinach, box	0 15 0 20
Green peppers, doz.	0 15 0 20
Beets doz bunch	0 15 0 20
Carrots, doz bunch	0 10
Montreal tomatoes, gin box	0 60 0 80
Green pickling tomatoes	0 40 0 50
Yellow preserving tomatoes	0 20
Spanish onions, large crates	2 75
Lettuce, per doz.	0 50
Radishes, doz.	0 10 0 25
Horseradish, per lb.	0 10
Beans, green, bag	1 00
Bag plant, doz.	1 40
Cabbage, doz.	0 50
Montreal new potatoes, bag	0 90 1 00
Onions large bag	1 15
Red onions, barrel	2 50
Fresh corn, per doz.	0 07 0 12
Turnips, bag	1 25
Pumpkins, doz.	1 00
Squash	0 15

FISH—The cool weather is exercising a good effect on the market, increasing the demand to a considerable extent. All kinds of fresh fish are plentiful, arriving in good supply. Haddock and cod are especially in good demand. Lake fish are arriving freely and are being taken up well. Fresh salmon are nearly finished. In smoked lines, haddies and kippers are in good demand and are in fair supply. These fish are arriving by express until the weather gets cooler. Demand for bulk oysters is increasing, and will continue to do so as the weather becomes colder. Shell oysters are expected on the market this week. In prepared and salted lines new Labrador herring are now in and demand for them is good. Green cod are arriving more freely, but prices remain firm. Salted salmon continues scarce, no new pack on the market yet. Skinless cod in cases and boneless fish are now selling freely. Locally trade is very brisk in the fish market. Dealers report volume of trade as good as former years.

### Fresh and Frozen Fish.

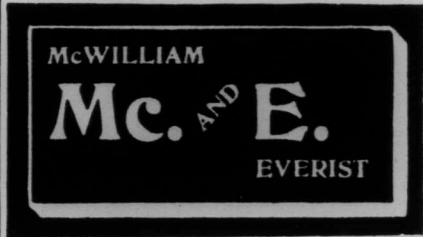
B.C. salmon, frozen	0 14
Brook trout, lb	0 22
Haddock, per lb	0 04 1/2
Fresh halibut	0 10
Mackerel, "	0 10
Dore, "	0 10
Steak cod	0 06
Market cod, lb	0 04
Pike, lb brochet	0 08
Whitefish, lb	0 10
Lake trout	0 09
Sea trout, lb	0 10
Flounders, lb	0 10
American live lobsters	0 22
Bullheads (dressed)	0 10
Smoked—	
Haddies (exp) 15 lb. bxs., per lb.	0 07 1/2
Kipperd Herring, new, per box	1 25
Bloaters, per box	1 25
Smoked herring, per box	0 18
Prepared—	
Skinless cod, new 100 lb. cases	5 50
Shredded cod, 1/2 lb. cartons, 2 doz. cartons	
Dry cod, in bundles 112 lb.	1 80
Boneless cod, 1 & 2 lb. bricks, 90 lb. boxes	6 75
Boneless cod, 30-lb. boxes	0 06 1/2
Boneless cod, 30-lb. boxes	0 08

**First Arrivals**  
**Cape Cod Cranberries**  
 Stock extra fancy.  
**Almeria Grapes**  
 Heavy weights, fancy stock.  
 LET US HAVE YOUR ORDERS

**Jamaica Oranges**  
**Verdilli Lemons**  
**Late Valencia Oranges**

**Valencia Onions**  
 Large cases.  
**Canadian Onions**  
 Yellow.

**Canadian Apples**  
 Fall and winter.  
 Write us for Close Quotations



25-27 Church Street, Toronto

If your order reads thus:—

"Send me St. Nicholas  
 or Homeguard"

you are ordering the

# B.L.O.E.

**J. J. McGabe**

Sole Agent

32 Church Street, Toronto

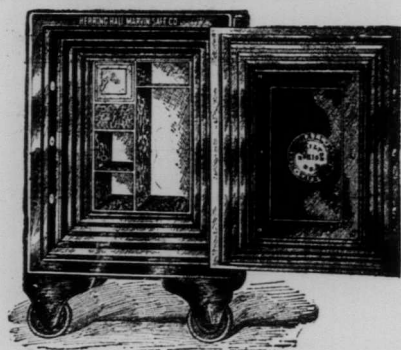


Lemons, Messina	3 00	4 50
Limes, per case	1 00	
Bananas Jamaicas, firsts	1 40	2 60
" Jamaica eights	1 00	1 25
" Jumbos	1 40	1 65
Cranberries, Cape Cod bb	9 00	9 50
" orate		3 75
Citrons, doz		0 75
Figs, 10-lb. boxes, per lb.	0 09	0 13
Grape Fruit, Florida, box	5 00	5 50

VEGETABLES—There is not so much interest in the vegetable line as in fruits. Nevertheless business is improving. To-

Highest price paid for  
**DRIED APPLES**  
**O. E. ROBINSON & CO.**  
Established 1886  
Ingersoll - Ontario  
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9  
**Dried Apples**  
Shipments Solicited  
Settlements Prompt  
**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE, Manager



**HERRING - HALL - MARVIN SAFES**

INSURE

Protection against heat, flame and water.

Protection from injury in falling while in heated condition.

Protection from burglars.

The interlocking Flanges Double-Grooved Lock Spindle, Hand Welded Steel Angles, Plates of Drill Proof Steel and Heavy Steel and Fireproof Construction are characteristic features that give absolute protection.

SAFES FOR EVERY PURPOSE.

**THE CANADIAN FAIRBANKS COMPANY, LIMITED**

MONTREAL.

St. John, Toronto, Winnipeg, Calgary, Vancouver.

matatoes are very scarce and are slightly firmer in price. Potatoes are a little easier and supplies are free. New Jersey sweets are down a little in price and so are both imported and native onions.

An effort is being made to enlarge the selling territory of the Canadian onion, at least the Ontario onion, which corresponds with the yellow Danvers of the United States. Certainly for this season the stock is Al. Bermuda onions are in a class by themselves. From August until March, Spain supplies the American markets. From April until the native green onions are placed on the market the little red onions from Egypt are in demand. The Ontario's and yellow Danvers have to fill in the vacant places during the late summer, the fall and winter. Now comes the attempt to push the natives, but the price will have to come down to compete with the Spanish onions.

Gherkins, basket	1 25
Tomatoes, Canadian, red, per basket	0 20 0 30
" " green	0 20 0 25
Beets, Canadian, basket	0 20 0 30
Egg plant, basket	0 40
Beans, wax, per basket	0 75
Potatoes, Ontario, per bag	0 80
" New Brunswick, per bag	2 90 3 90
" sweet, barrel	1 70
" hamper	0 90
Onions, Spanish, per 50 lb. crate	0 75 1 00
" white, pickling, basket	0 90 1 00
" Canadian, dried, bag	2 50 3 00
" Valencia extra, cases	0 40 0 50
Carrots, new, per bush	0 25
Green Peppers, basket	0 30
Red Peppers, basket	1 25
Cabbage, Canadian, bbl.	0 69 0 10
Green corn, doz	0 25
Vegetable marrow basket	0 30
Squash, basket doz	0 50
White turnips bush	0 50 1 00
" cauliflower doz	0 35 0 40
Celery native, doz	

FISH—Activity is noted in this line. Selling is good and plenty of supplies are arriving. The stock is excellent. A great quantity of canned, smoked and dried fish are being stocked, but the demand is more for the fresh lines. Some of the fish and commission houses are handling game sent in from the sporting territories in the north. Oysters are now in good selling demand, and all sea lines are having a big call. Perch is plentiful and other fresh water fish are rather free. Prices, while a little easier, are unchanged.

Perch, large, per lb.	0 06 0 07
Rue pickorel, per lb.	0 05 0 07
White fish, Georgian Bay, per lb.	0 09 0 10
Herring, medium, per lb.	0 06 0 07
Whitefish, Lake Erie	0 10
Cod, fresh	0 08
Trout, fresh, per lb.	0 09
Halibut, fresh caught	0 10
Shredded cod, per doz	0 20
Bluefish, small white, per lb.	0 06 0 07
Haddock, fresh	0 07
Sturgeon, per lb.	0 13
S a salmon	0 15
Pike	0 05 0 07
Pickorel, yellow	0 05 0 09
Frogs legs, pound	0 70
Soft shell crabs, doz	4 00
Relea, Nova Scotia	0 06 0 07
Herring, Digby, smoked, bundle 5 boxes	1 30 1 40
" Kippered, 15-lb. box	0 18 0 20
Mackerel, each	0 10 0 20
Smelts, per pound	0 10
Pollock	0 15
Oysters, Long Island, standard gal.	1 50
" " medium selects	1 75
" " extra	1 85
Sole, Nova Scotia	0 15
Ciscoes, basket, 15 lb.	1 00
Finna Haddie, smoked, 15-lb package	0 08 0 10
Boneless cod, quail on toast	0 05 0 07
" " imperial	0 07
" " steak	0 07 0 10
Shredded cod, doz	0 90
Acadia cod, crate	2 40
" tablets, box	1 60

The Dominion Government will establish a fish hatchery at Port Arthur.

**BUSINESS CHANGES IN CANADA.**  
Sales, Assignments and Brief Notes of the Grocery Trade.

A. McAuley, grocer, West Toronto, has assigned.

Pauze & Venne, grocers, Montreal, have been registered.

J. McLennan, grocer, Vancouver, is succeeded by A. Allan.

F. Mason & Co., grocers, Toronto, are succeeded by H. Proctor.

J. A. Wheelman, has opened a general store at Veregin, Sask.

Wolfe & Molser have opened a grocery store at Port Colborne.

Alexander Martin has opened a grocery store at Red Deer, Alta.

The Eagle Cigarette & Tobacco Co., Montreal, has been registered.

Marlatt & Son, grocers, Simcoe, have sold their business to G. H. Widner.

P. Richer, general merchant, St. Samuel de Horton, has compromised.

Z. Lelievre, general merchant, Little River East, is offering to compromise.

D. Pelletier, general merchant, Cedar Hall, has effected a compromise with his creditors.

The assets of Joseph Morin, general merchant, St. Theodore de Chertsey, are to be sold.

Allan Maybee, grocer, 440 Queen Street West, Toronto, is succeeded by Alfred Eddy.

The assets of David Schlaier, general merchant, St. Theele, are advertised to be sold on Oct. 14.

Geo. H. Widner, late of Paris, Ont., and Indian Head, Sask., has bought a grocery store in Simcoe.

Jos. Hatch has taken over the grocery business of James Smale, Yarmouth Heights, near St. Thomas.

Malcolm Rumhar, grocer and dairy produce dealer, Toronto, is succeeded in business by W. Chandler.

Burglars blew open the safe in John Sloan Co.'s grocery warehouse in Belleville and secured \$20 in cash.

The assets of Theodore Lefebvre & Co., manufacturers of coffees and spices, Montreal, are advertised to be sold on October 12.

Mrs. Mary Ann Woods, grocer, Stratford, has assigned. H. J. Clarkson, 964 Bathurst Street, Toronto, has sold his grocery business.

**TRADE NOTES.**

The Ontario Government will likely establish fish ponds for black bass in Northumberland County.

J. Lorne McDougall, Haileybury, has raised tomatoes in the Temiskaming country, some of the specimens weighing two pounds each.

Robert Elliott, Goderich, Ont., was convicted of a violation of the Inspection and Sales Act and the Fruit Marks Act recently by marking inferior apples "No. 1." This is the first conviction of the season.

## The Sardine Fishery

of France is reported a failure this year. Portugal only fair.

Some years ago this fact would have been serious. Now that Norwegian Sardines have taken a foremost place and through quality of catch and superior government inspected pack are considered more desirable, grocers are not disturbed.

The leading brand is

# "King Oscar"

Ask your Jobber for them.

**J. W. Bickle & Greening**

(J. A. HENDERSON)

Canadian Agents, HAMILTON

## SYDA & COUSINS FAMOUS SCOTCH HADDIES

are arriving by express daily

**8 cts.**

'Phone us for your hurry up orders.

**O'Connor's Fish Market**

**MONTREAL**

UP 4512 AND UP 4513.

## We Distribute Cars

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

Correspondence Invited.

**R. B. Wiseman & Co.,**

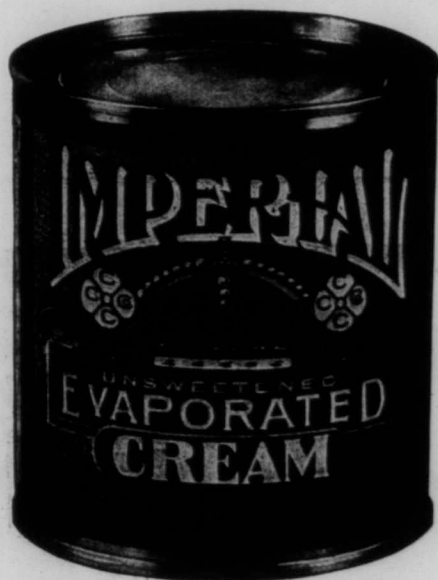
123 Bannatyne  
Avenue East

**WINNIPEG, MAN.**

Manufacturers' Agents and Brokers.

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

## Have You Stocked



Or have you yet to find out  
what a winner it is?

**THE CANADIAN CONDENSING COMPANY**

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL



To restore lost appetites is  
the mission of that wonder-  
fully restful relish known as

**"Brunswick Brand"**



**Connors Bros., Limited**

Black's Harbor, N.B.



## FACTS ABOUT GROCERIES

**Information for Grocers and Clerks Regarding the Goods They Are Selling—Tea Found to be an Excellent Fertilizer—Jam Factories in India.**

In the fields of scientific research probably the work in no single line has been attended with more satisfactory progress during the past few years than that directed toward the preparation of commercial fertilizers. This progress has taken place not only in the direction of determining more accurately the exact fertilizing value of the various products used for promoting the growth of certain plants or for increasing the general fertility of soils, but also in the direction of discovering new fertilizers, the value of which for such purposes has been hitherto unknown.

Observant persons may have noticed during the Fall and Winter just past the utilization of a new kind of fertilizer on the lawns and flower beds of the city parks in preparing them for next Summer's growth, says the New York Press. The substance, which is of a glossy brown color at a distance, is found on closer inspection to be composed wholly of small, moist leaves, which instantly remind one of the dregs at the bottom of a teapot. Such, in fact, they are, tea leaves; a fertilizer the high quality of which has but recently been discovered in this country, though it has probably been known for a long time in the parts of Asia where tea is grown. But in no city of America to-day, excepting St. Louis, can this unique plant food be found in use, for it was in New York city that its value is said to have been first learned, and it is here that it is produced in such large quantities as to be available.

It seems a strange fact that a product so foreign to the Mississippi valley, and even to the American continent, should be found so abundantly in St. Louis, but such is the case. The tea is imported literally in shiploads from China, Japan, India and Ceylon, by a chemical manufacturing company having its plant at Lafayette Avenue and Second Street, where a chemical product known as caffeine is extracted from it. The process it is put through does not impair, but rather increases the value of the tea as a fertilizer, and, after the caffeine is taken out, the by-product, useless to the manufacturers for other chemical purposes, is given away to the city in quantities of many tons, to be used in the parks.

The fertilizing value of the tea was first discovered quite by accident. It was noticed that on the open ground around the chemical plant wherever a small quantity of the leaves happened to fall there the grass and weeds took on most unusual vigor of growth. A few truck gardeners and farmers were then given some of the product for experiment, and they reported highly satisfactory results, some even stating that on the parts of a field treated with it the crop was twice as large as that on the parts of the same field not so treated. Finally an analysis, made at the experiment station of the University of Missouri, showed that it contained nitrogen, potash and phosphoric acid, the three most important constituents of a complete fertilizer, in such quantities and in such available form for plant food as to render it an unusually good material for increasing the fertility of

any soil. Moreover, the chemical process through which it passes purifies it so thoroughly that it can carry to the earth nothing but its beneficial properties, while its peculiar quality of attracting moisture makes it uncommonly useful as a mulch. Small quantities of it were used in the St. Louis parks during the Summer of 1907, with such good results that, as before stated, it is being used exclusively for the coming season.

### Jam Factories in India.

Three flourishing little factories at Simla, in the foothills of the Himalayas—7,000 to 8,000 feet above sea level—provide jams and preserves for the tables of the British exiles in India. "A very nice line of jams and preserves," says Consul-General Michael. "The strawberries, blackberries, raspberries, apricots, green gages, yellow plums, lemons, citrons and mangoes are grown on the sides of the mountains about Simla by the natives. The apples, quinces, peaches, damsons and pears are grown eighty miles north of Simla, in the mountains at Kulu. The guavas and oranges come from the plains near Lahore. The fruits from Kulu, eighty miles back in the mountains, are carried by coolies in baskets, which weigh each sixty pounds, strung over their backs. It requires four days for the coolies to make the trip in, over the narrow, tortuous path from Kulu to Simla. For this they receive 24 cents a day. The path or road is owned by the Government, and two annas, or four cents, toll is charged. This is paid by the firm that buys the fruit. Men and women carry baskets of fruit, the women, as usual, receiving less than the men for the service."

The assets of Godin & Desjardins, meat packers, Montreal, are to be sold. Normandin & Frere, cheese makers, St. Cesaire, Que., have been registered.

ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR

# GREAT WEST

CUT PLUG  
SMOKING and CHEWING  
TOBACCO

SALES INCREASING DAILY

## CLAY PIPES

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

**D. McDOUGALL & CO., Glasgow, Scot.**

### To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars:

Champlain St. Louis (5c. retailer)  
Havana Second El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

**JOS. COTE**

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272  
Warehouse 119 Rue St. Andre  
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QUEBEC

Tel. Up 2076 Tel. East 5964

## YOUNG'S PATENT PIPE

in Seven Shapes

**W. J. GRANT**

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

# BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



**BANISH  
"BLUE MONDAY"**

**SELL**

**SUNNY MONDAY**

to customers and make them **YOUR** customers.

Your stock is not complete  
without our new **LAUNDRY SOAP**

**SUNNY MONDAY**

**SUNNY MONDAY** is made almost entirely from  
vegetable oils with enough ammonia incorporated to  
make it cleanse quickly and thoroughly, with less rubbing  
than ordinary laundry soaps.

**YOUR CUSTOMERS** should try it  
and avoid the aching backs which  
cause "Blue Monday."

**SUNNY MONDAY  
SAVES LABOR, TIME, CLOTHES  
FUEL, TEMPER, MONEY**

**THERE IS PROFIT IN IT FOR YOU**

**"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."**

**Tuckett's  
Orinoco Cut Tobacco**

No better, just a little milder than

**Tuckett's "T. & B."  
Myrtle Navy Cut Tobacco**

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

**HAMILTON, CANADA**

**Our New  
"Walker Bin"  
Catalogue**

*Will be off the press in a few days.*

**It should be in the  
hands of every  
Grocer**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co.,**  
BERLIN, ONT. Limited

Representatives  
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and  
Alberta: J. C. Stokes, Regina, Sask.  
Montreal: Kenneth H. Munro, Coristine Bldg.



**The  
Elgin National  
Coffee Mills**

**40 Sizes and Styles**

They are the  
**Fastest Grinders  
Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

**WOODRUFF & EDWARDS CO.**

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of  
**COUNTER CHECK BOOKS**

for all kinds and makes of  
**LOOSE LEAF SYSTEMS**

Write for prices and samples.

We manufacture

**SHIPPING TAGS**

**The Merchants' Counter Check Book Co., Ltd.**

**TORONTO - MONTREAL**  
Canada

**FINE!**

All of them can be  
adjusted for fine or  
coarse grinding while  
running and  
either way

results are

**"FINE"**

**"ENTERPRISE"**

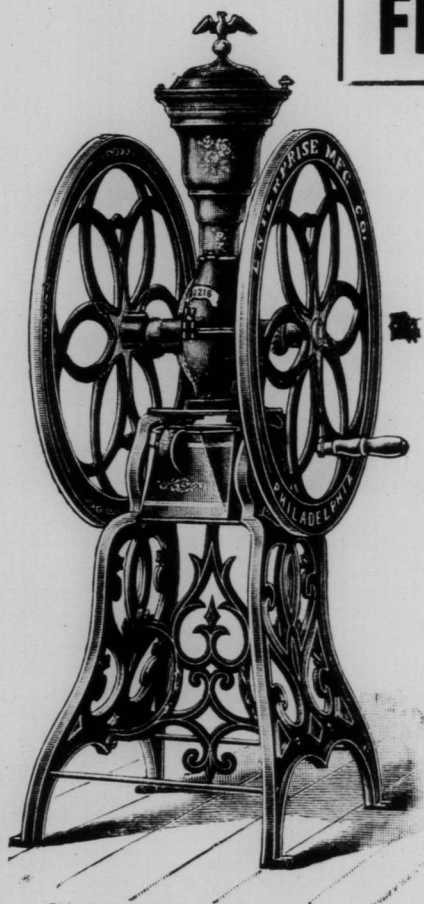
**Rapid**

**Grinding and Pulverizing Mills**

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds. It stands 21½ inches high and will grind a pound of coffee with 75 turns. Made for granulating or for pulverizing. As in all other "Enterprise" Mills, the grinders are warranted equal to steel. Write for illustrated catalogue.



**The Enterprise Manufacturing Company of Pa.,**

21 Murray St., New York

PHILADELPHIA, U.S.A.

438 Market St., San Francisco



# MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

## BOWSER SELF MEASURING OIL TANK

That's because the Bowser is the biggest money saver—it saves oil, time and labor.

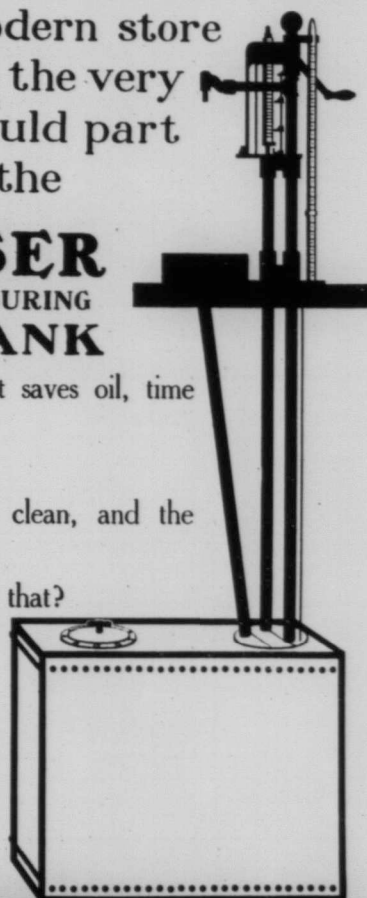
Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5054

It tells how to make oil pay big.



S. F. BOWSER & CO., Ltd.  
66-68 FRAZER AVE., TORONTO

## It Takes a Lot of Time to Keep Books

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

### Allison Coupon System

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

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

Manufactured by the

**Allison Coupon Co.**  
INDIANAPOLIS, IND.



When writing advertisers kindly mention having seen the advertisement in this paper.

—BUY—

# Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

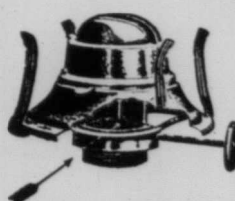
For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

TALKING POINTS FOR DEALERS

ON

BANNER, CANADA, ONTARIO and HIGONE  
LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

# BLACK JACK

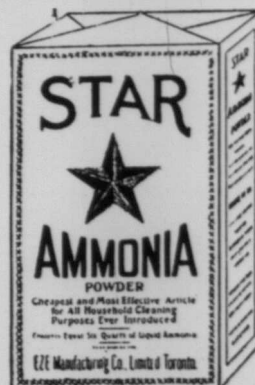
WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL  
JOBBERs

¼-lb. tins—3 doz. in case



Its Merit Brings Repeat Orders

**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

100 words each insertion, 1 year.....	\$30 00
" " " 6 months...	17 00
" " " 3 months...	10 00
50 " " " 1 year.....	17 00
" " " 6 months...	10 00
25 " " " 1 year.....	10 00

**PERIODICALS.**

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

**CANADIAN MACHINERY AND MANUFACTURING NEWS**, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

**COMPLETE** information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

**THE BUSY MAN'S MAGAZINE** is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

**THE** market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

**MISCELLANEOUS.**

**HIGH CLASS COLOR WORK**—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

**AN EXTRA 1 PER CENT. PROFIT**—A National Cash Register will earn at least an extra 1 per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

**ADDING TYPEWRITERS** write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

**IT PAYS FOR ITSELF.**—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Wilton Avenue and Yonge Street, Toronto, Ont.

**AGENCIES WANTED.**

**WANTED**—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

**SAFES.**

**NEW AND SECOND HAND SAFES** of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. **THE CANADIAN FAIRBANKS CO., LTD.**, Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

**BOOKS FOR THE GROCER.**

**ART AND SCIENCE OF WINDOW DRESSING**, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

**COFFEE**, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

**TEA BLENDING** as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

**TEA**, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

**SALES PLANS**—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. **MACLEAN PUBLISHING CO.**, Technical Book Dept., 10 Front St. E., Toronto.

**WANTED.**

**WANTED** in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steam-fitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

**BUYING AGENTS WANTED** in Toronto, Ottawa, Montreal and Winnipeg for Pure and Soluble Cocoa in tins and packets. Liberal terms offered. Apply Richard Percy & Co., Cocoa and Chocolate Manufacturers, Bristol, Eng. (42)

**SITUATIONS WANTED.**

**YOUNG MAN**, 25, ten years' experience in grocery business, seeks position. Thoroughly understands business. Splendid references. J. G. Jackson, 159 Sherbourne St., Toronto. (41)

*When writing advertisers kindly mention having seen the advertisement in this paper.*

**Ridgeway's Collecting Agency**  
11 St. Sacrament Street, Montreal  
Established 1880  
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

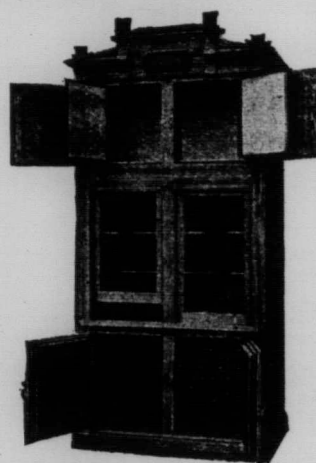
**THE PEOPLE OF JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON "GLEANER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax.**



**Arctic Refrigerators**

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market. Western representatives, Ryan Bros., Winnipeg. Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

**John Hillock & Co., Ltd.,**  
154 George St., Toronto

**Queen City Water White Oil**

**GIVES PERFECT LIGHT**

The most economical high-grade oil ever sold in Canada.

**FOR SALE EVERYWHERE**

Persons writing advertisers will kindly mention having seen their ad. in this paper.



**RISING SUN**  **SUN**  
**SUN** **&** **PASTE**  
**STOVE POLISH**  **STOVE POLISH**  
**IN CAKES** **INTINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

## Variety is the Spice of Life

IT is change which relieves the monotony of existence and adds to the enjoyment of both work and play. In the matter of reading, Noah Porter, the eminent American philosopher, once said, "No man can read with profit that which he cannot learn to read with pleasure." The October edition of the Busy Man's Magazine is so varied in contents and entertaining in character that it will afford profit and pleasure to all. Procure a copy and you will be thoroughly well satisfied to become a permanent reader of this popular periodical.

**BUSINESS AND INDUSTRY**  
 A Bank Entirely Free From Private Interests.  
 The Timber Supply of The Future.  
 The Executive's Buffer.

**ARTICLES FOR THE WORKERS**  
 Where Progress and Education Join Hands.  
 The Older He Grows The More Active He Is.  
 A Common Place Business Career.  
 What Happens To The Grouch.

**ENTERTAINING SHORT STORIES**  
 Masterson's "Bargain" Motor Bo  
 Mrs. Carstairs' Last Bet.  
 The Outwitting of Mr. Bearby.  
 Visiting Bob's People.  
 A Problem For Two.

**TRAVEL AND DESCRIPTION**  
 The Oldest Religious Band in America.  
 The Story of "The Coward."

THE  
**October**  
**Busy Man's**  
**Magazine**  
 is on sale at all newsstands  
 The Magazine with the Red Cover  
 20 cents a copy ; \$2.00 a year

**LIFE STORIES OF SUCCESSFUL PEOPLE**  
 A Business of Millions Managed By a Woman.  
 A Man Who Has Helped Many a Young Man In Business  
 How Mr. Derbyshire Became The 'Cheese King' of Canada.  
 The New Occupants of Government House.

**POLITICAL AND COMMERCIAL AFFAIRS**  
 A Corner In The Price of Drinking Water.  
 How we Elected The Old Man.  
 What Constitutes True Leadership?

**OTHER BRIGHT ARTICLES**  
 Where Women Have To Cast Their Votes.  
 Dancing Is Only An Expression of Life.  
 The Littlest Woman In The World.  
 An Exhibition That Breaks Many Records.

**ADDITIONAL FEATURES**  
 Contents of the October Magazines  
 The Busy Man's Bookshelf.  
 Improvements in Office Devices.  
 Humor in Magazines.

## The Busy Man's Magazine

Montreal

Toronto

Winnipeg

New York

London, Eng.

## The Choice of People Who Know

"2 in 1" Shoe polish is the choice of those people who know and appreciate the merits of a good article.

They know that "2 in 1" gives the quickest shine, the most brilliant shine and the most lasting shine of any shoe blacking they ever used.

2 in 1



SHOE POLISH

If "2 in 1" is the choice of discriminating people, don't you think it would pay you to handle it, Mr. Grocer? People of this class have trade that is well worth cultivating.

"Our advertising will bring you trade, while the merits of "2 in 1" will hold it."

The F. F. DALLEY CO., Limited

HAMILTON, CANADA  
 BUFFALO, N.Y., U.S.A.

Sell  
These

And  
Make  
Money



**"SIMPLY DELICIOUS"**  
IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited  
Montreal and Toronto

## Shelled Almonds

Valencias and Jordans

## Table Raisins

from Sunny Spain

You can give your customers  
the richest flavor, most tender  
skin and finest quality if you  
insist on having the pack of

## José Segalerva

Malaga, Spain

**ROSE & LAFLAMME Limited**

Montreal and Toronto

### Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Laflamme, Montreal and  
Toronto.

1-lb. glass jar, screw top, 4 doz., per doz \$ 20  
THOMAS J. LIPTON  
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—  
12-oz. glass jars, 3 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case..... per lb. 07½  
5 and 7-lb. tin pails, 8 and 9 pails in  
crate..... per lb. 07  
7 and 14-lb. wood pails..... per lb. 07  
30-lb. wood pails..... " 06½  
Compound Fruit Jellies—  
12-oz. glass jars, 3 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb..... 07½  
7 and 14-lb. wood pails, 8 pails in crate  
per lb. 07  
50-lb. wood pails..... " 06½  
Pure Jams—1-lb. glass jars (16-oz.  
gem) 2 doz. in case..... per doz. \$1 8

Jelly Powders  
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co. Limited  
GENESSEE PURE FOOD CO



Assorted Case, Contains 4 doz., \$8.60  
Assorted Case, Contains 2 doz., \$1.80  
Lemon (Straight) Contains 2 doz., \$1.80  
Orange (Straight) Contains 2 doz., \$1.80  
Raspberry (Straight) Contains 2 doz., \$1.80  
Strawberry (Straight) Contains 2 doz., \$1.80  
Chocolate (Straight) Contains 2 doz., \$1.80  
Cherry (Straight) Contains 2 doz., \$1.80  
Peach (Straight) Contains 2 doz., \$1.80  
weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wafers, 15 flavors.  
1 doz. in handsome  
counter carton, per  
doz., 90c.



List price  
'Shirriff's' (all  
flavors), per doz. 0 90  
Discounts on ap-  
plication.

### Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.

Tierces... \$0 09½  
4-bbls. .... 0 10  
Tubs, 80 lbs. 0 10  
30-lb. Pails, 2 05  
30-lb. tins.. 1 95  
Cases 3-lb. 0 14  
" 5-lb. 0 10½  
" 10-lb. 0 10



### Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40  
Fancy boxes (35 or 50 sticks)... per box 1 35  
" Blinged " 5-lb. boxes..... per lb. 0 40  
" Acme " pellets, 5-lb. cans... per can 3 00  
(fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans..... per can 3 00  
Licorice lozenges, 5-lb. glass jars... 1 75  
" 30 5-lb. cans..... 1 50  
" Purity " licorice 10 sticks..... 1 45  
" 100 sticks..... 0 75  
Druce large cent sticks, 100 in box.....

### Lye (Concentrated).

SILLET'S PERFUMED. Per case.  
1 case of 4 doz. .... \$3 80  
2 cases of 4 doz. .... \$5 50  
3 cases or more ..... 7 40

### Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars  
1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass  
jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case.... per doz. \$1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 3 doz. case,  
per doz. .... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " " 2 80  
4-lb. tins, " " 4 85  
7-lb. " " " 7 35  
"Spredded"—  
1-lb. glass, doz.... 1 90  
2-lb. " " " 3 10  
7-lb. tins, " " 8 25



THOMAS J. LIPTON  
Prices on application.

### Mince Meat.

Wesley's condensed, per gross net ... \$18 00  
per case of doz. net ..... 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$4 7  
Silver Cow Milk..... hotel..... 4 90  
Purity Milk..... 5 00  
Good Luck..... 4 10  
..... 4 30

### Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins..... per doz. \$1 40  
" 2-lb. tins..... " 2 50  
" 3-lb. tins..... " 5 00  
Durham 4-lb. jar..... per jar. 0 75  
" 1-lb. jar..... " 0 25  
F.D. 1-lb. tins..... per doz. 0 85  
" 2-lb. tins..... " 1 45

### Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—  
Minerva, qts. 12's ... \$5 75  
" pta. 24's ..... 6 50  
" 4-pt. 24's..... 35

### Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and  
Toronto.  
1-pint bottles, 3 & 5 doz., per doz..... 9 90  
1-pint " 3 doz..... 1 75

THOMAS J. LIPTON  
Prices on application.

### Soda.

COW BRAND.

DWIGHT'S  
BAKING SODA  
Case of 1-lb. contain-  
ing 50 packages pe-  
r box, \$3 00.  
Case of 4-lb. (con-  
taining 120 pkg-  
s per box, \$3 00.  
Case of 1-lb. and 1  
lb. (containing 1  
1-lb. and 80 1-lb  
pkgs), per box, \$3 00  
Case of 50 pkgs. containing 50 pkgs., pe-  
r box, \$3

MAGIC BRAND. Per case  
No. 1, cases, 50 1-lb. packages..... \$ 75  
No. 2, " 120 1-lb. " ..... 3 75  
No. 3, " (80 1-lb. " ) ..... 2 75  
No. 4 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 3 00  
2 cases ..... 5 75







**"CLOSE" 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

DWIGHT'S



BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

**"Cow" Brand Baking Soda**

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages only.

**CHURCH & DWIGHT**

Manufacturers

MONTREAL

**Kops' Ale & Kops' Stout**

(Non-Alcoholic)

**Ideal Summer Beverages**

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer we should like to make arrangements to supply a sample lot.

The Best for Your Trade

**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 Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld. W. L. MacKenzie & Co., 509s Center St., Calgary.



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Capital, Household, 1's and 1/2's  
Old Count, 1's and 1/2's  
H.M.B., 1's and 1/2's  
Flagway's Standard Bulk Blend in stock  
at all our branches in Canada.  
THOMAS  
WOOD & CO.  
Montreal and  
Boston  
olesale reta  
0 40 0 60  
0 35 0 50  
0 30 0 40  
grades—either  
D., LIMITED  
12s... \$0 45  
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..... 0 50  
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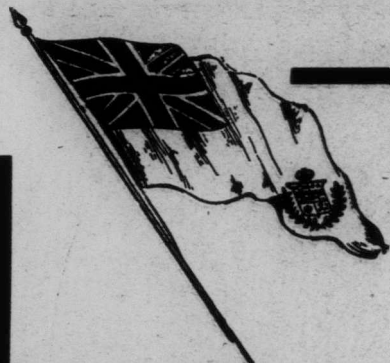
One package (retailing at 10c.) makes  
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