

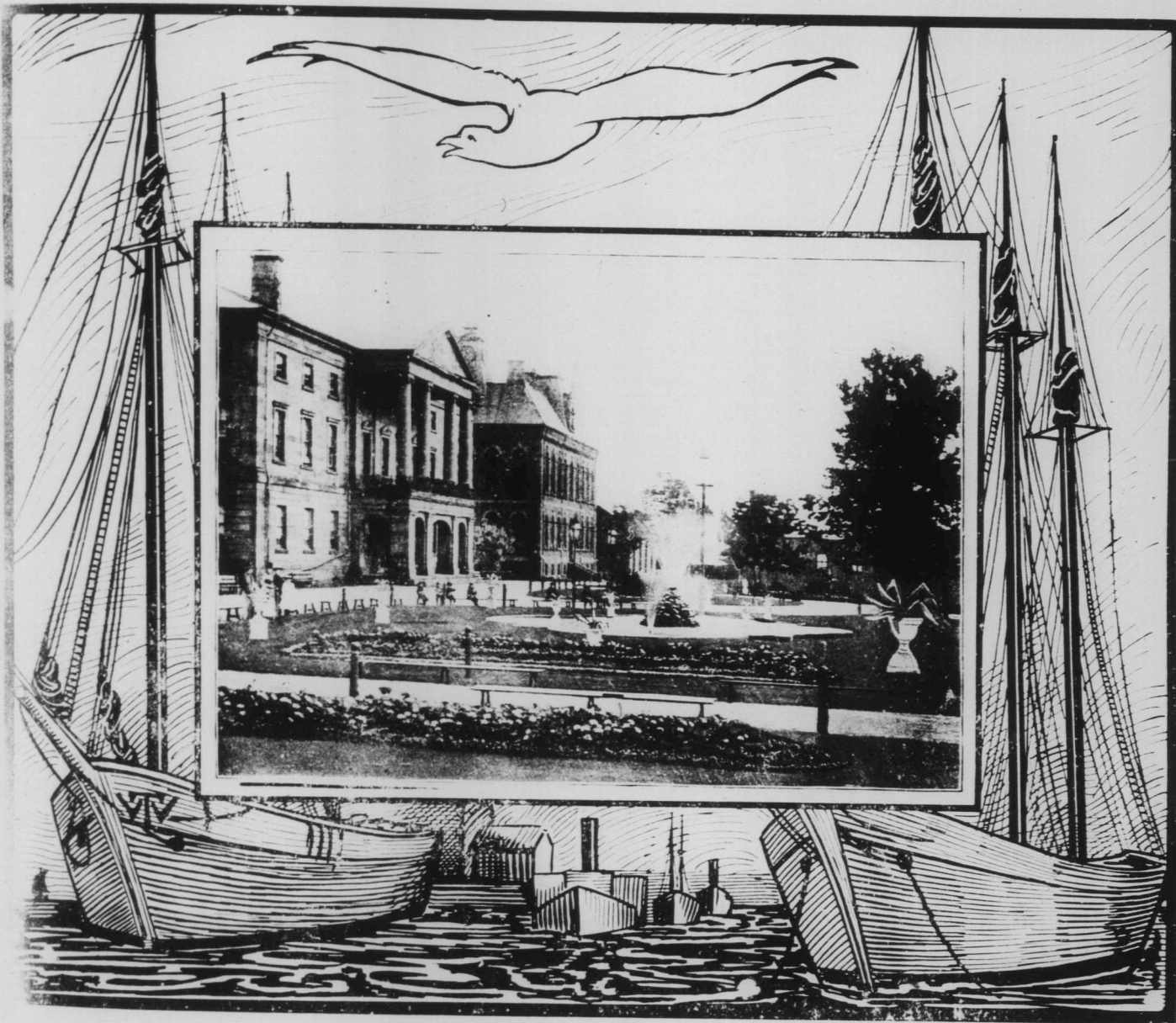
Maritime Board of Trade Number

THE CANADIAN GROCER

Vol. XXIV

Publication Office: Toronto, August 27, 1909.

No. 35



Queen Square, Charlottetown, P.E.I.

The MacLean Publishing Company, Ltd.

Montreal

Toronto

Winnipeg

Quit Taking Chances On Your Tea

USE

RED CLOVER TEA

And be Sure of Quality and Value

This is a Pure Indo-Ceylon Tea

Sold in Bulk or Lead Packages

Red Clover Tea is Good Honest Value in All Grades

Get Quotations To-Day

Try a Sample Order



CHAS. H. McDONALD

St. John, N. B.

Direct Importer and Blender

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Montreal: 70

VOL. XX



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CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, AUGUST 27, 1909

NO. 35.



The Easiest Seller in Blue

Keen's Oxford Blue

has gained its reputation solely through merit. It is always
the same in quality. Every jobber sells it.

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



Place It On Your Counter—

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

FOR SALE BY ALL JOBBERS

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER



FRESH HERRING

Of all that is said on the subject of canned fish, the essential point is—
are the fish packed fresh?

Herring quickly show the effect of any deterioration, as the flesh loses its firmness and becomes dark in color.

Maconochie Bros. herring are distinguished for their firm, even texture and clear, white color. To accomplish this almost unlimited facilities are required; but Maconochie Bros. method of handling fish is so complete that, in the first place, it **insures absolutely fresh packing**, and, in the second place, **preserves the inimitable natural flavor**.

Sell Maconochie Bros. Fresh Herring, Herring in Tomato Sauce, Kipperd Herring--satisfy your customers and see your profits grow.

CANADIAN AGENTS:

MacLaren Imperial Cheese Co. Ltd.

TORONTO

Maconochie Bros., Limited

London, England



PURE FOOD

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

CODOU'S
Macaroni
Vermicelli
and Pastes
Always the Best

COX'S
Gelatine

Perfectly Pure

Griffin's

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

Taylor's
PEELS

Candied or Drained

"Thistle"

"Canned"

**Haddies and
Herring**

The best packed

All first-class dealers sell these.

IT PAYS



Montreal Office

Manufacturers' Agents and Brokers' Directory

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.



Winnipeg Office

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative 30-32 Main East
Let's get close and talk it over—Now **HAMILTON**

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10 Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

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

**WAREHOUSE ACCOMMODATION
IN OTTAWA**

Largest warehouse in Ottawa Valley. Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.

Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building,
Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

**CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS**

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

W. H. Millman & Sons

GROCERY BROKERS

Toronto

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Importer, Wholesale Broker and Commission Merchant.

Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.

G. C. WARREN

P.O. Box 1036. REGINA, SASK.
Established 12 Years.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents
and Importers

29 Melinda Street, Toronto

**MacLaren Imperial Cheese Co.
Limited**

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT

One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO.
23 Scott Street Toronto

**Merchants, Manufacturers
and Shippers**

We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.

Good track storage.

Advances made on consignments.

J. D. Brack & Co.

Wholesale Brokers
WINNIPEG

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited.

H. B. BORBRIDGE

Manufacturers' Agent and Broker
OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

TO
Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER
Montreal Toronto Winnipeg

J. F. Eby,
President.

Hugh Blain,
Vice-Pres.

TALKING ABOUT SPICES

We are showing two lines "SELECT" and "FANCY"

Mixed Pickling Spice

Conceded by all who have seen them to be
superior to anything else offered

Our "ANCHOR" Brand Mixed Pickling Spice
in 5c and 10c cartons are the best values on the market

EBY - BLAIN, LIMITED

Wholesale Grocers,

TORONTO

WRITE US FOR SAMPLES AND QUOTATIONS

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs you	20c.	for 1 lbs.
25c.	"	"	21c.	for ½ lbs.
30c.	"	"	24c.	
35c.	"	"	25c.	
40c.	"	"	30c.	
50c.	"	"	35c.	
60c.	"	"	42c.	
80c.	"	"	55c.	
\$1.00	"	"	70c.	

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

KOPS' ALE

NON-ALCOHOLIC



Last season was a very satisfactory period in Canada, KOPS' ALE being well taken up by both trade and public.

This year will witness a greater demand for this wholesome beverage and we are shipping to supply early orders.

KOPS' ALE is pure English brewed ale, made from finest Kentish hops and malt, containing all the tonic properties of alcoholic beer without the undesirable after effects. It is a money-maker in prohibition towns, as well as in unrestricted places.

Make yourselves familiar with KOPS' ALE.

KOPS' BREWERIES

Fulham - London, S.W., England

CANADIAN AGENTS

Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg
Kenneth Munro, Coristine Bldgs., Montreal. The Turner Co., 106 Front St. East, Toronto
Royal Stores, St. John's, Nfld.

A strong combination-

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

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

The Farmers' Canning Company

Bloomfield, - Ontario

QUALITY

If ESSEX CANNED GOODS were no better than the average, we would say less about them, but because they measure up to a higher standard we can afford to be very emphatic regarding QUALITY. Essex County is one of the very best agricultural sections in Canada, with advantages in growing such crops as Corn, Tomatoes and Fruits seldom equalled in this country. The Factory is thoroughly new and up-to-date, equipped with every facility for doing things right, and equal to an enormously big output of

Essex Tomatoes

Essex Corn

Essex Beans

Essex Peas

Essex Pumpkin

Essex Fruits

Essex Catsup

Essex Jams

Essex Pork and Beans

Essex Apple Butter

In the competition of the canned goods business, we cling tightly to the word "QUALITY", preferring to be always best, rather than second-rate, and in reaching out for a share of your trade, we offer such satisfaction as will give our goods a distinct preference with your customers. You run no possible risk in getting the best, particularly when they cost no more, and all we ask is that you give the "ESSEX BRAND" a trial.

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

Our Aims Are High

¶ Since the inception of our business we have aimed at supplying the retailer with an article of uniformly high quality, and we have spared ourselves no whit of time, thought, ingenuity or expense in the preparation of

Old Homestead Brand

CANNED FRUITS
AND VEGETABLES

The Way we. Live up to These Aims

¶ Our methods of achieving such uniformly high quality will surely interest you. 1st. We are most particular in the selection of the raw fruit and vegetable—our inspectors throw out everything not absolutely fresh. 2nd. Long experience has taught us not only how to preserve the fruit from natural decay, but how to preserve the natural flavor also—a distinction with an ocean of difference. 3rd. The packing is done in an up-to-date factory that is a model of scientific sanitation—and bear in mind that NO preservatives or coloring matter are used.

“Old Homestead” Brand will prove a business-getter and a business-keeper for you. : : : :

THEY ALWAYS SATISFY

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

PICTON



ONTARIO

REPUTATION COUNTS

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



E. D. S. BRAND JAMS and JELLIES

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

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

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

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



THE A 1 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.**

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers
HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread BRAND Molasses

Simply Out-Classes—That's All

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

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

Dominion Molasses Co., LIMITED

Hallifax, - Nova Scotia

OK THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

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



UNBEATEN

ENTERED IN EVERY EVENT

in the competition for the rapid chasing
of dirt from the hands, however soiled.

"SNAP" IS UNBEATEN

in its efficiency in removing dirt, stains,
paint and grease, and in

LEAVING A CLEAN RECORD

of smooth white hands.

SELLS AT SIGHT.

The SNAP Co., Ltd.

MONTREAL
CANADA.

Meyer's Currants

The Currant is a little grape. This little grape prospers in Greece and in Greece only, because in Greece only, kissed by a gorgeous sun, bathed by tepid rains and fanned by balmy ocean breezes, is found the soil peculiarly suited to the growth of the vines. Transplant the vines to foreign soil and the Currant becomes coarse, lacks flavor, loses its richness. But not everywhere even in Greece do the elements so happily combine as to produce the little grape at its best and to make, when dried, Currants rich in saccharine and flavor.

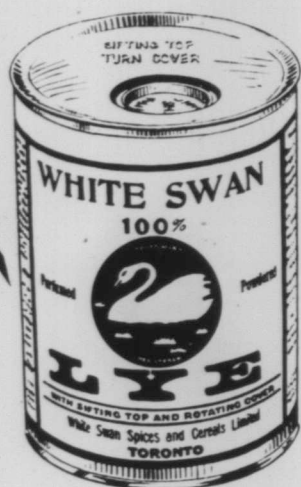
Not all Currants, therefore, are good currants, but Meyer's Currants are always good because they are carefully selected from *the districts which produce the most luscious fruit*, then with care—infinite care—the berries are cured and afterwards packed. Cleanliness, skill and care in the production of good Currants have combined to make Meyer's brands the first the world over.

If you sell Meyer's Currants, your customers will eat more and be happy to pay more, and in paying more, pay you a better profit. That is the business of it. Your gain is two-fold—more business—better business. Your safeguard is the name Meyer on the case. If you have never handled Meyer's Brands, you should buy a few of the many thousand cases being shipped to Canada this season; importers whose interests lie in selling the best possible can supply you with them.

W. Meyer & Co., Limited - Patras

Agents in Canada:—C. L. Marshall & Co., Toronto
Jas. Somerville, Hamilton
J. Harley Brown, London
Watson & Truesdale, Winnipeg, Man.

D. Rattray & Sons, Montreal
C. E. McMichael, St. John, N. B.
A. B. Mitchell, Halifax, N. S.



PROFIT

Much Larger Than Usual

BETTER VALUE

For Your Customers

White Swan Lye

Perfumed 100% Powdered

is offered at a *price away lower* than you have been paying.

Each tin contains nearly 30% more 100% Lye than is usually given.

(100% Lye can be equalled but not surpassed.)

No can-opener required to reach the contents. Our tin has a rotating cover and sifting top.

HUNDREDS OF GROCERS

have Bought This Line Within the Last Month

Join the Army at Once and Make Your Stock Pay Larger Dividends

ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our New 12 oz. Bottle Pickles which retails at 10c.

ROWAT & CO.
GLASGOW SCOTLAND

AGENTS IN CANADA :

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.

F. K. Warren, Halifax, N.S.

F. H. Tippet & Co., St. John, N.B.

C. E. Jarvis & Co., Vancouver, B.C.

Nicholson & Bain., Winnipeg, Edmonton, Calgary.

Valencia Raisins

A. MAHIQUES PARIS DENIA

For Quality and Price

This is What Buyers Say of this Brand

Nov. 25th, 1908.

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

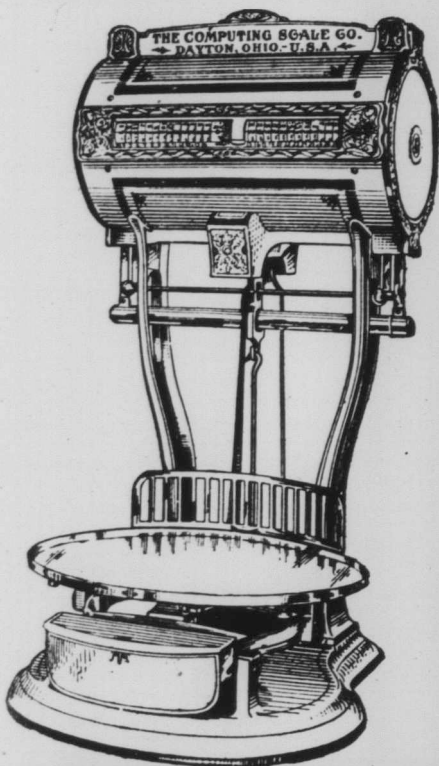
Thos. Bell, Sons & Co.

AGENTS

MONTREAL

Dayton Computing Scales

At The Exhibition.



We beg to advise the Grocers and Butchers of Canada that our display at the Canadian National Exhibition will be in the Manufacturers Building—same location as previous years.

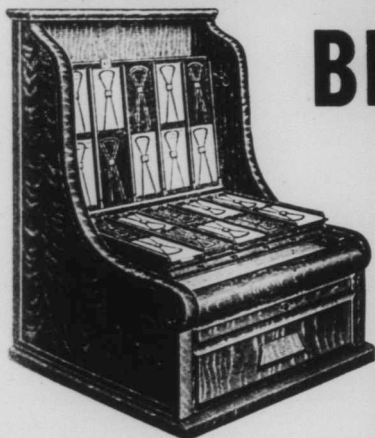
We will have a full line of improved Dayton Scales on exhibition, and will be pleased to demonstrate them. We also have a full line on view in our sample room, 164 King Street West, Toronto.

The Dayton Scale is made in Canada by Canadian workmen. A Canadian scale for Canadian people.

The Computing Scale Co. of Canada

164 King Street West - - TORONTO

Makers of the famous Dayton Scales.



BRAINS

Many merchants advise us that the

McCASKEY CREDIT REGISTER SYSTEM

is the greatest brain saver ever invented.

Why keep your brain in a commotion over the petty details of handling accounts.

Why work night and day copying and posting from one book to another?

Take Care of Your Think Tank

Use your brains in looking after the more important details of your business—buying and selling.

Keep your accounts with a McCASKEY CREDIT REGISTER. Then you will have time to look for bargains and keep your goods moving.

One writing does the work and gives you complete information regarding the important details of your business.

Over fifty thousand in use. Why?

Neighbor, if you are in business to make money let us tell you about the McCASKEY SYSTEM.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

If you attend the Toronto Exhibition don't fail to see our display.

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand

Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

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

CANADIAN AGENTS:

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

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

*There is nothing better on the Canadian Market
to-day for Preserving Fruit than*

CRYSTAL SUGARS

*They will please your customers, and at the
same time save you money.*

Manufactured by

Dominion Sugar Co., Limited

Wallaceburg - - Berlin
Ontario

Representatives:

<i>Mason & Hickey,</i>	<i>H. M. Flock & Co.,</i>	<i>W. I. Story,</i>	<i>Medland Bros.,</i>
<i>Winnipeg & Port Arthur.</i>	<i>Vancouver.</i>	<i>Montreal.</i>	<i>Toronto.</i>
<i>Cyrus King,</i>	<i>Geo. Wood,</i>	<i>J. C. Richardson,</i>	
<i>Hamilton.</i>	<i>London.</i>	<i>Sault Ste. Marie.</i>	

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their
well known lines of **Coffee,**
Cocoa, Chocolate

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



THE
PUREST
AND
BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER
ALWAYS READY—NEVER FAILS

A QUICK SELLER
EVERY CAN GUARANTEED

Manufactured by



St. Charles
Condensing Co.
INGERSOLL, ONTARIO
CANADA



Th
Th
cla
exc
The
Be
pal
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The B
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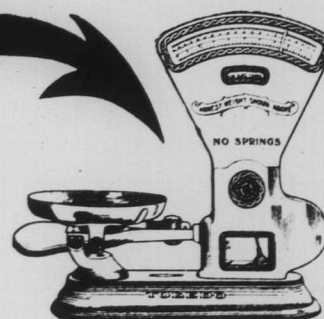
THE CANADIAN GROCER

NO SPRINGS

**“MADE IN
CANADA”**



Merchant's Side



Customer's Side

OUR GUARANTEE.—We guarantee to furnish a better Computing Scale for less money, than any other concern.

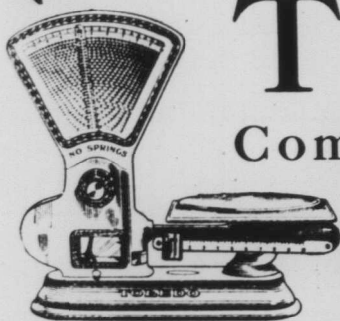
WE CORDIALLY INVITE YOU to investigate the *Toledo Automatic Weighing Systems* during the *Toronto Exhibition*.

Full line on view in Manufacturers' Building at the Exhibition and at our office
335 YONGE STREET

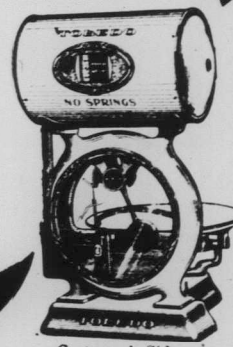
TOLEDO

Computing Scale Company

Office, 335 Yonge Street
New Factory, 243 Macdonnell Avenue



Merchant's Side



Customer's Side

NO SPRINGS

The Best Canned Goods

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

The **Queen Quality** Leads
WHY?

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

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

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

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

**PURITY, PERFECTION
and SATISFACTION**

Manufactured by

The **BELLEVILLE CANNING COMPANY**
BELLEVILLE ONTARIO

“Canada's Pride”

Canned Goods Still Leads

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

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

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

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

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

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

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager

NAPANEE, ONTARIO

To the Trade:

Of Course YOU Know That

**CEYLON
TEA**

makes

BEST ICED TEA

but

*Do You Impress That
Fact Upon Customers?*

Its Lemony Flavor

Just Suits Hot Weather
Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing
Its Tonic Values.

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

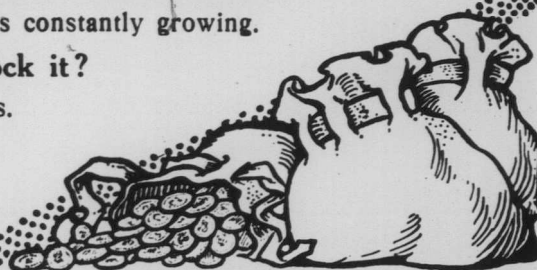
It brings new and permanent customers.

W. G. Patrick & Co., Toronto and Montreal.
Ellis & Co., Ltd., St. John's, N.F.

R. B. Seaton & Co., Halifax, N.S.
W. H. Escott, Winnipeg, Man.

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



ARRIVED CAR LOAD Butter Bowls

14 in. to 23 in.

WHITE WOOD

Ask us for price.

Walter Woods & Co.

Hamilton and Winnipeg

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

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

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

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

Thos. Symington & Co.
EDINBURGH

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

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



A Brand That Means Much

is

CANADA FIRST

It is the leading, purest, richest and most digestible product in the line of evaporated cream that any grocer can carry. We help to make its merits known by extensive advertising, and the quality of the goods does the rest.

Order from your wholesaler

AYLMER CONDENSED MILK CO., Limited, - AYLMEER, ONT.

VINEGAR

Come to us if you want the BEST in Domestic or Imported
THE DAVIDSON & HAY, Limited

WHOLESALE GROCERS
TORONTO

JOHN GRAY & CO., Limited

GLASGOW, SCOT.

Accustom your customers to looking for this name on the label of the marmalade they use.

You will thus assure them of always getting THE BEST in marmalade.

SNOWDON & BORLAND, Agents
34 GUARDIAN BUILDING MONTREAL



**McLEAN'S
WHITE MOSS BRAND
COCOANUT**

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

THIS IS A SIGNIFICANT FACT

The Canadian Coconut Company
Montreal

The Name is the
Guarantee

Redpath

Granulated Sugar

Manufactured by

The
**Canada Sugar Refining
Company, Limited**

MONTREAL, QUE.

Cold Spring Lemonade Powder **A Good Seller these Warm Days**

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

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

HAVE YOU A SUPPLY?

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

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST VINEGAR

LONDON, ENGLAND
COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

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

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

We are open to do business on easy consignment terms

Write our Agents for Particulars



Pickles that bring
trade of best class
of customers.

Sterling Brand Pickles

Stock up gener-
ously for early
Fall trade. No
safer goods on
your shelves.

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



NEW SEASON'S Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY
Send in your orders quickly, please.

WAGSTAFFE, Ltd.
Pure Fruit Preservers
Hamilton, - - Ont.

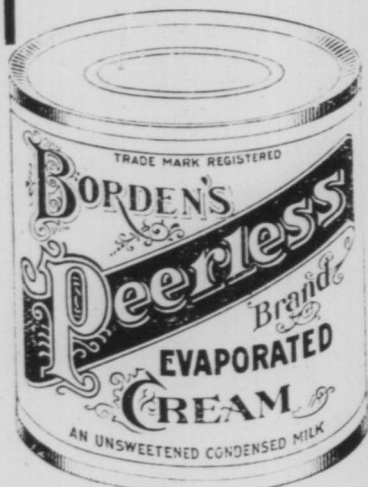
JAPAN TEAS

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

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

Quality, Purity and Cleanliness

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



Leaders of Quality for Over 50 Years.



The Original.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

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

Banner and Princess Brands Condensed Milk.

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

WRITE FOR PARTICULARS.

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

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

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer
91 Youville Square, Montreal



IN THE MAKING OF

IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

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

We buy the richest milk—and pay the price for it—so you are always secure in it.

Imperial Brand is a Cream you can be SURE about.

The Canadian Condensing Co.
CHESTERTVILLE, ONT.

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

Tartan
BRAND

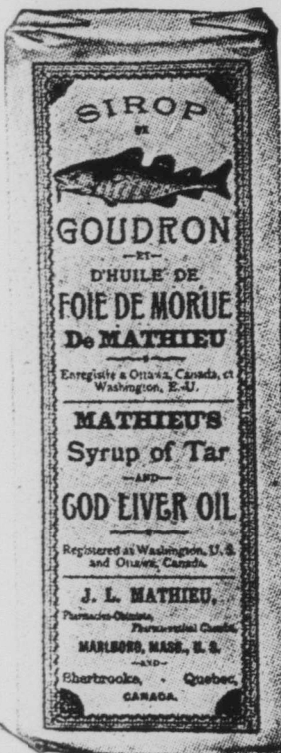
When in a hurry 'phone 596, quick shippers

Thanks for generous business during Travellers' Holidays. They are after you again loaded with Bargains.

Special on Salmon, present or future
Special on Teas, Ceylon, Green and Black

Also Spices, Vinegar and Preservers' Specialties.

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



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

of Tar and Cod Liver Oil
REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
Winnipeg, Edmonton, Vancouver.

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

**ST. LAWRENCE
GRANULATED
and
GOLDEN YELLOWS**

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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

MONTREAL

HAVE YOU

SHIRRIFF'S

FLAVOURING ESSENCES

on your shelves? They are unequalled for strength and purity, and are good all the year round.

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



THE CANADIAN GROCER

Classified Advertising

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

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months....	17 00
" " " " 3 months....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months....	10 00
25 " " " " 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

WANTED.

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

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

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

AGENTS WANTED.

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

AGENCIES WANTED.

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

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

ACCOUNTS COLLECTED.

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

FOR SALE.

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

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

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

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

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

SITUATION VACANT.

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

SITUATIONS WANTED.

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

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

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

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type-written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

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

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

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secure, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King Street West, Toronto, Ont.

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

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible parties. Write us for free illustrated catalogue. Add-Machine Company, Wilkesbarre, Pa.

ADDING MACHINE.

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

BOOKS FOR THE GROCER.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Cloves & Sons, Ltd., 23 Cockspur St., London, S.W.

BUSINESSES FOR SALE.

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

FOR SALE—Cash grocery business in nice kitchen town on C.P.R. main line. Good district; excellent crop; \$2,500 stock; \$1,500 handle. Building solid brick, for sale or rent, on terms. Clear profit last year \$2,200. Address Box 316, **CANADIAN GROCER**, Winnipeg. (34)

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

FOR SALE—Small grocery store in Vancouver. Car line within half block of store. Rent \$12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. **VANCOUVER BUSINESS MART**, 9 Hastings Street East, Vancouver, B.C.

EXPORT TRADE DEPARTMENT

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

DAVID SCOTT & CO.

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

BASKETS

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

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

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

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

P. & F. VINGENTELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE
Drained, Cut and Candied

Prices and Samples on Application



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

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

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

T. E. OLDFIELD & CO.
Colonial Importers

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

A PENNANT WINNER!!

Every Grocer Should Sell

"WHITE DOVE"

COCOANUT



GOOD
GOODS

GOOD
PACKAGE

The Kind Mother Used to Use

MADE AT THE FACTORY OF

W. P. DOWNEY
MONTREAL

The Condensed Ads. in The
Canadian Grocer bring results

A LEADER FOR OVER 50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

Valencia Raisins

These Brands will certainly give your customers satisfaction. When placing your order this year remember QUALITY and buy



M. D. & Co. "Beaver" Brand

SPECIAL FANCY QUALITY

"W. Abel" Brand

STANDARD QUALITY

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:

ROSE & LAFLAMME, Limited, Montreal and Toronto

AGENTS

ALLAN LINE STEAMSHIP CO.
QUEBEC STEAMSHIP CO.
PICKFORD & BLACK'S LINES
THREE RIVERS STEAMSHIP CO.
ACADIA COAL CO.
CANADA SUGAR REFINING CO.

W. H. AITKEN

CARVELL BROS.

Wholesale Grocers, General Agents and Produce Dealers

Write or Wire Us for Quotations, Oats, Potatoes, Hay.

Charlottetown, P.E.I. - - - - - Canada

AULD BROTHERS

DEALERS IN AND EXPORTERS OF

Eggs and Produce Wholesale Grocers

CHARLOTTETOWN, P. E. I.

Our Specialty is Eggs.

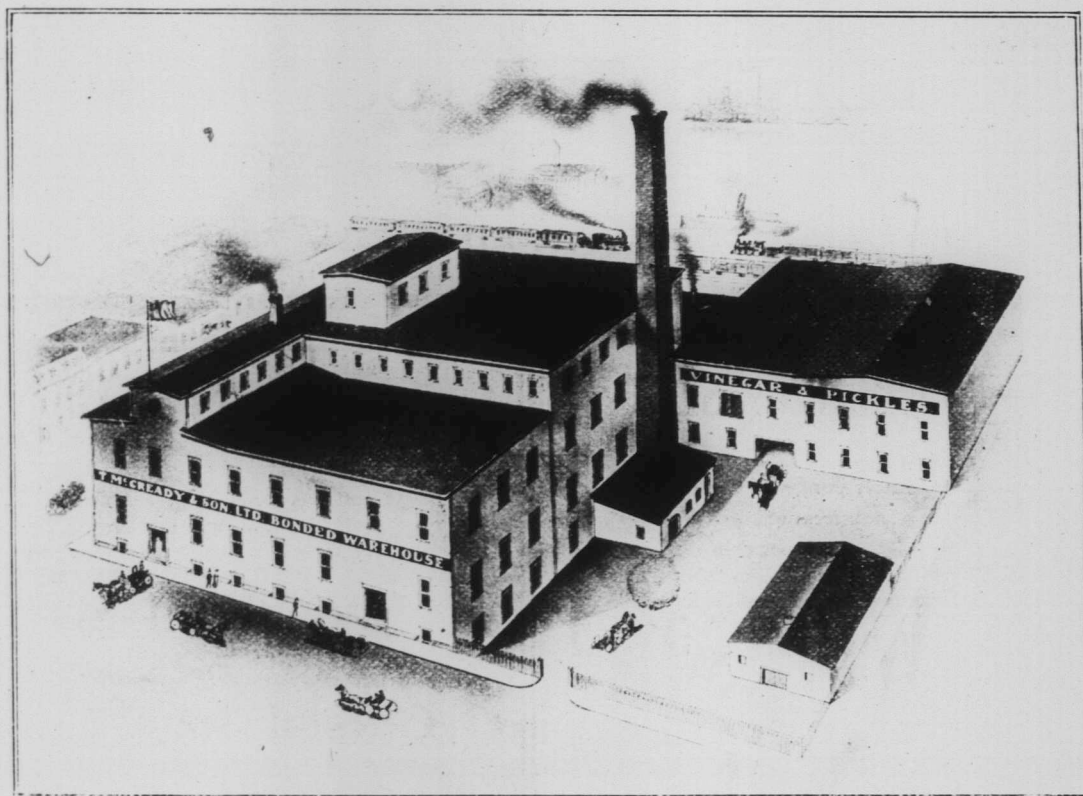
We are doing the largest Egg Business in Canada
east of Montreal.

Apple Cider Vinegar—PURE

Our plant is now complete and
REAL Apple Cider Vinegar is our Specialty.

Highest Grade—LOWEST LIVING PRICES

Capacity—Spirit and Cider Vinegar Works, 300,000 gals.
Capacity Pickle Factory, 150 tons.



Where Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar and Pickles, Manufacture
their Products, sold throughout Canada.

Write us for Quotations.

Satisfaction Guaranteed.

"NUGGET"



POLISHES


SHOE, HARNESS & FURNITURE POLISHES.

NO DOUBT YOU STOCK THEM!

THEY were FIRST on the market.
are FIRST in quality.
always will be FIRST in popularity

The Nugget Waterproof Polishes are honest goods, free from acid and injurious ingredients and add to the good reputation of every merchant handling them.

The NUGGET POLISH COMPANY, LIMITED, 67 ADELAIDE ST. E., TORONTO
BRANCHES AND AGENCIES IN ALL PARTS OF THE WORLD.



THE ONE SALT

you can guarantee to be absolutely pure, and free from adulteration, grit or bitterness, is

Windsor Salt

Nearly everybody uses it in preference to any other Salt.

The Canadian Salt Co.,
Limited

Windsor - - - Ontario

Does the Soap You Sell

satisfy your customers or are they asking if you have not something better? If you are handling

Wonderful Soap and Crystal Soap Chips

you will have no such queries. They whiten clothes and save labor and time. Housekeepers accomplish more than if they use any other brands. That is the reason why this perfectly pure soap ensures such a steady demand. It is an article you can safely stock.

Drop us a line for quotations

THE GUELPH SOAP COMPANY
GUELPH, - ONTARIO



Half Actual Size.

The
Cardinal
Points
of a
Good Fly-Catcher

Effectiveness, Neatness, Cleanliness,
Convenience and Unobtrusiveness.

You get all these in
BROWN'S FAMOUS FLICO

"The neat little tape idea in the brown box"

OF ALL JOBBERS
OR FROM

T. A. MacNab & Co.,
St. John's, N.F.

W. S. Clawson & Co.,
St. John, N.B.

MacLaren Imperial Cheese Co.,
Toronto.

R. B. Hall & Son,
Montreal.

G. C. Warren,
Regina, Saskatchewan.

Standard Brokerage Co.,
Vancouver, B.C.

Try a case of

Mason's Number One Sauce

Nothing so good ever made—Everyone says this.

Prepared by **GEO. MASON (The Original)**
From London, Eng.

The Mason, Miller Company, Toronto, Canada

EXHIBITION

The works of

James Dome Black Lead

have been before the public for over 60 years, proving itself to be the best
STOVE POLISH in the world. Gives a clean, brilliant lasting shine.

NO DUST.

NO DIRT.

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



Did you ever eat a
Holland Rusk?

If not, send for sample and
find out what a delicious
food they make. Then you
will realize what a seller we
offer you.

HOLLAND RUSK CO., HOLLAND, MICH.

Makers of the Original

If your jobber cannot supply you, please notify

McGregor Specialty Co.

672 Yonge Street, Toronto



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat litho-
graphed pails. Prices 25c., 50c., \$1.00.

BUY FROM YOUR WHOLESALER

OR

The Harnett-Ridout Company

Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. Montreal



BALAKLAVA SARDINES

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

HAVE YOU A STOCK?

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

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Ham-
ilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 31-2 Ross Ave., Winnipeg, Man.

The Best Value for the Money of any Preserves in the World

De Luxe quality at Popular Prices

CAIRNS

Alexander Cairns & Sons, Paisley, Scotland

New Season's Pack

1-lb. glass, patent air-tight caps.

Cases 2 dozen.

\$1.80 per dozen, f.o.b. Montreal. Net 30 days.

In any quantity, one case or a thousand cases.

Strawberry	Jam
Raspberry	Jam
Black Currant	Jam
Red Currant	Jam
Gooseberry	Jam
Apricot	Jam
Peach	Jam
Greengage	Jam
Damson	Jam
Plum	Jam
Raspberry and Currant	Jam
Assorted	Jam

Scotch Orange Marmalade

\$1.50 per dozen

HUDON, HEBERT & CO.,
Limited

Montreal

The Most Liberally Managed Firm in Canada

T. B. & D. J. RILEY

Manufacturers and Dealers in all Kinds of

Smoking and Chewing Tobaccos

QUEEN STREET

Charlottetown, - - P.E. Island

BRANDS

American Leaf Twist
Combination Leaf Twist
Turkish Navy Smoking
John Bull Chewing

IT PAYS YOU TO SELL



FOR THE FOLLOWING REASONS:

It gives satisfaction to every person that tries it.

It is the most economical soap on the market.

It weighs one ounce per bar more than any other soap of its class.

Give your customers their money's worth.

"ASEPTO" SOAP POWDER

takes the place of soap on every occasion. Is most economical, and will positively destroy germs.

Better than the best on the market, and the packet is as large as the worst.

"Asepto" Sweetens Everything

and is everywhere having a wonderful sale.

Avail yourself of this opportunity of reaping a handsome profit on this quick-selling line.

Order to-day from your jobber.

MANUFACTURED BY

The Asepto Mfg. Co.

ST. JOHN, - - - - N.B.

L. E. DASTOUS & CO. SHERBROOKE, QUE.

Importers, Grain Shippers
Wholesale Dealers in Potatoes
and
General Brokers

CORRESPONDENCE SOLICITED

P. E. ISLAND SOAP WORKS MANUFACTURERS OF ALL KINDS OF LAUNDRY SOAP

LEADING BRANDS

Famous and Silver Bar

Highest Price Paid for Tallow and Grease.

L. A. PRICE CANNED VEGETABLES

Peas, Mushrooms, Flageolets, String Beans

Artichokes, Brussels Sprouts, Macedoines, Pates de Foie Gras, Assorted Pates, Olives, Olive Oil, Fruits in glass, Anchovies in oil, Sardines in tomato.

Finest Goods *Packed in Glass and Tins* **Finest Packing**

Price's Goods Have a Reputation

New Goods Arriving

Ask for Our Prices

L. CHAPUT, FILS & CIE

Importers

MONTREAL

Established in 1842

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Large Problems Under Eye of Maritime Board

Projects of Provinces Down by the Sea Foretell Trade Extensions and Aggressive Development of Natural Resources—Business Men of Eastern Canada Discuss Prominent Business Problems in a Business-like Manner—Prince Edward Island Tunnel and Maritime Union to the Fore—Railway and Steamship Matters Dealt With—To Convene Next Year at Chatham, N.B. — W. B. Snowball, the New President.

Staff Correspondence.

Charlottetown, Aug. 23.—The fifteenth annual meeting of the Maritime Board of Trade was held at Charlottetown, P. E. I., Aug. 18, 19 and 20. The local Board of Trade made elaborate arrangements and the handsome rooms of the Provincial Parliament were provided as the meeting place. There was a good attendance and many interesting questions were discussed.

At ten o'clock W. B. Snowball, vice-president, welcomed the delegates, and regretted the absence of Hon. G. E. Hughes, the president, who was unavoidably absent.

He read the following telegram from Mr. Hughes:—

San Francisco, Cal., Aug. 17, '09.

"Regret being absent, send best wishes for pleasant and profitable meeting."

Premier Hazard, of Prince Edward Island, was then called upon to address the Board. On behalf of the Government of the Island, he welcomed the delegates. He knew every one of them was interested in the Maritime Provinces and the deliberations would be interesting. The subject of transportation would greatly interest the Island. He hoped the Board would pass a resolution dealing with difficulties of transportation and the remedies as regards the Island.

The one other subject of general interest was that of maritime union. It was a large subject and the Island would no doubt oppose it on the grounds of loss of identity and the smallness of members in the Island Province. He declined to express an opinion on the subject.

He hoped the subject of butter inspection, under the heading of Alberton, would receive due attention. Better inspection would help the butter industries.

Advocates Selling by Weight.

He thought of another subject which he had been asked to mention. He believed eggs and other products should be sold by weight, and he had been asked to bring it before the Board. All products should be included in this heading. He hoped a profitable meeting would be held.

His Worship, Mayor Prowse, of Charlottetown, followed in a short address of welcome. In the course of his speech he showed a leaning towards maritime union by mentioning that the three provinces would do more by concentrating on this subject and by combining for harmony of welfare.

James Paton, president of the Char-

lottetown Board of Trade, referred to the rainy weather; he jocularly mentioned that even though the whole Island was under prohibition law, the wet welcome was pronounced. He extended a special welcome on behalf of the Board of Trade, and hoped all the visitors and their lady friends would attend the Scottish gathering, to be held during the convention.

The roll was then called, showing that over a dozen different influential Boards were represented, and about fifty delegates. Others came the second day.

The minutes of the last meeting were read and accepted.

The Secretary's Report.

The secretary, Chas. M. Creed, looking younger and better than for years, was applauded warmly as he read his fifteenth annual report, as follows:—

To the president and members of the Maritime Board of Trade—Gentlemen,—

Your secretary-treasurer begs herewith to hand you his report for the year.

All the recommendations and resolutions passed at the last annual meeting were forwarded to the Ministers of the various departments of the Federal Government, those concerning the Provincial Governments to the Premiers of same with copies of The Canadian Grocer containing report of proceedings of the annual meeting; all resolutions passed, with copies of The Canadian Grocer, were forwarded to all the Maritime Boards of Trade and copies of The Grocer were forwarded to all delegates to the annual meeting.

As customary, all resolutions with copies of The Grocer were forwarded to the following Maritime Province members in advance of the opening of the Federal Parliament. H. R. Emmerson and W. S. Loggie, New Brunswick; A. B. Warburton, P. E. Island and E. M. McDonald, A. K. McLean, Dr. J. B. Black, B. B. Law and A. B. Crosby, Nova Scotia, in order that they could become familiar with them.

On January 23rd, shortly after the opening of the Federal Parliament copies of The Grocer, and all resolutions, were forwarded to all senators and members from the Maritime Provinces. After the opening of the Provincial Parliaments of Nova Scotia, New Brunswick and Prince Edward Island, copies of The Grocer and resolutions were forwarded to the members of same.

On April 16th, a copy of resolution on the Fisheries passed by the Prince Ed-

ward Island Legislature at the request of same was forwarded to the premier of Nova Scotia and New Brunswick.

Pursuant to the following resolution from the Annapolis Royal Board of Trade, "That the Maritime Board of Trade send out annually a printed list of all the officers and council of the Maritime Board of Trade," on January 23rd notices were sent to all the Boards requesting them to furnish me with same. This took some time to accomplish, as the Boards hold their annual meetings at various dates.

On April 5, a large majority of the Board having replied, the list was prepared, and on April 9, was mailed to the Boards.

Annual Meeting at Halifax.

The annual meeting at Halifax, August was the largest since the formation of the Board, 109 delegates being present. The subjects were ably discussed, and many of them have had the consideration of both the Federal and Provincial Governments.

A Board has been formed at Miramichi Bay. It has not yet affiliated, but we hope during the coming year to have it on the list of affiliated Boards.

The Boards not yet affiliated have given as usual every attention, and have been invited to be represented at the annual meeting.

Correspondence With Boards.

This has had the best of attention during the year. Some of the secretaries have promptly responded to letters and notices. Many of them have been very slow, which has been the means of delaying the work and makes quite a rush as the annual meeting approaches. It is to be hoped, however, the secretaries will take notice and be more prompt the coming year.

On August 5th, railway arrangements for delegates, place and date of meeting, were mailed to all Boards. On August 11th, the subjects for discussion were also mailed.

Obituary.

It is with feelings of deep sorrow I refer to the death of M. G. DeWolfe, Esq., our late esteemed auditor, whose absence we are called upon to mourn. From the inception of this Board, he took a deep interest in its advancement, attended every annual meeting and was once elected one of its presidents. He was an indefatigable worker, thorough in every particular, well informed in business subjects and an agreeable companion.

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THE CANADIAN GROCER

In conclusion, during the past year everything requisite for the improvement and enlargement of this Board has been done by me, at the same time doing all possible to assist your worthy president, in which I have had the valuable assistance of L. B. Miller, Esq., corresponding-secretary, of Charlottetown, P. E. I.

Accounts for the Year.

The accounts for the year are all prepared, and as several Boards will pay their per capita tax before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES M. CREED.

Secretary-Treasurer.

Charlottetown, P.E.I. August 18th, 1909.

Regrets of Absent Ones.

Letters of regret at inattendance were read by the secretary from many prominent politicians and others all over the Dominion, including Boards of Trade, Montreal, Toronto, Winnipeg, Portland, Me., Quebec City, Hamilton, and others, also from the Hon. Sir Wilfrid Laurier, Premiers Hazen of New Brunswick, Murray of Nova Scotia, F. P. Brady of the I.C.R. Board; D. Pottinger, Robert Bedford; Editor of Toronto Globe, and John Bayne MacLean, President of MacLean Pub. Co., Ltd.

The question of an auditor being appointed pro. tem. was then suggested and Mr. Saunders, secretary of Halifax City Board of Trade was chosen unanimously.

While waiting for the committee on procedure, Vice-President Snowball read some interesting letters from absent members.

Georgian Bay Canal.

The following letter of A. J. Forward, Secretary Canadian Federation of Boards of Trade and Municipalities, Ottawa, explains itself:

President, Board of Trade,
Chatham, N.B.;

Dear Sir.—Recently, under instruction of the council of this Federation, I had the honor of transmitting letters asking for co-operation of your Board in securing the early commencement of the Georgian Bay canal. Since then a very important and exhaustive report of the surveys lately made by the Dominion Government has been issued, and entirely confirms the claims that have been put forward by the advocates of this great national work. Seeing that the deep waterway of the Great Lakes is of such vital importance to the Maritime Provinces, as well as to Ontario and Quebec, we trust that the matter will have your prompt consideration. And that your Board, if they have not already done so, will adopt a resolution affirming at least the general principle

of the desirability of early commencement of the work.

Would you greatly oblige the officers

NEW PRESIDENT OF THE MARITIME BOARD OF TRADE



W. B. Snowball, president elect of the Maritime Board of Trade, is a man of considerable prominence in his own town. He was born January 12th, 1866; he was educated at Chatham, N.B., Grammar School, from which he graduated. Afterwards he attended in the years 1880, 1881, 1882, Upper Canada College, Toronto. He went into the lumber business with his father, on leaving college, and has been in the business ever since. In 1899 the company was incorporated as a joint stock company, as J. B. Snowball Co., Ltd., at which time he became the secretary-treasurer. On the death of his father in 1906, he became president of the company.

Mr. Snowball was an alderman for Chatham during the years 1898 and 1899, mayor for the two terms of 1901 and 1902, and again went back into the council as an alderman for the years 1903, 1904, 1905 and 1907, and did not after that offer for re-election.

He has been president for three terms of the Chatham Board of Trade and a Director of the Miramichi Steam Navigation Company, of the South West Boom Company, The North West Boom Company, and chairman of the School Board of Chatham. During the year 1908 he was president of the Canadian Forestry Association.

and members of this federation by letting us know at an early date the nature of the action taken by your Board?

We would earnestly bespeak also your advocacy and support of the canal at the meeting of the Maritime Board of Trade next month.

Yours sincerely,
ARTHUR J. FORWARD,

Secretary.

Ottawa, July 20, '09.

Prof. Andrews, of Mount Allison College, Sackville, N. B., wrote:

Mr. W. Snowball,

Vice-President of Maritime Board of Trade.

Charlottetown, P. E. I.

My Dear Sir:—Your committee on the study of the effect of the traffic in intoxicating liquor on the commercial interests of the Maritime Provinces, beg leave to state that from some Boards very carefully prepared reports have been sent in. We have had no reports from Halifax and St. John, and as these are centres of the brewing business, we cannot make a fair report till these are received.

In Prince Edward Island, a very notable set of facts are coming to light, but as the farmers of the island have been favored with several very abundant harvests and there was more or less of Scott Act legislation before the Prohibition Act was passed, we shall have to wait longer before it can be shown what economic effect may fairly be credited to the prohibition legislation. All we can say at present is—no serious harm has resulted.

Your committee therefore ask to be reappointed and that this important matter be commended to the interest and cooperation of the various Boards.

Yours very truly,

W. W. ANDREWS,

Chairman.

This report was adopted on motion of A. M. Bell, seconded by Mr. Johnson, further adding that the committee be continued.

Plea For United Effort.

Mr. Snowball then read the address of Hon. Mr. Hughes, the president.

Gentlemen of the Maritime Board of Trade:

It gives me great pleasure in extending to you a hearty welcome to our City and Province, to thank you sincerely for the honor conferred upon me and upon our Province in electing me to be president of the Maritime Board of Trade.

If we have a magnificent Western Canada, richly endowed by nature and destined to be in the front rank of the world's great producers, we also have a beautiful and fertile Eastern Canada, full of great possibilities, and in every way a worthy part of our vast Dominion, of which we are so proud.

This "Garden of the Gulf" of ours is agricultural in the truest sense of the word, and although we have no extensive timber limits or forest areas, still we fully appreciate the necessity of care-

fully and intelligently looking after our trees and of joining with the neighboring Provinces in devising ways and means for their preservation and the destruction of the country's great enemy—forest fires.

The fisheries of the Maritime Provinces have always been, and always will be, one of our greatest sources of profit, and we must put forth every effort to see that they are properly protected, and our interests and rights carefully guarded. The matter of the appointment of a Canadian Atlantic Fishery Board, which came before us two years ago and again last year at our meeting in Halifax, was brought before the members of our Local Parliament during its recent session and culminated in a resolution that the House suggests the appointment of a non-partisan Fisheries Board, composed of a fair representation from this Province, for the regulation and control of the Canadian Atlantic fisheries, and that steps be taken to have this important matter acted upon at the present session of the Dominion Parliament.

The latest agricultural reports tell us that Prince Edward Island produces more to the acre than any other Province of Canada, and our "million acre farm" is now being worked intelligently, so as to produce the best results. The Dominion Government is establishing an Experimental Farm in our midst, and the farmer is being educated and brought to the front to-day as never before. But we want help—men and women, to help us turn our fertility into cash. Immigrants with small capital will find cultivated lands with comfortable homes here, ready waiting for them. The Dominion Government is helping us along this line through their agents in the Old Country, but we need more assistance. Then, too, we in these Atlantic Provinces must do everything in our power to encourage the visit of the tourist. Our summer season is short, but unsurpassed while it lasts, and if the advantages of the Maritime Provinces as a summer resort were properly understood and fully illustrated in the larger cities, our tourist traffic would grow to be one of our greatest assets, and our natural beauty and ideal climate afford recreation and enjoyment to many.

But if we are to increase our productiveness, if we are to encourage immigration and tourist travel, we must look carefully to our transportation facilities, our freight and passenger accommodation and assure to our producers and business men freedom of access to the great markets of the world. How can we expect the farmer, the merchant, or the man of business, in any and all of its branches, to push forward, keeping abreast of the times, only to find his profits eaten up by excessive freight rates and inadequate transportation facilities. We must insist upon this handicap being removed and upon being placed upon an equal footing with the larger Provinces of Canada, and also

upon just compensation for our share of the great public works now being constructed throughout Western Canada.

Wants Maritime Union.

We in the Maritime Provinces have united to guard our business interests and the Maritime Board of Trade has an ever-growing influence that no individual Board can ever attain. Let us have Maritime Union in pressing our claims against the Dominion Government, and work together for our mutual betterment. Our voice in the Dominion Parliament has been weakened, but that is no reason why it should remain weak. Let us stand as a man for our just rights. The advancement of New Brunswick and Nova Scotia means the advancement of Prince Edward Island, and the prosperity and progress of Prince Edward Island, small as she is, cannot help but have its effect upon her sister Provinces by the sea. "United, we stand; divided, we fall." Therefore, we must have the tunnel as a link in the chain to bind us together.

We have with us, I have no doubt, representatives of almost every branch of business and professional life, coming from different parts of the Provinces who are well able from personal experience to comprehensively discuss and deal with the different questions which will be brought before us.

GEORGE E. HUGHES,
President.

D. A. Morrison, of Amherst, moved the adoption of the address of the president and expressed regret at his absence.

Senator Ross seconded it and expressed regret that the value of our fisheries had not a place on the list of subjects. He felt that a Fishery Board, such as existed in Scotland, would be a blessing to the Provinces. This should be on the list of subjects.

D. F. McLean, Port Hood, explained that the reason of the fisheries not being on the list was because the Government had made enquiries and the report had not been brought in.

Mr. Snowball took advantage of the time to express on behalf of the Board regret at the coal strike of Glace Bay and Springhill. He thought that the Board should go on record in this question of the strikes. Mr. Bentley, of Truro, made a motion to that effect.

W. H. Edgett approved of Mr. Snowball's suggestion and seconded Mr. Bentley's resolution.

The subject was added by the Agenda Committee.

Mr. Bell, as chairman of the Agenda Committee, reported on a revised list of subjects. The committee included A. M. Bell, James Paton, W. F. Tidmarsh and R. Oak.

Coal Strike Alarming.

A. M. Bell then took up the question of strikes and how they are affecting industrial conditions in the Provinces. He submitted a resolution as follows:—

"That this gathering views with much concern and alarm the difficulties facing

industrial enterprise in Canada as illustrated in the present condition of affairs in connection with the coal mining industry in these Maritime Provinces.

"They regret that in cases of disputes between labor and capital it is possible for either party to ignore the finding of a Board of Conciliation, and by strike or lockout to injure the business interests of a much larger constituency than is represented by the parties engaged in the dispute.

"In view of the present deplorable state of affairs in Cape Breton, at Springhill and in other parts of the Dominion, they call upon the Government to so amend the present law that all parties to an industrial dispute shall be bound by the decision of a regularly appointed Board of Arbitration and to provide adequate penalties for any violation of such verdict. They would further urge that the Government take such steps as may be necessary to protect Canada from the domination of alien organizations of either capital or labor."

Senator Ross spoke on this subject. He believed the Glace Bay strike would soon be over. He deplored especially the Springhill strike. He spoke of an interview he had with Premier Murray of Nova Scotia, in connection with getting some legislation so that agitators of labor strikes should be punished. He hoped legislation would come up at the next session of the House.

Mr. Snowball read the resolution as presented by Mr. Bell.

Mr. McLean concurred in the resolution. Canada should either protect her own industries and labor unions, which had their uses, or hand everything over to the United States.

Mr. Oak, of Chatham, spoke on the subject of alien organization,—especially he said, as he had been reared in the United States. A large percentage of the members of United Mine Workers were Hungarians and Poles, and the United States would welcome a cure for these agitations as well as the Province. This U.M.W. organization has no treaty under the control of the law of any country, and it is well to get on the exact basis of the wrong and a substantial remedy established.

Mr. Williams, of Moncton, said that Mr. Oak touched a vital point. Such organizations should be compelled to have a treasury attachable by law, for wrongs done or caused by them. In Moncton, a railway centre, the alien idea would be a delicate matter. A law compelling incorporation would be the desired cure.

Mr. Hawke, Moncton, opposed the clause referring to alien labor. Labor knew no bounds, and it would be unfair to ask the Government to include the clause in a resolution which would place thousands of citizens in a delicate position. The foreign instigators would be powerless unless all the Canadian mine workers were members of the union. He praised many of the labor organizers who deprecated the strikes. He urged that the final clause referring to alienists should be erased.

The clause was read and Mr. Snowball explained that the clause referred to the domination of labor organization here by aliens.

Mr. Johnson, of Halifax, thought the clause should stay right there. To cripple a nation's industries was to cripple the country. No one could tell what might underlie this effort in the strikes which he thought was to cripple Canada. Foreign agitators should be treated with stringent measures. He thought it was a sad thing that the coal workers of Nova Scotia were so disloyal that they would not suffer a little before striking.

Mr. Snowball then vacated the chair, calling upon Mr. Paton to preside, and took a hand in the debate, as a delegate from Chatham, N.B. He could see danger in an organization waged by a larger and stronger body located in the United States. Canadian employers should insist on it, that their employes should be purely Canadian and should be so controlled by the Government that they would be under the direction of a Conciliatory Board. In Chatham they had no labor organizations. He agreed with Mr. Oak that the incorporation was the vital point. Mr. Snowball was heartily applauded.

He put the resolution, which was carried, with Mr. Hawke, of Moncton, the only "Nay."

Different Names Wanted.

Mr. McKinley, Bridgewater, moved and Mr. Anderson seconded the following resolution, which was carried:

Whereas, the practice of duplicating names of towns throughout the Dominion is very great, for example, in Nova Scotia there are three Brookfields, three Cabotvias, two Miltons and numerous other duplications, and

Whereas, this state of affairs is of no end of trouble and inconveniences to merchants, post office officials and others, causing delay in the delivery of letters, billing of goods, etc., be it therefore

Resolved, that the Dominion Government be memorialized by the Maritime Board of Trade to exact such legislation as to reform the present situation by allowing only one name to appear in any one Province and to also prevent further duplicating in any one Province.

W. F. Tidmarsh, of Charlottetown, spoke on the question and D. A. Morrison, of Amherst, said it was a subject of great interest to every Province.

W. M. Bell referred to the matter, explaining some of the difficulties in town-naming which he had experienced. He thought the resolution would lead to conflict between local government and the post office department at Ottawa.

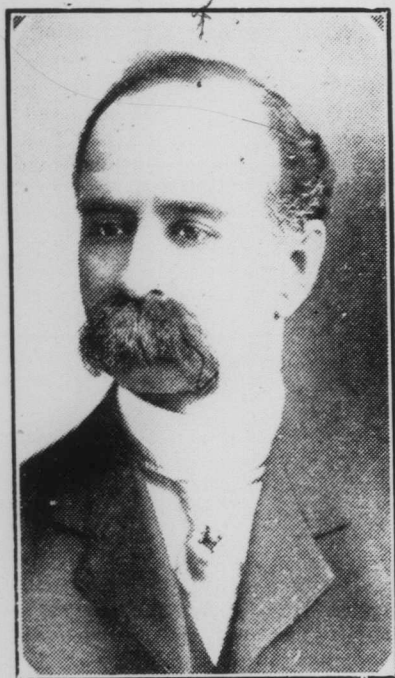
Mr. Tidmarsh said he believed that no government would change a name of a place unless the local people wished the change.

Senator Ross agreed, pointing out how last session it was proven by an attempt being made to change the name of Sydney Mines. The municipal government proposed it and so no change was effected.

Not Enough Railway Lines.

Mr. Johnson, of Halifax, spoke to the resolution re the acquiring of branch lines by the I. C. R. He took up the question of Halifax and Nova Scotia being connected with the outside world by only one railway, the I. C. R. He considered that road a millstone around the commercial neck of Nova Scotia. New Brunswick was blessed with other railways. They seemed to want to keep the millstone around Nova Scotia. He thought this was based on political reasons. The I.C.R. should own all the branch lines and make one grand system. At present the system of running the branch lines was very poor. He made the following resolution:—

"Whereas, there are a number of railroads connecting with the Inter-



Hon. GEO. E. HUGHES,

Of Charlottetown, P.E.I. the Retiring President of the Maritime Board.

colonial, giving as a rule an inferior service, on which a large amount of traffic originates, but in many instances not through routes over the Intercolonial and

Whereas, the management of the said roads may be so influenced as to sell tickets via other lines, and

Whereas, the business, originating on branch lines of the country through which the Intercolonial passes is handicapped not only by having to pay two freights but from the fact that the Intercolonial being owned by the Government prevents other companies building roads to compete with it, and

Whereas, the prosperity of any country depends in a large measure on its facilities for transportation;

Therefore resolved, that this Mari-

time Board of Trade memorialize the Dominion Government to acquire such roads as may be feeders to the Intercolonial and that they use every endeavor not only to encourage existing industries but to promote new ones in a country which, from a railroad standpoint, they control.

The motion was seconded by D. F. McLean, of Port Hood, N.S.

Senator Ross did not believe that the Government would care to buy other railways. The present idea was to try to straighten the I.C.R. lines and to reduce the high grades, etc. The G.T.P. would come to Moncton and the railway facilities would be quite adequate.

A. Jno. McFadyen, of Alberton, P.E.I., said that the rates in P. E. I. were the highest known. A barrel of apples, for instance, from Annapolis, cost them ninety-five cents to get it. He believed the ownership of all the branches would benefit the Island.

Mr. Hawke, of Moncton, thought Mr. Johnson's views were narrow. New Brunswick was quite as much interested in the resolution as Nova Scotia. He believed that Mr. Johnson was wrong in expressing such views as he had done. All the Provinces were interested in the I. C. R. absorbing all the branch lines. He named all the branches in New Brunswick which he believed had much more mileage than those in Nova Scotia. He believed through the efforts of Hon. H. R. Emmerson, the assent of the Government had been given to this purchasing of these branch lines. This resolution was on the right lines and would knock again at the doors of Parliament.

The resolution was carried unanimously.

Want Ferry The Year Round.

After luncheon, promptly at 2 o'clock the Board sat again, passing the following resolution in connection with the subject of purchasing branch lines by the I.C.R.:

Moved by J. A. Johnson and seconded by Senator Ross and carried, that:

The Intercolonial for many years has had a deficit. The Government has appointed a Board of Managers to remedy this condition, and they are now endeavoring to cut down the usual deficit.

The Board of Managers should be reminded of the following, viz.:

The Intercolonial consists of two parts, the main line and the Prince Edward Island railroad.

The Government has erected expensive piers and warehouses at Point du Chene, Pictou, and other necessary points. They carry large numbers of passengers and assemble large quantities of freight at these terminal points, and hand them over to a private company to transfer over a few miles of water and then take charge of said traffic again much of which is shipped over their Prince Edward Island line. The Government also gives a subsidy to this line of \$12,500 for carrying the mails.

As soon as the frosts of winter inconvenience this private line the government

put on their expensive ice breakers, to carry on the business of their road.

The Government run their own ferry across the Strait of Canso the year round.

If the Government ran their own ferry across the Northumberland strait the year round it would help the farmers of Prince Edward Island and business generally, and a large amount of money would thus be saved.

Therefore on account of the above facts and many others which could be mentioned, the Maritime Board of Trade, memorialize the Dominion Government to run their own ferry across the Northumberland Straits the whole year instead of the winter months as at present.

To Encourage Exhibits.

A. M. Bell then dealt with the matter of exhibits of agricultural implements at Provincial exhibitions by the manufacturers or agents. He dwelt upon the importance of exhibiting agricultural implements, especially complimenting such large manufacturers of implements as Massey-Harris and others. Just how the Government could help in the matter would be worth considering. He found that some agricultural manufacturers had combined to stop exhibiting their products at exhibitions. Exhibitions he thought would cease to be if this sort of thing were allowed to continue.

Mr. Anderson seconded the following resolution, which carried:

"Whereas, the Federal Government and the Governments of the various Provinces have established a system of annual exhibitions to which they contribute liberally because of the educational value to the country;

"Whereas, the agricultural interests of the country are of the highest importance and it is desirable that the farmers of the Maritime Provinces should be able to benefit to the greatest possible extent by this system of education;

"Whereas, this annual meeting of the Maritime Board of Trade learns with much regret that some of the manufacturers in Canada have entered into an agreement not to exhibit their products at these exhibitions, thus depriving purchasers of the opportunity of learning of the latest improvements and setting themselves in opposition to the policy of the country;

"Therefore, be it resolved that this Board bring this matter to the attention of the Dominion Government and of the three Maritime Provinces, and ask that they take such steps as may be necessary to ensure to agriculturists and all others interested the benefit of the object lesson intended by such exhibitions and that a copy of this be sent to all manufacturers of implements."

Mr. Johnson suggested that a copy of the resolution should be sent to all the manufacturers of agricultural implements.

Senator Ross referred to the apathy

of many people regarding these exhibitions.

D. A. Morrison felt that the resolution might have its merit, yet where were they going to end in making request to the Government? It seemed unfair to force manufacturers to do anything. He could not vote for the resolution.

J. A. Johnson spoke re the horse-racing side of exhibitions. The big pumpkins, the minerals and art gallery, had their devotees, but it was the mission of exhibitions to please as many people as possible. He believed manufacturers who were supported by tariff as the agricultural implements were, they should be brought to task when they "bucked up" against public opinion.

The resolution was adopted with a few dissenting voices.

Continuous Communication.

Fred. W. Hynman, a Charlottetown engineer, introduced a resolution as follows:

"Whereas, the terms of union made and entered into between Canada and the Province of Prince Edward Island in the year 1873, provided for continuous steam communication winter and summer, between the said Province and the mainland, and whereas the routes hitherto in use by the winter steamers have failed to fulfil that condition—resulting in serious loss and inconvenience to the people of the Province, and considerable loss to the Dominion by way of compensation for said non-fulfilment of the Terms of Union.

"This Board of Trade of the Maritime Provinces desires to express its opinion that in justice to the Province, as well as to the whole Dominion, an attempt should now be made by the new winter steamer "Earl Grey" to solve the question of continuous winter steam communication, and recommend to that end that a complete survey of the approaches and possible pier sites in the Bay of Tatamagouche be made by the Dominion Government without delay; and that if found feasible and practicable that route should be adopted hereafter, being considerably shorter in distance, and very much less liable to be packed with Gulf ice than in Pictou Harbor, as found by actual and long experience of over thirty-six years.

Mr. Hynman had some maps of the Island and surrounding points and pointed out how the Tatamagouche route could be made practicable and with some effort the new ice-breaker, "Earl Grey" could keep the communication open easily at all times during the winter. There was a direct line at Tatamagouche and only a half knot current, while at Cape Tormentine and Traverse there was a three knot current. The line from Charlottetown to Tatamagouche would be available in an hour and a half and mostly harbor ice which could be broken.

Mr. Tidmarsh seconded the motion. He said he put a great deal of faith in Mr. Hynman's judgment. Natural conditions all pointed out that Pictou pocketed all the ice from the gulf. The prevailing winds drove the ice on from the gulf. He favored the Tatamagouche route, and thought it was feasible in every way. He asked Mr. Warburton, member for Charlottetown in the Federal House, to speak. He said he brought up this matter in the House last session. He dealt with all that Mr. Hynman had said, and supplemented what he had observed by dwelling on the various perils of ice during the winter and the advantages as to suitability of the Tatamagouche route. He praised Georgetown as a harbor. There was, however, no corresponding harbor on the other shore. He had been on steamers caught in the ice so often that he was able to talk. He mentioned the experience of ice-breakers in different places in the world. He quoted Hansard on this subject and read various reports of engineers made to the Government. The ice at Pictou was just like the Baltic, running in places from land to land. Powerful vessels had broken ice fourteen feet thick when there was open water in which to dispose of broken pieces. At Pictou the ice was a solid wall. He believed inside Cape John would be an ideal place for a pier. He had visited the Bay recently and believed Cape John would be the best place.

The steamer itself would cost a hundred thousand dollars and a good terminal accommodation would be necessary. He believed they were entitled to this expenditure provided it gave the much coveted continuous communication. Ice never rested on the harbor of Charlottetown. This was because of the swift currents in and out twice a day. St. Peter's Island was on one side, and Governor's Island on the other of the harbor. What would be needed would be a new lighthouse on one of the points with a steam whistle; also the pier and railway on the other side at Cape John. The pier should be six hundred yards in length.

There was a triple advantage in having complete Government control of the route, and the best possible advantages would be available.

He referred to the supervision of the Department of Marine and Fisheries and the control of the post office department. He had nothing against the tunnel but he had reasons for not dropping it, as well as for not bringing it forward. The survey alone would cost \$150,000 and he thought it best not to have happened too much on the tunnel last session. (Applause.)

Strong Advocate For a Tunnel.

Mr. Macdonald, of Georgetown, expressed surprise at some of the remarks regarding the winter navigation. It would be a hundred years before they would get a tunnel if they went on trying to solve the problem by ice-breakers. This agitation would never help the tunnel. Extraordinary storms arose that would hinder all steamship operation. A succession of mild winters had led

most of the talk. He was inclined to be sectional, but he would favor the Pictou and Georgetown as against Charlottetown men, who, too, wanted everything at their very doors. He referred to the statement that ice pocketed in Pictou, in winter the wind was westerly and it made Pictou and Georgetown open harbors. He was strongly in favor of the tunnel and the people of the Island could set aside everything else and look out for the tunnel as it was the only thing that would ever fill the bill. Applause.

Senator Ross said the tunnel was out of the question, and the generation would never see it. An expenditure of twenty millions would not be made while any of his generation lived. He believed in nothing practicable and the ice-breaking idea seemed to him sensible. Better to deal with something they could do, as the tunnel was only foolish nonsense.

James Paton told of his experiences in being stuck in ice. He said it was a question of cost. In the western parts millions were being spent. The eastern people should stand on their dignity and demand what had been solemnly promised.

John B. Macdonald, of Pictou, characterized many of the remarks regarding Pictou, as merely hearsay. Seamen who were on these winter boats had told these much vaunted routes were impossible. He was broad enough to say nothing against the trying out of a possible route to Charlottetown.

The resolution as follows was adopted:

Telephone Rates Excessive.

A resolution regarding excessive telephone rates was brought in by J. B. Macdonald, on behalf of the Pictou Board.

Resolved, that in the opinion of this Maritime Board of Trade the telephone rates in the Provinces of Nova Scotia and New Brunswick and Prince Edward Island are unreasonably high, and that in some sections it is believed that discrimination in rates exists; and that the secretary or executive of this Board be requested to ask that the Public Utilities Commission give a full and exhaustive enquiry into the whole matter of telephone extensions and rates in so far as the Maritime Provinces are concerned.

Mr. Johnson told of his experience in Halifax where similar difficulties in telephone charges had been encountered. He pointed out that the Government was now considering some redress with the companies. He believed passing the resolution would strengthen the hands of the Government.

Mr. Edgett, of Moncton, in seconding the resolution, mentioned similar troubles all over the Provinces.

Mr. Macdonald agreed to make it general. It was adopted.

Ice-Breakers for Winter.

A. Jno. McFayden, of Alberton, P.E.I. dealt with the question of ice-breakers

for winter service and brought in a resolution.

Two boats were necessary for ice-breaking. Now a new route was suggested, while on the other hand there were reports that one of the ice-breaking steamers was to be withdrawn. He praised the local steamship service, but it was inadequate to carry produce quickly enough in the fall. There was great loss in the products which it was impossible to ship early.

He believed the Summerside winter service had been fairly successful and he did not see why more ice-breakers were not provided. He made a strong plea for at least two or three ice-breakers.

The tunnel was the only question upon which all could agree and he favored it above all others.

He believed they would get the tunnel and it would be found that the Government would find it to their profit to



CHAS. M. CREED,

Of Halifax, The Wide-Awake Permanent Secretary of The Board.

build this tunnel. Senator Ross had said that the Fathers of Confederation did not know what they were talking about.

These men were all clever and he believed that when at a time when airships were a poet's dream, and ice-breakers were not heard of, the men who promised communication continuously did so because they believed a tunnel would be the only solution.

J. A. Johnson, of Halifax, seconded the resolution and spoke in favor of a tunnel. He said if he were a native of the Island, he would never let up until it were accomplished. Just think of the fine tunnels that were built in all parts of the world. Those who claimed the tunnel would never be built were living in the past. It was only nine miles to New Brunswick and a tunnel was quite a probability. A resolution was passed as follows:

"Whereas, the construction of a third

steamer for the winter service in the straits of Northumberland was the result of long and energetic agitation for improvement in that service, wherein it was shown that two boats were absolutely necessary on the eastern route, and one on the western to do experimental and testing of new routes.

Resolved, that the Dominion Government be requested to leave the three ice-breakers in commission in the above service until the several routes are thoroughly tested."

A Resolution Lost.

Mr. McFayden also brought on a resolution as follows, which was lost by a small vote:

"Whereas, the passing of vessels through the Intercolonial Railway bridge at Grand Narrows, Cape Breton, entails great risk, a number of disasters having already resulted;

Resolved, that the Dominion Government be requested to provide such aid as will enable vessels to pass in safety."

Steamship Subsidies.

Mr. Tidmarsh brought up a resolution regarding new steamship subsidies as follows:

Resolved, that the subsidy now granted to the Black Diamond Line be withdrawn therefrom and that the same be applied, together with such additional sum as may be necessary, to subsidize a steamer to ply between Chatham, New Brunswick; Summerside and Charlottetown, P.E.I.; Sydney, C. B. and Port au Basque, Newfoundland, and to increase the subsidy paid to the S.S. "Lady Sybil" for the service between Pictou, Sauris and Magdalen Islands, so as to enable Charlottetown to be included as a port of call."

He made an able speech in defence of the motion. It was seconded by Donald Nicholson and carried.

For Harbor Improvement.

The Port Hood Board voiced by D. F. McLean brought up the question of harbor improvement. He moved the following resolution, seconded by Senator Ross:

Resolution of the Maritime Board of Trade re closing of Northern entrance of Port Hood Harbor:

"Whereas, the Maritime Board of Trade now in annual session at Charlottetown, Prince Edward Island, have had under consideration a resolution of the Port Hood Board of Trade respecting the closing of the northern entrance of Port Hood harbor in the Province of Nova Scotia and a resolution of the Council of the Halifax Board of Trade endorsing the first named resolution, copies of which resolutions are herewith annexed.

Therefore resolved that this Board concur in the resolutions named herein and view of the national character of the undertaking urge upon the Federal Government the desirability of completing the work with the utmost despatch and respectfully recommend that the remainder thereof be placed under contract

in order to ensure its completion within a specified time.

The resolutions referred to in the body of the motion were passed by the Port Hood Board asking the Government to restore the harbor.

Want Reduction of Rates.

Mr. McLean also dealt with the transportation over the Inverness Railway and said a general reduction in rates was most desirable.

He suggested that the matter should be submitted to the Governor-in-Council of the Province of Nova Scotia and to have these lines adopt uniform freight rates as were in vogue elsewhere.

The president thought the subject local and could be dealt with by the Railway Commission.

Mr. McLean said he had tried that, but wished to submit this resolution which he thought would help. It was seconded by D. A. Morrison and adopted as follows:

“Resolved, that whereas the freight rates over the branch lines of the Intercolonial Railway have not been adjusted by the Board of Railway Commissioners for Canada. And whereas the local rate added to freights over the I.C.R. makes cost of transportation excessive. Such local freight rates being out of all proportion as compared with charges for carriage elsewhere, so far as through rates are concerned. And whereas it is desirable that a through freight classification over said branch lines of railways be adopted by which a proportionate reduction of the cost of transportation in such cases be borne by said branch railways. Therefore resolved that the Maritime Board of Trade now in annual session urge upon the Board of Railway Commissioners aforesaid to take such steps as will lead to a readjustment of the freight tariff in this connection.

“Resolved, that certified copies of the resolution passed respecting the closing of the northern entrance to Port Hood harbor be sent by the secretary to Hon. Dr. Pugsley, Minister of Public Works, to Hon. W. S. Fielding, Minister of Finance, and to Dr. A. W. Chisholm, M.P. for Inverness at Margaree, C.B.

“Resolved, that a certified copy of the resolution respecting local freight rates on branch lines of the Intercolonial Railway be sent to the chairman of the Board of Railway Commissioners, Ottawa.”

It was decided to revise the resolution and bring it on more generally.

Biggest of all Subjects.

Mr. Edgett then brought up on behalf of Moncton Board the subject of Maritime Union. He read his remarks and mentioned the reason that the subject was so large that he did not wish to wander. He cited many occasions where union had been advocated and supported strongly Maritime Union. He went into the resources of the Provinces, the extensive territory and the population. The population of 900,000 was not as great as it ought to be and as it would

have been had young people not departed to various parts, including the west now, and formerly to the United States. He spoke of the decreasing representation in the Federal House. What would help the situation would be united effort in developing natural resources. The people of the respective Provinces were similar in origin, habit and education. They should be united.

He claimed that the Eastern Provinces were neglected by the Government at Ottawa. Political union would be a great promoter of dignity and strength. He thought the difficulties of union were not unsurmountable.

He introduced the following: “Resolved, that the present time is opportune for the union of Nova Scotia, New Brunswick and Prince Edward Island into one Province.” This was seconded by D. A. Morrison.

The Pulp-Wood Problem.

The evening session was opened by A. M. Bell, proposing a reaffirmation of the resolution re the prohibition of exporting pulp-wood to United States. It was seconded by Mr. Ferguson and adopted.

Mr. Oak, of Chatham, was called upon by the president. He gave a very interesting and detailed description of how pulp was made, and ultimately how paper itself was produced. He pointed out that the great commercial product to-day was news paper, or as paper makers called it, just “news.” He told the capacity of various paper mills and what machinery was necessary for manufacturing paper. He stated that he was connected with the International Paper Co. of United States and Canada. He wished to discuss the question as a native of New Brunswick, where his money and interests were involved. He mentioned that it was only about twenty years since pulp became so necessary. It was a simple wasp’s nest that originated the idea that paper could be made from wood.

The art of making paper had so developed, and the demand had so increased that mills were constantly changing.

He gave an interesting resume of the history of paper making. He contrasted the work of the saw mill man and the pulp-maker.

Mr. Oak was heard with great interest and he showed a mastery of pulp-wood growing and cutting that was most inspiring to the delegates.

He showed a small strip of material which resembled silk, and he passed it around for the instruction of the audience. He said that every fibre of it was made from spruce. He went on to say that he had seen some of the finest tapestries he ever looked upon, made from spruce pulp. He admitted that in the States they had not enough spruce or other wood to keep their mills going. Therefore they had to come to Canada or other foreign countries in order to get pulp-wood. Almost any wood could be used to-day. He named over all the

different woods, including bamboo, corn stalks, sugar cane, cotton stalk, etc. He felt that resolutions like the one reaffirmed would do more injury to the Province of New Brunswick or any other Province, than it would do good.

The coercion of American capital to Canada for pulp wood as he assumed the resolution meant, would only lead to retaliation on some vital material. He cited the new American tariff and warned the Board against injudicious motions. He pointed out that power for pulp mills was rare,—that water power was rarely strong enough to produce thirty-six hundred horse power force, which was the only strength that would run two grinders for grinding of wood.

About three million tons of paper of all kinds was produced yearly.

To use flax there was a difficulty in eliminating the seed. Flax, if the elimination idea could be developed, could be used to make paper to a very large amount.

Forest products in the States were being wasted yearly to the amount equivalent to two million tons of paper.

The reason that bamboo, corn-stalks, sugar-cane, etc., were not used was because of the extra cost. The best pulp wood must float. Hardwoods were difficult to mix with soft woods, but they always cost more. His mill was making about three million tons of paper. The theory now was to make the paper thinner and better. He believed it was better to make it thicker and cheaper as publishers liked it better.

He again warned them against encouraging rabid legislation, because it was sure to cause the American paper makers to use other materials than New Brunswick pulp-wood. Great applause greeted Mr. Oak.

From a Lumberman’s Standpoint.

Mr. Snowball, who is a lumberman, again vacated the chair and again called upon Mr. Paton to preside.

He complimented Mr. Oak upon his eloquence and plausible argument. He could not help but think that he had defended his wish so well that it led to the thought that there was something gloss over that should be said in favor of the resolution.

He showed how much the big pulp mills and robbing mills were doing at Chatham. He admitted that there was a good deal in what he said in that mill men should be compelled to give more attention to their work. He believed the lumberman was paying more attention to his work from the standpoint of getting more out of logs. He described how their own mills saved a great deal more to-day on their sawing than formerly.

The International Paper Co. had about 30,000 miles of land. It seemed obvious to him that any company with such vast interests would be willing to come to their own rescue by making paper in Canada, provided the legislation regarding the export of pulp was made sufficiently drastic.

He believed that in the Province of Quebec there were good water powers and plenty of wood. We, therefore, in Canada should have all the industries we could possibly get. Unless legislation was enacted, we would never get the paper industries. Workmen would come where they could get yearly regular employment. The industries of the Province were wrapped up in iron, coal and wood and in a few years the Provinces would cease to be, if the natural resources were frittered away by big companies of United States and other countries.

In Gloucester County he believed they could have iron manufactories that would be important and useful. We should encourage all our young men to remain at home and manufacture for the needs of the people. The Maritime Provinces should take advantage of the new G.T.P. and start factories all along the line and supply the wants of the new peoples of the Northwest.

Referring to the paper question, he said we ought not to be afraid of threats to double tariff or any retaliatory measure. We should be able to make them and their industries Canadian, instead of them making us and our products American. (Great applause.)

Mr. Oak replied briefly stating that from seventy to eighty million feet of lumber came from Maine to St. John, N.B., where it was manufactured and sent back free of duty.

Now in the case of the International Paper Co., they make large portions of their goods in Canada; the other portions were made in the States. When the tide turns a little why should excises be placed upon them for the balance of a period of their lease, nine years as the resolution suggests. He pleaded for no new action until their twenty-five year leases had expired.

Mr. Johnson told of how the forests of Nova Scotia were being looked after. He would favor carrying out the resolution and the fact of the American treaty would make him believe in giving them a taste of what we gave Germany. They were not nervous about American capital being kept out of Canada. John Bull was still ready with plenty of money. Canada should look after her own interests.

Senator Ross said that the United States tariff showed they were extremely selfish. We were in the happy condition of not caring much about them.

Americans liked Canada partly because of the good laws as well as for the splendid chances.

Canada could live without them as well as they could live without us.

Government Fruit Farm.

S. Burgess submitted the following resolution which was seconded by Mr. Johnson and carried as follows:

Whereas the Federal Government has approved the principle of establishing an experimental fruit farm, and whereas it is in the interests of fruit-farming in the Maritime Provinces, therefore such be established without delay.

Resolved, that this Board press upon the Federal Government the importance of establishing such a farm as quickly as possible."

At Chatham, N.B., Next Year.

A resolution was then moved by D. F. McLean and seconded by Mr. Johnson that Chatham, N.B., be chosen as the next place of meeting. It was carried unanimously. Mr. Snowball thanked the Board on behalf of the Chatham Board of which he was the president. He promised a welcome in Chatham.

Maritime Union Debate Resumed.

The discussion upon Maritime Union was then taken up, the debate being led by Mr. Johnson, of Halifax. He pointed out that any man born and



D. F. McLEAN,

The Port Hood, N.S. Representative.

brought up in Nova Scotia, would be opposed to Maritime Union. Nova Scotia would have nothing to gain. She had more resources than the two other Provinces combined. She had made great strides. Her people were wealthy. They were getting more so all the time. In educational matters they had surpassed all other provinces and all modern advantages in technology, universities and agriculture were in vogue in Nova Scotia. Those who remembered Acadia would recall that New Brunswick was once included in Nova Scotia. Any Nova Scotian worthy of the name, would never dream of bartering away its name or its traditions.

Nova Scotia was in his opinion the most intensely Canadian of all the Provinces. He believed when the nation became great the identity of the Provinces would be the strength of the whole country. This was one of the reasons why United States had succeeded as a nation.

He cited little Rhode Island as an example, where their representative swayed the United States Senate.

To combine the Provinces would weaken the whole.

All through history nations of any import had to have coast line. The Maritime Provinces were the best part of Canada. Halifax was the Imperial port of Canada. It was the only one open every day of the year. Where would Canada put her navy?

Not in St. John—too small—too much tide. Not at Quebec—because it was sealed up six months of the year.

Halifax was destined to be a great city. It would be the greatest port in Canada.

Talking of great men, Nova Scotia had produced them. Who was a greater man than Joe Howe? (Applause.) He foresaw the C.P.R. He was a prophet.

Sir Chas. Tupper was mentioned as another of the great men. Nova Scotians were all broad-minded and each individual was proud of the grandest Province in the Dominion. The only way amalgamation could be brought about would be by Nova Scotia absorbing the two other Provinces and retaining her name.

The Opposite Side.

Senator Ross spoke, differing with Mr. Johnson, using church unions as an illustration of strength. He thought committees should be appointed and these should work with their respective Provinces and report back. He favored Nova Scotia because she had representative government fifty years fully before the other Provinces. It would take years to accomplish the union and Nova Scotia was stronger than either of the other two.

D. A. Morrison referred to some remarks of Mr. Johnson. He felt that his references to St. John were not complimentary. He had lived for some years in Nova Scotia, but had been formerly in St. John. His loyalty was unquestioned. He believed no Province would object to the name mentioned—Acadia. As to our influence dwindling, he was sure that with the great west going ahead as it was, it was common sense to say that in a few years the Provinces united would not have three members in the Federal Cabinet.

In the Preliminary Stage.

Mr. Hawke pointed out that the question was as yet merely academic. The press of Ontario had frequently discussed Maritime union. There were many difficulties. He sympathized with some of these named by Mr. Johnson. Municipal conditions were all different in the east from those in the west, or at least in Ontario. He compared these two sections of the Dominion. He dealt with the financial side of the union. He believed there were no financial advantages. If the union had any merit it would be in its greater strength as compared with greater Canada. He was

sure that if the provinces were united they would have great influence in the Dominion Parliament.

Nova Scotia should not underestimate the lumber resources of New Brunswick. He referred to the immense iron ore resources. He had heard of some resources just discovered near Moncton in connection with natural gas, which would revolutionize all industries. Shale was discovered in New Brunswick. He compared the resources of Nova Scotia and those of New Brunswick.

He believed there was only one harbor in the world which surpassed that of Halifax, namely, that of Plymouth, England. If, however, Halifax had shown the pluck in expenditure that St. John had shown, she would be in a better position to-day. It was only union that would make them strong. The provinces, he believed, were coming into their own, and that new life was certainly beginning. They stood to profit more by the G.T.P. than even Ontario or western Quebec. (Applause.)

D. F. McLean spoke on the potentialities of the Provinces. It was all a question of "Would union pay?" A committee should be appointed to look into the matter. There was community of interest, and as to where the capital should be was not a part of this question. It should be discussed in its broadest sense.

Mr. Payzant, of Halifax, spoke in glowing terms of Nova Scotia. Yet he was broad enough to give credit to all others. It might be possible that benefit might be awaiting Nova Scotia if she joined with the other Provinces, just as there was benefit awaiting her when she joined Confederation. He would not vote against the resolution.

SECOND DAY SESSION.

Promptly at nine Thursday morning the convention resumed business. Before resuming the debate on Maritime Union, the president named the following committee to select officers for the ensuing year:—D. F. McLean, A. M. Bell, A. J. McFayden, W. F. Tidmarsh, J. Paton, A. Williams and J. L. Steward.

H. Logan, of Amherst, led the debate. He did not like the idea of reflecting upon any of the other provinces by any one.

While sitting in parliament, he had seen the influence of the Maritime Provinces fading. He saw the Western Provinces dominating on representation. He contrasted the west with the east, and the peculiarities of each. There was no union of the members in the provinces. Their rooms are known in parliament as three distinct camps.

There was never any union on any subject. So much petty jealousy exists that the western people look upon the maritime differences as mostly petty port difficulties between St. John and Halifax.

He was not always in favor of Maritime Union, but he had become converted. He believed that Joseph Howe ad-

vocated union. He saw the petty jealousies that would arise. Forty-five years had passed since that big meeting was held in Charlottetown, when Joseph Howe spoke in favor of Maritime Union.

The provinces were now discussing the same thing.

Why should it be necessary to have three governments controlling the three small provinces? He felt union would mean larger men, larger issues, greater minds and an independent self reliance. He knew that great men had been sent to Ottawa from the east. These men held the key to the situation, which has now gone west. Union would give strength in the National Council. He did not believe union would reduce the cabinet representation.

The provinces need not worry over that anyway. Representatives would be strong anyway. He then read a few notes which he had prepared on the subject of union. It had been estimated that union would save at least one hundred and fifty thousand dollars. What would that amount mean in developing the various resources of the three provinces?

He believed New Brunswick would shortly run Nova Scotia a close race for supremacy in natural resources development. He felt that the provinces could stand with one Lieut-Governor. There were no differences of race or religion to any marked extent. Lawyers were not allowed to practise in one province who had graduated in another.

Pectors were similarly hampered. Union would bring about a common judiciary. Union would mean better credit in the money market. Public works would be undertaken that now could not be touched. Legislation would be better and everything would be better.

The people of Nova Scotia are about as familiar with members of Parliament in New Brunswick or the Island as they were with Manitoba or British Columbia members.

Interests of P. E. Island.

The feeling of unity and power would stimulate trade and prosperity.

He discussed the probabilities of a capital, but said that was not the question. Union was the dominant note. The Dominion was bound for instance to look after communication with the Island. Confederation must be rounded out. Prince Edward Island had been playing a lone hand. Only four members went to Ottawa. He believed Prince Edward could win her tunnel if Maritime Union were accomplished, when she would have the two big sister provinces at her back. (Applause.)

Maritime Union would be welcomed all over Canada. One of the first questions would be to have readjusted the subsidies to the provinces. Union would give occasion to make the demand that representation should never be decreased, no matter what the Dominion population might be. (Applause.)

Minor matters could be easily fixed. The local houses were over represented.

The salaries now paid could be re-arranged and the objections submitted could be easily overcome.

He then referred to the great difficulties of confederation and felt that if our forefathers had overcome the mountains then surely our obstacles were merely mole-hills. We should not be prone to say, "It will never come." He believed it would come, and the east would stand out as an independent, relevant, powerful body. (Applause.)

The only single force that would bring him back to public life again would be to work for this one ideal—the union of these three magnificent provinces. (Great applause.)

Senator Ross took the speaker to task for "sneezing" remarks made regarding the Legislative Council of Nova Scotia. He paid a great tribute to Joseph Howe.

He cited one of Joseph Howe's speeches, re the Legislative Council, which was opened by himself. Howe reformulated matters by perpetuating the Legislative Council. He believed that the Province of Ontario admitted the mistake in abolishing the Legislative Council.

A. M. Bell referred to Newfoundland and how that island failed to come into Confederation owing to a financial matter. He felt that the Maritimers should try to get Newfoundland to join with them in the union, and thus round out a perfect confederation.

Maritime Union Endorsed

Mr. Edgett's motion in favor of Maritime Union was then put and carried by a fine majority. A resolution moved by Senator Ross, and seconded by H. Logan, was carried as follows:—

"Whereas this Maritime Board of Trade has declared in favor of Maritime Union:

"Therefore, resolved, that the Government of each of these Provinces be requested to nominate a committee—three from P.E.I., five from New Brunswick and five from Nova Scotia, to consider the conditions on which said union could be consummated, and report to their respective Governments."

Mr. Wasburton announced that if a man seeking election were to go to constituents on the platform of Maritime Union, he would not save his deposit. He referred to the Island peculiarity but would not oppose the resolutions.

He supported Mr. Bell's idea, re Newfoundland.

Mr. McFayden on behalf of the Island said he would be inclined to vote for resolution, re union.

J. Paton voted against the motion regarding union. Prince Edward Island was the richest Province in the Dominion in proportion to the population. There were ten millions of money in banks. The people were the best. The public men were all capable. The climate is unsurpassed. There were no people who got so little out of confederation as the Islanders. He believed they would be better off, if the Islanders

(Continued on page 57.)

Maritime Union: What its Effect Would be on Trade

Benefits That Should Accrue Were There a Common Parliament — Healthier Political Atmosphere Predicted and no Excessive Legislation—Would Forget Sectional Jealousies — Restoration of Confidence—Prince Edward Island's Relation to the Others—The Question of Terms.

By Reginald V. Harris.

During the last five years, the subject of the union of the three Maritime Provinces of Nova Scotia, New Brunswick and Prince Edward Island, has been so frequently mentioned that it looks as if it were to come to stay. Probably the beginning in recent years was the discussion of the matter by the Maritime Board of Trade at Charlottetown on August 20th, 1905, although no action was taken, and the subject was deferred for future consideration.

Probably the next discussion took place in Charlottetown in August, 1905, when the Maritime Board of Trade unanimously passed a resolution to the effect that the time had arrived for the union of the three provinces.

At the meeting of the board at Amherst in the following year the subject was again discussed and the resolution was approved.

The question has been the subject of much of the debating and literary societies of leading educational institutions of the province on at least two occasions in recent years, and prominent speakers from Montreal, Toronto and Quebec, addressing the Canadian Clubs and educational societies in our principal cities, have repeatedly urged political union as an absolute necessity and their message everywhere has met with general approval.

These public references have received journalistic comment, and general editorial commendation.

Probably the last public reference to the subject was that of the Hon. J. Douglas, Premier of New Brunswick, speaking in August, 1908, at the banquet in connection with the celebration of the one hundred and fiftieth anniversary of the establishment of representative government in Nova Scotia.

In the march of progress, the Maritime Provinces must not stand still. Ninety years and a quarter have since, New Brunswick parted company from Nova Scotia and set up for itself. It has advanced as Nova Scotia has, but would not the progress in both provinces be more rapid if, in the common Dominion, the Lower Provinces would speak as one province and have a united voice? With the rapidly increasing population of the western provinces, the representations of Nova Scotia, New Brunswick and Prince Edward Island in the Federal Parliament are reduced to an extent that we are not worthy of those who have gone before us and who have laid broad and

deep the foundations of Canada's greatness unless we sink all our political differences and demand with one voice that a limit shall be fixed beyond which there shall be no further decrease in our representation. Would not that demand be more powerful and attract more attention if made by a United Acadia?—a statement which was received with significant applause.

The Situation Explained.

What is the situation in the Maritime Provinces? Here are the facts: The area is 50,000 square miles—an area which cannot be increased by extension of boundaries as in the case of every other province of Canada, and which is only two-thirds of the present area

A TIGHT LITTLE ISLAND.

Prince Edward Island is the smallest and most densely populated of all the provinces of Canada. Its area is only 2,184 square miles, while its population, in 1901, amounted to 103,250.

It is supposed to have been sighted by Sebastian Cabot in 1497. Later it was included in the territory of New France, and finally annexed to Great Britain in 1763. In 1873 it was admitted into the Dominion.

The unusual fertility of the soil has rendered agriculture the chief industry. After the field crops, dairy products yield the largest income, and next, the fisheries. Manufactures also are gaining a headway.

The leading city is Charlottetown, the capital. Compulsory education has created a high standard of intelligence on the island.

of Manitoba, the next smallest province in the Dominion.

The resources of the provinces are the shipping, fisheries, lumbering, mining, and agriculture, and all are capable of extensive development. Our mercantile marine of forty and fifty years ago is only a memory.

Turning to the population, the situation may be indicated by stating that it has been estimated, and I believe accurately, that if the population of the Maritime Provinces had increased since 1881 at the same rate as the rest of Canada has increased, we would now have a population in these provinces of about 1,200,000, instead of say 900,000; that is, we have lost 300,000 people or one-quarter of our population. At first

this exodus was to the New England States; now it is principally to the Canadian west.

Think what 300,000 people would mean to these provinces; imagine a city the size of Toronto in our midst; or imagine six centres the size of St. John or Halifax; 300,000 is three times the present population of Prince Edward Island. What a market there would be for our farmers right here in these provinces!

Throughout the Maritime Provinces the inroad on our young manhood made by the harvest excursions advertised and carried out on behalf of western Canada, is a reason for meditation. The very flower of our people, attracted by the cheap fares, go west for the harvest and not half of them come back when it is over. Their going is just that much loss to these provinces and the development of these provinces.

Our representation depends on the number of our people; to-day the number of representatives from these provinces in the House of Commons is 35; the number of representatives from the west (British Columbia and Yukon, Alberta, Saskatchewan and Manitoba) is 35; in 1895, the representation was 39 for these provinces and 15 for the west. If in the short space of thirteen years the Maritime Provinces have lost four members, and the west has gained twenty, what may we expect at the end of the next thirteen years, if a united effort is not made?

Value of United Effort.

Now what would keep our population in these provinces? Development of our resources. What would bring back our wandering sons? Development of our resources. What would bring immigration to these provinces? Development of our resources. "In the march of progress, the Maritime Provinces must not stand still." Our resources need development and need it badly—development of our fields, forests and mines; agriculture, manufactures, industries, commerce. A united effort would stimulate development and such an effort cannot be made while separated. I believe that political union would greatly stimulate the development of all the resources of these provinces.

Let us examine the proposal a little further. Our interests, it is unnecessary to say, are identical. We have no diversity of nationality. No marked peculiarities or differences in our institutions and laws. No recognition of particular religious institutions. The laws of all and the institutions of all are English and very similar; our interests

in our maritime commerce, our mines, our manufacturing, our fisheries, and in our agriculture. And it seems to me that these interests are sufficiently identical to justify the taking of some steps towards union. Union would mean better provincial credit in the money markets of the world; it would mean that our public revenues would go farther and do more than at present; it would mean that public works of importance could be undertaken which cannot now be considered; the substitution of one legislature for the three existing legislatures alone would result in an annual saving to the people of these provinces of about \$150,000; the Governmental methods and administrative systems and policies throughout the new province would become uniform, particularly with regard to the judiciary, agriculture, immigration, education, railways, taxation, crown lands, mining and other matters. All general legislation would be uniform; excessive legislation would not occur; the policy of the party in power would have better criticism because it would have the criticism of the legislators of three provinces; the legislation would be better legislation; the political atmosphere would be healthier; we should all know the public men of one section of the province in every other section; the Maritime Provinces need the advantage of a larger field. The thoughts of our public men would be larger thoughts. With the union would come the obliteration of local and sectional jealousies and the elimination of petty discords and the weakening of irritating influences.

This is merely a recital or enumeration of several arguments, each of which might be elaborated, but let us turn for a moment to the first argument advanced—that union of the three provinces would result in their further development.

Future Development.

The people of these provinces, it is said, lack "commercial courage." The feeling of unity should assist in restoring "commercial confidence." A united effort would stimulate development and such an effort cannot be made while separated. The Dominion Government almost ignores these provinces; the west gets whatever it asks for; no portion whatever of the immense immigration into Canada finds its resting place within the Maritime Provinces.

A considerable portion of the revenue contributed by the provinces is expended in housing and advertising the western end of the Dominion, which constantly drains the Maritime Provinces of many of their best people—thus with the expenditure of their own money, the younger generation on whom the development of these provinces must depend, is induced to follow the immigrants westward.

I believe that political union would greatly stimulate the development of the resources of the province. I believe that thereby their commercial status would be elevated. Being more prosperous as a community, they would attract more

settlers, retain their population and hold their own. They would become of more importance in the eyes of the nation; they would not be ignored; their resources would be investigated and developed and that is what they need.

Union, I believe, would bring this about. It certainly could not result in anything else but a united effort towards greater development.

Union would give each province an interest in the resources, development and prosperity of the other two. Prince Edward Island would benefit by its joint interest with the other two provinces, in the mineral wealth of Nova Scotia and the forest wealth of New Brunswick. Similarly the agricultural possibilities and development of Prince Edward Island would be shared by the people of Nova Scotia and New Brunswick to the mutual advantage and benefit of all. The development of export shipping, or shipbuilding, or fisheries, or other maritime industries by any section of the three provinces would undoubtedly benefit other sections of the provinces. And so, with immigration, manufacturing and other matters. It would be one for all, and all for one.

The External Influence.

Turning from the arguments in favor of union from the standpoint of internal affairs to those from the standpoint of external relations, the chief argument which will occur to the reader is the larger influence which we would exercise in federal affairs as a result of consolidation. Increased power and might would be given to the Maritime Provinces; their position would be elevated; their influence would be felt because they would be united. They should expect a larger influence upon national life. They would be of more bulk and importance, able to vie with their inland sister provinces. Looking at this from the point of view of a citizen of eastern Canada, this would counterbalance to some extent the preponderant increasing influence of other provinces.

Then there is to be considered the practical result of such a change. I mean the strengthening of the present bond of feeling and interest between eastern Canada and the rest of the provinces. A great and powerful community, self-reliant, independent, progressive, established in this part of the Dominion would be a means of strengthening and perpetuating the bonds of national interest. There would be a fuller national life, a widening of national thought, a reciprocity of rights and obligations and a feeling of increased national strength.

The Question of Terms.

An examination of the arguments against the union, advanced by opponents, when examined, will be found to be derived from anxiety over possible terms of union. Where will the capital be? How many representatives will Prince Edward Island have in the new Legislature? How many will Nova Scotia

have? How many will New Brunswick have? What will the sessional demerit be? And perhaps many other details.

This problem of "terms" can only be solved. If the discordant interests of the old American colonies can be harmonized into a united nation, the states of the German Empire, with all their divergent interests and discordant sentiments could be welded into united power and become so strong in the opinion of many to be a menace to the ascendancy of Great Britain. If these Canadian provinces from Atlantic to Pacific can be made one nation, why do you say that the union of the Maritime Provinces is impossible and impracticable?

In conclusion, I ask, why should we remain separated? Is this policy of separation in the best interests of the provinces? There is a vast difference between the separation that is weak and the union that is strength. The provinces have problems of their own and they need not look for county assistance in solving them to the land-sister provinces. They must solve them themselves, and they can do best united. If not union, what? Time to forget all sectional jealousies, petty discords and get into line and work.

POTATOES FROM NOVA SCOTIA.

They Find Favor in the Eyes of Cuban Importers.

"Canadian grown potatoes are in favor in Cuba and command a premium market," says E. S. Kirkpatrick, Canadian trade commissioner at Havana.

"The bulk of Canadian potatoes, from Nova Scotia, chiefly by steamer, although a few schooners bring cargoes here in the fall. During the fall we double the quantity of potatoes imported than at other times, as it is the planting season and all seed is imported. The island is said to grow 600,000 barrels a year and would grow more but for the fact that other yields better returns. The native potato, while of a good quality, is small. As it is new in the spring is a good demand at home for practically none are exported. A new potatoes mature, beginning in the Southern States and working north, are shipped here until the maritime provinces are reached and from that time for the rest of the season Canadian potatoes control the market.

"The standard net weight of a barrel of potatoes in this market is 165 lbs. all shipments must be made in barrels to be acceptable. It is of the most importance that a good quality of potatoes be shipped, for poor potatoes will not be accepted excepting at a discount.

"It must be understood that a superior products or manufactures shipped to any country affect the whole market in that country, while on the other hand any class of goods exceptionally good, benefits, indirectly, all

Victoria Grocers Honor the Goddess of Pleasure

Lay Aside Their Business Cares to Enjoy a Picnic Day at Sidney — Wholesalers, Retailers and Travelers Join in the Fun—Skillful Baseball Games and Fast Bicycle Races—Members of the Trade Can Run the Turf as Well as Grocery Stores.

Victoria, Aug. 23.—When a committee of wholesale and retail grocers met and decided to organize for a big picnic, they knew the work before them and they had plenty of energy, for there was more than two weeks before the picnic day for the picnic. August

is to say, one and all did stick with the result that a splendid programme of sports was arranged, and in the hearty response of the members approached, a grand list of prizes waiting the winners.

Town of Sidney, B.C., was selected the most suitable resort—about 25 miles by rail or road from Victoria. It was a pleasant jaunt by rail through pretty country, past numerous orchards and comfortable-looking

the summer months, a small steamer makes a trip among our "Thousand Islands."

Among the visitors to the picnic were the mayor of Victoria and party, almost all the grocers, several of the wholesalers, and many traveling representatives of several leading manufacturing houses of Canada and the United States. Over 1,500 attended, and all enjoyed themselves immensely.

The sports were adjourned soon after mid-day for refreshments and then many returned to the terminus of the road from Victoria, near by the railway depot to await the arrival of the competitors in the bicycle race from Victoria to Sidney.

Gradually a big crowd collected and the committee had their work cut out

the programme of sports took place. The baseball game between the wholesale and retail grocers was played in the morning. The wholesalers tallied up a big score in the first few innings, but when White was put in the box for the retailers they could not locate the ball, and fanned wildly the air. The retailers began to crawl up in the last two innings. Had the game gone on longer they might have won out, but, it being a six-innings affair, the wholesalers won with a score of 8 runs to 4.

A team from Welles Bros. was listed to play against the Cloverdale, but did not appear. The Cloverdale then issued a challenge to play a picked team. The picked team was made up and gave them a good trimming by 15 runs to 3. Another match was gotten up and play-



Organized in Charge of The Victoria, B.C., Retail Grocers' Picnic—The Central Figure of the Front Row With Legs Crossed and Hands Folded is President H. Kirkham.

then by Elk and Beaver and on through the rich ranching country around a peninsula on to the

announced by megaphone by friend the picnic grounds were some miles back and alongside the fall line, to which the majority at the picnic resorted, especially those with

pleasured their eyes on the view from the wharf, of bits of islands scattered about the gulf, the Olympic range of forested mountains limiting the view to the right, and in the far front the massive cone of solid snow of Mount

This wharf is where on three days of the week, and on Sundays in

to keep the centre of the roadway clear. The handicap event went to T. Peden, who covered the course in the fast time of 58 minutes; although Peden finished second to McKenzie, he made the best time over the course, as the latter had a two-minute handicap. B. Hancock, who was also a scratch man, finished a good third. The open bicycle race had a field of 14 starters, and was won by Sewell. Bob Peden was second, closely followed by Leo Sweeney. The open one mile foot race was won easily by Jack Sweeney, the J.B.A.A. runner, with Bendrodt, also a J.B.A.A. man, a good second, and Ira Brethour third.

After this race the crowd returned to the picnic grounds, and the rest of

ed in the evening North Ward intermediates against the local Sidney team. The Wards pounded the ball all over the lot, and the Sidney pitcher could not serve up the stuff to fool the Wards. He had a good wind-up, but pitched poor balls. The Wards were victorious by 16 runs to 3.

The voting contest for the most popular lady on the grounds was won by Miss Georgie Cavin.

Some fun was caused by the search for the mysterious Mr. Raffles. A local soap powder manufacturer advertised that Mr. Raffles would be present, and offered to give a ten dollar bill to whoever first discovered and challenged him, at the same time producing a wrap-

Thousands Attend the Sarnia Grocers' Picnic

Lake Huron Park Attracts Large Throng—Travelers Defeat Grocers in Ball Contest and Clerks are Winners in Tug of War—Fancy Races Run.

per off a packet of the soap powder. Near the conclusion of the races Mr. Keiths caught the mysterious man, and got the ten dollars.

The sports were concluded about 5.30, when the first return train left for Victoria. Those who remained had supper, watched the baseball game, and otherwise enjoyed themselves until 8 p.m., when some took train and the others put in a good time in the hall at Sidney at the dance.

Nothing but favorable remarks were heard of the train service, and the excellent way President H. Kirkham and the committee had handled the business details of the picnic and brought it to so great a success. The list of races, etc., with the winners, follows:

Some Proud Winners.

The race for grocers of over 200 lbs. created no small amount of amusement and many of the heavies were forced to weigh in on different occasions. This race was won by J. J. Jeffries—not the real Jim—with Bill Smith second and T. E. Plummer third.

The half-mile relay open was won by Winsby, Carne and Moore, with the three Sweeneys second, and Clare, McConnell, C. Baylis and L. Wille, third. The relay was a half mile measure with three men to each team.

100 yards for wholesale travelers—Won by Sou Moody; 2nd, S. H. DeCarretet; 3rd, C. Muir.

200 yards for retail drivers—Won by Art Dakers; 2nd, Gilmaster; 3rd, H. Abbott.

100 yards, open—Won by Sid Winsby; 2nd, F. Moore; 3rd, Jack Sweeney.

Wholesale grocers' employes' race—Won by L. M. O'Leary; 2nd, N. Croman; 3rd, J. Houston.

One mile, open—Won by Jack Sweeney, J.B.A.A.; 2nd, A. Bendrodt; 3rd, Brethour.

Sack race—Won by R. Watson; 2nd, Sid Humber; 3rd, Hand.

100 yards race for employes and managers—Won by J. C. Dodds; 2nd, H. Schoeder; 3rd, T. Bailey.

100 yards for wholesale managers and employes—Won by Brehley; 2nd, Peden; 3rd, Davy Patterson.

Putting the shot—Won by A. Foster; 2nd, W. Peden.

Best baby boy at picnic—C. Peterson. Best baby girl—Miss Aileen Adams.

Guessing contest. How many beans in jar? 2.112—Won by Mrs. Handley, who guessed 2.117; 2nd, Mrs. G. Gowen, who guessed 2.101; 3rd, Mrs. A. Lockley, who guessed 2.100; 4th, Mrs. W. B. Hall, who guessed 2.126.

Married ladies—Won by Mrs. A. Lockley; 2nd, Mrs. Hutchinson; 3rd, Mrs. Hasking.

Fat men's race, open—Won by Blair; 2nd, McBride; 3rd, J. J. Jeffries.

100 yards for grocery clerks—Won by F. Carne, Jr.; 2nd, Will Blake; 3rd, F. Fox.

Egg race for ladies—Won by Mrs. Laston; 2nd, Mrs. Hobb; 3rd, Mrs. A. Lockley.

Sarnia, Aug. 24.—Grocers in the Huron capital are not averse to forsaking and forgetting their scales and counters and order-books for a day in the year, and hence when they hied themselves to Lake Huron Park last Wednesday, their pleasure was unrestrained. The day opened rather unfavorably, but after a few hours the rain disappeared and Providence during the remainder of the day smiled on the merry picnickers.

Some four thousand people were in attendance, which serves to illustrate the reputation of the Sarnia grocers.

As early as ten o'clock the people began crowding the street cars for the park, and from that hour almost incessantly throughout the day every ear for the beach was crowded to its fullest capacity. Tallyhos and automobiles were also brought into commission to help convey the crowds, and the picnic was without doubt the best ever held under the auspices of the Sarnia grocers. Nearly one hundred commercial travelers were present, and helped to make the outing a success. The Sarnia Citizens' band and three Scotch pipers furnished music during the afternoon. In the evening the Alexandra orchestra supplied the music for dancing at the pavilion.

Among the prize winners were—

Fowler's Canadian race—1, Mrs. A. Danby; 2, Mrs. I. Ellinor; 3, Mrs. O. Millikin; 4, Mrs. J. Winn.

Fat men's race—1, H. Lawson; 2, Baird and Campbell; 3, Hillier and Danby; 4, Horning and McAlpine.

Ladies' relay race—1, Lila Hayes, Ada McLellan; 2, Julia Hillier, Reta Hillier; 3, Maud Wise; Tena Buckle; 4, Minnie Graham, Arvilla Lusk.

Human wheelborrow race—1, O. Horning and McAlpine; 2, F. Swafford and Pearson; 3, Claxton and Foster; 4, Zine and Baird.

Arm over shoulder race—1, Lila Hayes, Ada McLellan; 2, Jennie Watson, Mrs. Jos. Wood; 3, Julia Hillier, Mrs. D. Dandy; 4, Maud Wise, Tena Buckle.

50 yard hop—1, C. Hoskins; 2, W. Baird; 3, H. Carleton; 4, S. Williams.

Red Rose Tea and Canada Spice Co.—1, Retta Hillier; 2, Stella Foster; 3, Ada McLellan; 4, Minnie Graham; 5, Lila Hayes; 6, Tena Buckle.

Oldest couple on grounds—1, James Cushen and wife, 160 years; 2, M. M. W. Proctor and wife, 149 years; 3, Thos. S. Smith and wife, 139 years.

They Played Ball Too.

No grocers' picnic would be a grocers' picnic without a baseball game, and the knights of the grip are usually

the enemy. The Sarnia outing was no exception, and the brand of ball handed out to the crowd was certainly inspiring. In fact, some of the Detroit American leaguers were seen hovering around for pointers, and as for base running, they got the worth of their trip to Canada. The score was 27 to 20, on the right side of the fence, for the travelers. The line ups were:—

Grocers—McKeever, Zine, Clark, Cornell, Galbraith, Mills, Williams, Winter and Campubell.

Travelers—Woods, Cowley, Pearson, Robinson, Lawson, Webb, Crawford, Honer, Markle.

Umpire—J. Williams.

The tug of war called forth some merriment and especially when the clerks triumphed the grocers. The teams were:—

Grocers—Jas Fraseg, captain; W. Palmer, P. Clark, S. E. Cornell, J. Galbraith, J. D. Mills, M. Swafford, S. Williams, W. J. McIntyre and J. Emmis.

Clerks—F. Fessant, captain; J. Wilkerson, Alf. Baxter, Roy Mills, Jas. Wilkerson, O. Jacklin, A. Turnbull, John Allen, Harry Coe, H. Doucher.

The Blue Ribbon Tea race was captured by Lila Hayes, Mrs. Ironside, Mrs. Hopkinson, Minnie Graham, Edna Millikin, and Mary Carter.

CALIFORNIA OLIVE ORCHARD

It is said that the largest olive ranch in the world is located within twenty-five miles of Los Angeles, Cal. This orchard, situated at Sylmar, is ten times larger than the biggest olive ranch in Spain. There are over 120,000 olive bearing trees, and they average fifty pounds of olives to the tree. The Sylmar ranch consists of 12,000 acres, and each acre contains 110 trees, which produce 2,000 gallons of olives each season. This quantity of fruit makes 250,000 gallons of pure olive oil—valued at \$2 per gallon—thus equaling \$500 per acre profit.

The olive wood is highly prized by cabinet makers, as it is very hard and takes a high polish. The Italians consider an olive orchard as a perpetual source of wealth, as the older it grows the more valuable it becomes. The trees are supposed to live about 4,000 years, under favorable conditions. There are some olive trees now on the Mount of Olives in Palestine, which are computed to be not less than 3,000 years old.

The olive industry has been growing steadily in California since its first introduction by the early Spanish mission fathers.

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The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

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.

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PUBLISHED EVERY FRIDAY

CANADIAN MARKET FEATURES.

Disappointment has come to British Columbia canners along with the salmon run. The catch is smaller than was anticipated and the probability is that sockeye salmon will be dearer than at first expected. The run was so short that the canners requested an extension of the close season from the government, which, it is reported, has not been granted. Packers and brokers seem to have a loss just now to comprehend the current situation and in some cases prices have been withdrawn.

The egg market throughout the Dominion is high, due to scarcity of the fresh article. In Vancouver local fresh eggs have been selling wholesale at 41¢ with easterns up to 28 and 30¢ per dozen. Other places reflect similar conditions.

The flour market shows considerable change since the last report on account of the new wheat coming on. Declines are noticeable in Ontarios and an easier feeling pervades the whole Canadian market. In Winnipeg rolled oats have advanced as well.

Since September is one of the big months, the brisk demand anticipated together with the firmness in raws will have a tendency to keep prices high if not cause an actual advance.

A GREAT EASTERN PROBLEM.

The Maritime Union was one of the vital questions that came before the annual convention of the Maritime Boards of Trade, held on Wednesday and Thursday of last week at Charlottetown, P.E.I., the entire report of which appears elsewhere in this issue.

That the question was ably and intelli-

gently debated is unquestionable, since the delegates to the convention comprised some of the best, broad-minded business men in the provinces bordering on the sea. Maritime Union has been before this body on previous occasions. It is a big problem and one that cannot be settled in a day. While some opposed any steps towards union, others were enthusiastic over the possible advantages that in their opinions would be derived if Nova Scotia, New Brunswick and Prince Edward Island were as one. The majority favored the project and a resolution passed requesting the governments of each province to appoint a delegation to go into the matter with a view to considering terms upon which union could be consummated.

The question, however, is a large one and we may not expect to hear of its disposal for some time to come.

The new president of the Maritime Board is W. B. Snowball, lumberman of Chatham, N.B., where next year the convention will be held.

DO ALL PAY DIVIDENDS?

As will be observed from the Brantford correspondence in this week's issue, the Co-operative News of that city—the organ of the Brantford Co-operative Society—takes The Canadian Grocer to task for referring to these societies and the dividends they are paying. The "News" points out that with the exception of Brantford, "every society in the co-operative union of Canada is paying a dividend on its members' purchases."

It might have appropriately added, "with the exception of those which have failed during the past six months."

The Grocer has before had occasion to point out some of these failures. We might call to mind the demises of the Dominion Co-operative Association, Toronto; the Toronto Co-operative Equitable Society; the Duck Lake Co-operative Association; the Workman's Co-operative Association, Sydney, C.B.; and a similar society at Hochelaga, Que.

Have these paid dividends, and if so who got the money? Undoubtedly it was not the purchasing members. Considering the comparatively small number of co-operative societies or associations in Canada, the failure of so many is significant.

Retail merchants are the back-bone of a community. It evolves on them to be among the first to set up a building in a new district, and they are there to the finish, if there should be one. They become necessities to the existence of the settler. In villages, towns and cities, the growth of the surrounding communities depends largely on the retail merchants. Their stores, including appearance, equipment, and operation methods, become the life of the place.

If they are progressive, purchasing is done at home and the community is built up by the retention of its own money.

These merchants have always helped their own towns and people; and is it fair that any society or association should, by previously presenting alluring statements about dividends, lower prices, etc., seek to obtain stock-holders in order to undermine the staple-ness of any community?

At any rate is not the Co-operative News, of Brantford, rather misleading, when it says that every society in Canada under the union is paying a dividend?

SYSTEM IN THE STORE.

There was never a business that amounted to anything that was not operated on the basis of system. System is the helm by which the course of every man's business is steered and the better the system the farther away the barque keeps from the storm-zone. It is just as necessary to the success of the small merchant as the large one. And yet how often does the former excuse his lack of system in organization on the ground that his trade is not extensive enough to warrant exacting business methods, says the Michigan Tradesman.

This brings to mind the old story of the merchant who, although possessing two windows to his store, neglected to use one as a means of display on the ground that the extent of his trade did not demand it. Needless to say, his trade never did.

Carelessness is an insidious foe that is always threatening a business man. It creeps into his books, into the disposal of his stock, into his salesmanship, into the very heart of his business, until one day he finds that the vitality of his enterprise has been sapped, his possibilities of growth ruined and his very existence threatened.

In this gradual way the introduction of system as applied to the whole organization can be brought about with the least amount of trouble, while the process will not appear half so complicated an ordeal. Once some degree of order has been evolved out of chaos, the merchant will perceive the undisguised blessing of system, and will not rest content until he has established a complete method. The great thing is to make a start, and the rest is not only easy, but a pleasure. No merchant should be deterred by the apparent difficulties of introducing system. It is never too late, never too early, for a merchant to set his house in order, for he is face to face with the inevitable fact that a business nowadays, to be successful, must be conducted with system.

Notes from the Maritime Provinces and Quebec

Shortage in Pork Supplies in the East—Flour Prices Decline—An Excellent Crop of Potatoes—Attempted Burglary of a Moncton Grocery Store.

ST. JOHN.

August 24.—The price of Manitoba flour dropped last week 40c a barrel. This, after the flour had reached the highest mark attained in years, is looked upon as a sudden and substantial drop. The general expectation had been that no change would probably take place till next month, when the fiscal year of the Manitoba milling companies closes. Some of the dealers say, however, that in view of the fact that Ontario flour has fallen off in price \$1.05 within two or three weeks, the matter did not come as a complete surprise. They are inclined to think that further reductions in price may be expected soon.

The latest reports from the country districts are that all crops, with the exception of hay, are in good condition. Hay this year is very light, being only about two-thirds of the average. The harvesting of barley, oats and wheat has been begun, but there has been little threshing done yet. Potatoes will be an abundant crop. Last week a carload of



Cut Showing the Building of Auld Bros., Wholesale Grocers, Charlottetown, P.E.I.

this year's crop was shipped from Fort Fairfield, Maine, just across the border from Carleton county. They were sent in crates, and the farmers received \$2.75 per bushel for them.

Blueberries have been especially plentiful this season. There does not seem to be any great movement for exporting them this year, and they have been selling for 30c for a 12-quart pail. William C. Cross, of Hall & Fairweather, who returned last week from a business trip through the province, reported crops fine and the outlook for the coming winter looks good.

Contrary to the expectations of many of the shippers, the new United States tariff makes no change in the duty on potatoes. The rate remains at 25c a bushel.

Several meetings have been held lately to discuss trade with Cuban ports, and it is probable that two steamship lines will provide a service from this port to Havana, commencing about September 15th.

Pearl W. Jordan, J. E. Cowan, W. H. Turner, F. W. Parker and W. A. Ewing, of this city, have been incorporated as Coll's Soap, Limited, with a capital of \$10,000, to carry on the business of manufacturing soap, soap powder and perfumery.

Leonard B. Knight, L. C. Prime, F. R. Taylor, St. John; Henry H. McCoin and Andrew D. McCoin, of Floreenceville, have been incorporated as the McCoin, Prime Company, Limited, with a capital of \$24,000, to carry on a general wholesale and retail trading business at Floreenceville.

Great quantities of sardine herring have been caught lately in the harbor, and, owing to the warm weather, they could not be shipped to the canning factories, and were sold to the fertilizer factory, being taken away in scowload lots of about ten tons each.

An attempt was made to enter the grocery store of Kenneth Steeves, at Moncton, one night last week. It happened that Mr. Steeves had been working late that night and determined to sleep in the store. He was awakened by a noise at the front door and saw a man trying to chop his way into the shop. He made a dash for the door, but the would-be burglar escaped.

HALIFAX.

August 24.—Wholesale grocers report business fully up to the average for the season of the year. Collections in the western part of the province are good, and in the east they are fairly good. Most of the travelers now on the road are booking orders for the autumn trade in dried fruits, canned goods, etc.

There was an advance this week of 3/8c per pound in the price of lard. The stock of pork held in Halifax is low,

and the dealers are not making any purchases at the present high prices. While sugar has advanced ten cents per hundred pounds in New York, the refiner here has not made any change in the price.

The first Nova Scotia apples of the season's crop are now on the market. They are Astrachans and are small, the quality being poor. They are selling at \$2 and \$2.50 per barrel. The commission men are preparing for a busy season, as from now on it is expected that the shipments will continue to increase largely.

Nova Scotia tomatoes are now coming on the market in large quantities, and the price during the past week shows a marked decline. There was a drop of four cents per pound. They are now selling at 60c for a 12-pound basket. The big drop in the price will have the effect of forcing the "American" tomatoes off the market.

Ontario fruit is now arriving in small quantities. The plums are small and of rather poor quality. The Nova Scotia crop of plums this year is expected to be good, and they will soon be on the market. Native cucumbers have arrived and they are selling at 30c per dozen.

High prices for pork and pork products continue, and a general shortage is reported all round. Newfoundland is a large consumer of pork and there is a marked falling off in the receipts this season. The imports at St. John's this year are about 4,000 barrels less than they were at this date last year. The reason for the decline is that the wholesale dealers are putting off purchasing as long as possible, expecting a drop in prices. The near approach of the fall trade will compel buying shortly. The stocks held in St. John at the present time are smaller than for many years. Many of the firms that were carrying hundreds of barrels last year at this season have not now a single barrel in stock. It is estimated that the purchases made for arrival will be short about 4,000 barrels. The shortage of stocks on hand and to arrive is about 1,000 barrels.

Review of Ontario Grocery Trade Happenings.

Brantford Co-operative News Talks About The Canadian Grocer—Travelers Welcomed Back to Bracebridge—President of London R. G. A. Favors Big Job Picnic—Peterboro Grocers Display Fruit Jars.

BRANTFORD.

August 25.—There was a splendid market here on Saturday. The prices ranged as follows: Butter, 25c; eggs, 21c to 23c; chickens, 75c to \$1; lamb, 13c to 15c per lb.; veal, 8c to 10c; ducks, \$1 to \$1.10 per pair; potatoes, 25c peck; cabbages, 40c per dozen; corn, 8c to 10c per dozen; tomatoes, 15c to 20c a basket; onions, beets and carrots, 2 for 5c; apples, 25c per basket.

Local merchants are troubled with spurious coins, particularly 25-cent

pieces, which are in circulation here. The imitations are good, but are readily detected on account of their smoothness.

The grocers and butchers of the city held a picnic Wednesday afternoon at Burt's grove, near Paris, where a programme of sports was indulged in, followed by the usual lunch.

G. N. Willits, the collector of the Merchants' Protective Association, is doing excellent service in his efforts thus far. Practically all of the retail merchants of the city are enlisted in the association, there being 120 members. The mem-

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its thus represented have outstanding accounts to the amount of \$15,000, which have been placed in Mr. Willits' hands for collection. Since June, when the system was inaugurated here, he succeeded in getting in \$1,000 of these debts. The merchants are highly satisfied with the work which has been done and the prospects which the association offers. Moreover, Mr. Willits is an outdoor work and is quite enthusiastic as regards the possibilities. Some Willits has severed his connection with the Thomas Thompson & Co. Grocery, Colborne Street, and has accepted a position as traveler with the W. Gillett Company, Ltd., Toronto.

The Brantford Co-operative News this month pays some attention to a recent editorial in The Canadian Grocer, on the co-operative question. The editorial in question referred to the failure of the local association to pay its first year's dividend. The News contends that with the exception of Brantford, "every sound in the co-operative union of Canada is paying a dividend on its members' purchases." It points to this as an evidence that co-operation is succeeding in Canada, and concludes that Brantford must "wake up." Whatever may be the condition elsewhere, it cannot be denied that the local association did not pay its first year's dividend and has created no particular stir in local grocery circles. The trouble appears to be that the members are not loyal to the association. The News in its last issue thus lectures them: "Are you bringing in your goods as members or customers to the store? If not, why not? Why should you expect the board to do for you what you will not do for yourself? The success of the movement in Brantford depends upon your efforts. Don't forget. When we say you, we mean you, not the whole fellow."

This is the holiday season for local grocers. Many are away from the city consequently the trade is rather

society for the prevention of cruelty to animals has been organized here, in connection some attention is to be paid to delivery horses. We are glad that few offenders will be found among the grocers, all of whom are most liberal in their treatment of their

BRACEBRIDGE.

August 25.—The week just ended was a busy one with fruit. Some lines were profitable, while others again brought a loss to the merchant, especially the early apples, which arrived in bad condition.

They welcome the knights of the grip again with their hearty hand-shake and familiar greeting. "Hello, Tom!" "Hello, Bill!" is music to our ears. The merchants, of course, would rather have the travelers calling on them, for up north we are favored with the best men possible and are always glad to see them.

The Tatle and Herring Club gave a

banquet on Wednesday last to W. S. Ferguson, C.A., on the eve of his approaching marriage. Mr. Ferguson until lately was bookkeeper for Hutchison Bros.

Hutchison Bros. are having the front of the store repainted. When done, the appearance will certainly be a credit to our busy Front Street.

Much regret is heard among the merchants on the sudden death of W. A. Gill, a hardware prince, of Pittsburg. His loss will be keenly felt among our own business men on account of the interest he took with us while at Muskoka Lakes.

Labor day is approaching and our grocers predict a heavy Saturday business. Large consignments of fruit will be received and sold that day and there will also be some pretty window displays.

ST. CATHARINES.

Aug. 25.—Early potatoes are almost a failure in this district, and high prices are ruling in consequence. The grocers are paying 90c per bushel and retailing at 30c per peck. The potatoes are small and the growers are complaining that at even this price the early potato crop is not a paying one.

Dairy butter sold as high as 30c per pound on Saturday's market, and new laid eggs at 25c per dozen. The supply of butter offering was small.

Tomatoes were too plentiful last week, the low price being 3 baskets for 25c. The canning factories accept tomatoes this week, and it is expected the price will stiffen up somewhat.

Geo. B. Darker, who recently opened a new grocery on St. Paul Street, and later purchased the grocery business of E. Gander, has decided that it would be better to have one store than two. He is closing the St. Paul Street store, and will devote his time and energy to building up a business in the Gander store at the corner of King and Queen Streets.

LONDON.

August 25.—With the return of the travelers to the road there was naturally a substantial revival in business last week, and the outlook is considered bright. Locally, trade has been fair.

Brokers report teas of all kinds high. Quotations for low-priced Japans are not coming in as briskly as desired. There is no change in domestic sugars and raws are firm in price. Imported sugars are about sixpence per cwt. higher. New Valencia raisins are offering prices being a little below last year's opening. Rains in Greece have caused a jump in currants, and a good many packers have withdrawn prices until the full extent of the damage done is known. Spices of all kinds are steady in price. New Orleans molasses is advancing, although this is the season of the year when not much is done in that line.

President E. J. Ryan, of the Retail Grocers' Association, is heartily in accord with the Hamilton suggestion, that a union picnic of Ontario grocers

be held. The idea is not a new one, having been advanced here over a year ago. Of course, local dealers believe there is no place so well suited for such a gathering as London.

T. B. Escott and wife have returned from a month's visit with friends in Winnipeg.

McKinley Millmann, city traveler for Elliott, Marr & Co., has taken a position in the office, and Fred Brown, the shipper, has taken Mr. Millman's trip. The grocers miss "Mac's" pleasant smile.

Earl Insley, for many years city traveler for T. B. Escott & Co., has gone with Gorman, Eckert & Co., taking Mr. Gorman's trip. Mr. Gorman is going inside.

Marr Bros., grocers, corner of Grey and Clarence Sts., have sold to Mr. Larkin.

Thos. Black, corner of William and Pall Mall Streets, has sold to Wm. McClure.

Clem Garvey, of John Garvey & Sons, had another exciting runaway last Monday. Clem luckily escaped, but the buggy was somewhat damaged.

TORONTO.

A. G. T. Robinson, who carried on a successful grocery business at 800 Queen St. East, has now moved into his new store at 889 Queen St. East, of which he is the proud owner, and which is one of the best equipped stores in the east end. The fixtures are all new and up-to-date. With his attractive new store, his eight years' acquaintance in the neighborhood, and his natural tact and ability, he will certainly do a booming business.

Gibbons Bros., 742 Queen St. East, is another Queen St. firm who are conducting their business on the idea of good service. They have worked up a reputation, and a large trade for a special brand of butter. The best is not too good for them.

Charles Harlock, 716 Queen St. East, is one of the happy grocers of the east end, who prefers to be called "Charlie" and nothing else. He always carries a cheerfulness about him which brings a brightness to the whole place. His business is always good, or rather as he himself puts it, "very, very good." Some of those fellows who always feel blue and sour should ask "Charlie" how he rises above those petty troubles.

A. E. Goggins, 337 Broadview Ave., has the knack of making everybody feel perfectly at home in his store. This is one of the most valuable advertisements a man can have, and it costs nothing. Cultivate it.

W. G. Robinson, 351 Broadview Ave., is making extensive alterations in his store and will be fitted up in good shape to do business on improved methods.

E. E. Martin, 650 College St., believes in learning the best possible methods to serve his customers, and make them see that he appreciates their trade. His business is naturally increasing.

J. L. Casey, 638 College St., is rapidly gaining favor in his new place of business and is bound to do a large share of the trade. Good service is the key of success all over. To build up a business on price-cutting and trying to

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injure one's competitor does not belong to now-a-days storekeeping.

George Rogers, 830 College St., always has his store in first-class trim and the work goes on with a system and order that reflects credit on the management.

Furniss Bros., 747 Broadview Ave., opened their new store only a short time ago. Being in a new, clean place of business, with every article perfectly fresh, and with just the right kind of a "know how," they have already reached a point in their business altogether beyond their brightest expectations, and are naturally just in the right kind of humor to make the best possible impression on their many new customers.

B. E. Bell and J. H. Cardy, both grocers and neighbors on Broadview Ave., and who are up-to-date retailers, were disappointed by not getting The Canadian Grocer at the usual time last week. They read their trade paper carefully and benefit by it and cannot afford to miss it.

CHATHAM.

August 25.—High butter prices have been the rule throughout the entire summer, butter retailing at the present moment at 25c a pound. This is for good dairy product. Until this summer there was a difference of 2c between dairy and creamery, but this year the farmers seem able to demand and secure the same price as for the regular creamery product. This situation seems to be purely local. It is according to well posted authorities, due to the scarcity of ice throughout the country, as a result of which farmers, instead of making butter, have been compelled to sell their milk and cream to the creameries, with the result that the major part of the butter manufactured is exported. In Thamesville, a short distance east, butter was quoted last week at 18c. This doesn't indicate a superabundant supply, however, but merely a local condition. Grocers who have sought in the past to take advantage of these low prices in outlying points have found butter as scarce as in Chatham.

On Saturday the police made a raid on the market, and confiscated 30 pounds of short weight butter. The trouble was confined to four vendors, and seems to have been due to carelessness in putting up the product. Much butter was 2 ounces overweight.

Eggs are scarce throughout the country, the retail price remaining steady at 20c. The egg situation seems more serious than the butter situation, though there is a possibility that, with a plentiful supply of grain for feed this fall, the hens will return to their neglected duties.

Richard Reaume, who has for some years past conducted a grocery at the corner of St. Clair St. and Grand Ave., is offering his business for sale. It is understood Mr. Reaume intends returning to his old home at Pain Court, which, with the advent of the electric railway, promises to boom.

J. H. Bogart, the Queen St. grocer, and party, have returned from a trip up the lakes as far as Duluth.

D. F. Bezaire, Amherstburg, has closed out his grocery business, corner Gore and George Sts., and turned over the stock en bloc to grocer Geo. Jamieson.

Walker Law and T. E. L. Talbot, the two storekeepers at Rutherford, announce that on and after Sept. 1 they will discontinue the giving of premiums and the issuing of cash coupons. "We feel," they say, "by doing so we can give our customers a better service and the same quality of goods at a lower price."

Lawrence Campbell has relinquished his situation at E. H. Ruttan's grocery, Wallaceburg. Stanley Clancy has resumed his position at Ernest McDougall's grocery after a two weeks' holiday. Harry McDougall is taking Geo. Moniger's place at Taylor's grocery while the latter is camping.

PETERBORO.

Aug. 25.—Apples are the latest arrivals on the market, several varieties having been received recently. The farmers on Saturday were fairly well supplied and the grocers are carrying suitable stocks. They have not, however, made any special effort as yet through their advertisements to announce this new line, which is always a favorite in every household.

As stated on a former occasion the present year has introduced to a greater extent than ever before new varieties of fruit jars. The months are now very wide aiming at receiving the fruit whole from berries to peaches. Another feature is a change in the method of sealing, an automatic top being used and as is noticed in a local grocer's window, the motto is "Easy to Seal, Easy to Open." The jars are after the design of those used by preserving companies and have been sold in large numbers this summer. The season for preserving is approaching its zenith and there is likely to be even a greater demand than has yet been experienced.

From the fact that the grocer can handle everything connected with preserving—one of the most important annual duties in every household—it would seem enterprising if an effort were made to increase this end of the business while it lasts. He has for sale the necessary fruit, sugar, sealers, spices and other requisites, often even selling preserving kettles. Sugar must be purchased from the grocer and likewise the sealers but the fruit dealer presents an opposition in regard to the fruit. As a general rule his prices are no lower than those the grocer offers and there should be no reason why a live grocer should not secure the entire trade of some of his customers in these lines. Ways and means should suggest themselves differently to different grocers.

The small fruit season, according to Geoffrey O'Brien, Charlotte St., has been one of the most satisfactory in recent years. From the time of the entrance of strawberries until the present, when thimble berries seem to be the latest arrivals, the business has been brisk and well up to other years in the quantity of fruit handled. The berries have arrived in good condition invariably, and no trouble was experienced in this regard. There has also been no loss on

account of having to hold them, as the demand was always heavy and the grocers disposed of the stock they had ordered without any difficulty. Mr. O'Brien has been much pleased with the season which as far as actual profits are concerned is as good as former years. Early peaches have given a little trouble but he states that they are seldom entirely satisfactory.

Some of the grocers were slightly "stung" on tomatoes. They should have known better than to buy too heavily when the price was high. The slump occurred only a short time ago and until then, 75 cents a basket was the best price that was obtainable. Then, all of a sudden, it fell to 35c and caused several who had not been expecting the change so soon. No man was heavily stocked but there were a few who certainly would gain nothing on the baskets of former tomatoes they were then carrying.

Peaches are selling at 60 and 65 cents a basket. Plums at 40 cents and grapes at 75 cents. They have practically just arrived and the business has not opened up to its best form yet.

HAMILTON.

Aug. 25.—There is a movement on foot here to have a joint picnic of Hamilton, London and Brantford grocers held alternately at these three places. The idea is credited to John Hoodless, president of Greater Hamilton Association. The Retail Grocers' Association picnic so far as Hamilton is concerned is the big one of the year. It goes to Niagara Falls, and this year about 6,000 from this city alone were in attendance. President Hoodless' suggestion is that the picnic be held in each of the three cities alternately—one year in Brantford, one year in London and one year in Hamilton. By this arrangement he figures that the large amount of money which now goes outside of the district, would be spent near home, and every third year at home. Mr. Hoodless intends to confer with the Grocers' Association in this as well as in other matters pertaining to the welfare of the city in the far future.

GALT.

August 25.—Wm. Mullett has opened a grocery store in the stand formerly occupied by Chapple, stationer. He is doing a large business at both his stores, the other being situated on Cambridge Street. "I am sorry I did not open up on Main Street years ago," said Mr. Mullett to your correspondent.

W. Gerbracht, formerly of Deane & Walker, can now be found at Shear's grocery.

Miss Isobel Anderson of the Swan grocery store is spending her holidays at Lake Chemong, near Peterboro.

Ripe apples are being offered at the various grocery stores. The price is rather high as yet, 25c per basket. All the Galt grocers are offering quantities of green vegetables. There

THE CANADIAN GROCER

is an immense demand for green corn and as yet there is not sufficient to supply the demand.

The Galt market is growing by leaps and bounds owing to the energetic advertising methods of the market committee. The attendance on Saturdays has become so large that the present facilities are taxed to the utmost to accommodate the crowd, and provision must shortly be made for more room. The effect of the growing market is particularly noticeable in the stores, and dry goods and other merchants are warm in their praises of the efforts of the committee. They readily recognize that any increase in the attendance at the market is certain to be beneficial to them.

Butter is worth 23 cents per pound and eggs 22 cents per dozen in Galt. New potatoes are 75 cents a bushel; tomatoes 25 cents a basket, green corn 10 cents per dozen.

The Dietrich Block on South Water Street has been completed. The first floor will be occupied as a store, and it will be the second largest in Galt. The new tenant is not known, but it is understood that a Toronto firm is looking over the location.

Pat Ireland of Sloan's grocery is back at work again after being laid up for a week as the result of injuries received in an accident. "Pat" was thrown from a buggy and badly bruised.

GUELPH.

Aug. 25.—The price of butter soared higher on the Guelph market on Saturday than at any time during the past four or five months, as high as 25c a pound being asked, whilst 22 cents had been the ruling figure for a long time previously. Tomatoes also took a decided jump. They were selling last week for 22 cents a basket, and the dealers were glad to get that for them, but this week they want 30 and 35 cents a basket. Peaches and plums were pretty plentiful in Guelph last Saturday, that being practically the beginning of them here. Peaches sold for 35 cents for a small basket and 75 cents for a large one. Plums were 35 cents per basket.

W. H. Lillie, of A. J. Groom's store staff has returned to the city, after a very pleasant summer vacation spent in the vicinity of Fergus, Ont.

Lloyd Taylor, late of Benson Bros' store, is now holding down a position on the pay roll of W. E. Fielding, in the Elora Road grocery.

Ernie Tovell, one of the clerks in Groom's down town grocery, left yesterday for his summer holidays.

Miss Gertie Hicks, of The Paisley Street Grocery (C. T. Hicks), is at present visiting friends on Major Street, Toronto.

Walter Seriven is back behind the counter in P. Anderson's Marvellous Tea Store, after an absence of a week, spent pleasantly with friends in Woodstock. He also took in the Ingersoll Old Boys' reunion.

Miss Tunks is selling crockery again for Benson Bros., having returned yes-

terday morning from her summer holidays. Miss Taylor, the bookkeeper in the same store, left on Saturday evening for Grimsby, where she will spend the next week or ten days with friends. "Bob. Robinson," of J. C. Hadden's Quebec Street grocery, the energetic secretary of the Clerks' and Salesmen's As-

sociation, is endeavoring to secure something exciting for the big field day on Thursday, at the Exhibition Park here. He is trying to get an automobile race on between two or three local autoists. They also want to have a City League baseball game, and have as well arranged for the usual athletic events.

Canadian Markets and Market Notes.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

- Sugar—Market strong.
- Evaporated apples—Demand for futures.
- Currants—Weaker market.
- Teas—Firm.

Montreal, Aug. 26, 1909.

The business situation in general as reported by wholesale houses is satisfactory, and a substantial autumn trade is expected. In fact, the autumn trade is opening up well, although a good deal of caution is being exhibited in placing orders. Retailers do not seem anxious to fill out large orders at one time, but are rather buying as necessity demands.

Collections are reported as fair so far as country places are concerned with city remittances on the slow side.

SUGAR—September is a month during which there is a heavy consuming demand for sugar, and there is no doubt that supplies in the hands of the trade are less than they were a year ago. Considering these two features together with the firmness of raws, advances in refined would be no surprise. The market this week is steady with a fair trade.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 80
" " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37 1/2
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 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 "	4 20
Bbls. granulated and yellow may be had at 5c. above bag prices.	

SYRUPS AND MOLASSES—It is anticipated that all the molasses on hand will be required for autumn trade. There is a good demand for small lots and jobbers are busy filling orders.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " barrels	0 44	0 46
" " half-barrels	0 46	0 48 1/2
New Orleans	0 22	0 33 1/2
Antigua	0 30	0 40
Porto Rico	0 40	0 50
Corn syrups, bbls.	0 03 1/2	0 04
" 1-bbls.	0 03 1/2	0 04
" 4-bbls.	0 03 1/2	0 04
" 38-lb. pails	1 75	1 85
" 25-lb. pails	1 75	1 85

Cases, 2-lb. tins, 2 doz. per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " 1/2 doz. "	2 65
" 20-lb. " 1/4 doz. "	2 60

DRIED FRUITS—Currants are steady with a tendency towards weakness slightly noticeable. Reports indicate that the yield of Valencia raisins will be from twenty-two to twenty-five thousand tons.

Currants, fine filiatras, per lb.	0 06	0 07
" Patras, per lb.	0 07 1/2	0 08
" Vostizzas, per lb.	0 08	0 09
Dates		
Halloweas, per lb.	0 04	0 05
Sairs, per lb.	0 04	0 05
Raisins		
Australian, per lb. (to arrive)	0 08 1/2	0 09
California, choice seeded, 1-lb. pkgs.	0 06 1/2	0 07 1/2
" fancy seeded, 1-lb. pkgs.	0 07 1/2	0 08
" loose muscatels, 3-crown, per lb.	0 07 1/2	0 08
" " 4-crown, per lb.	0 07 1/2	0 08
" sultana, per lb.	0 07 1/2	0 08
Valencia, fine off stalk, per lb.	0 04 1/2	0 05
" select, per lb.	0 05	0 05 1/2
" 4-crown layers, per lb.	0 05 1/2	0 06

TEA—Teas in general are quiet with Japans as the feature for firmness, supplies being not too abundant.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon Broken Orange Pekoe	0 21	0 40
" Pekoes	0 20	0 22
" Pekoe Souchongs	0 20	0 22
India Pekoe Souchongs	0 19	0 20
Ceylon greens Young Hysons	0 20	0 25
" Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—There is little to say in connection with the coffee market, the demand being as usual fairly good.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

SPICES—Pickling spices are attracting attention; otherwise the spice market shows nothing in particular.

Peppers, black	Per lb.	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—There is little interest displayed in tapioca at present, all wholesalers having apparently all they require at the moment, and there being but slight demand for the article on the part of the retail trade. Rice is steady at unchanged prices.

Rice, grade B, bags, 250 pounds	2 85
" " " 100 "	2 95
" " " 50 "	2 95
" " " pockets 25 pounds	3 05
" " " 1/2 pockets, 12 1/2 pounds	3 15
" grade c.c., 250 pounds	2 85
" " " 100 "	2 85
" " " 50 "	2 85
" " " pockets, 25 pounds	2 85
" " " 1/2 pockets, 12 1/2 pounds	2 95
Tapioca, medium pearl	0 04 1/2

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BEANS AND PEAS—Prices have reached such a height in beans, that demand if there was much, would not result in many sales. The supply of peas is not large although the call is active.

Austrian beans, bushel	2 25	2 30
Ontario prime pea beans, bushel	2 40	2 50
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES—There is a strong demand for evaporated apples to be delivered. Old stocks are small, prices being well maintained.

Evaporated apples, prime	0 08	0 08½
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CANNED GOODS

MONTREAL—Fair deliveries in canned goods are being made. The salmon pack is reported to be only half what expectations were and brokers are instructed not to book any more orders.

Prices here are:

Peas, standard, doz.	\$.82½	\$.87½
Peas, early June, doz.	.87½	.92½
Peas, sweet wrinkled, doz.	.97½	1.02½
Peas, extra sifted, doz.	1.42½	1.47½
Peas, gallons.	3.77½	3.82½

There are wholesalers quoting also at:

Beans, doz.	\$.72½	\$.80
Corn, doz.	.75	.80
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz.	1.37½	1.42½

Clover Leaf and Horse brands salmon:

1 lb. talls, per doz.	\$1.72½
½ lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

Last year's prices were:—

1 lb. talls, per doz.	\$2.00
½ lb. flats, per doz.	1.20
1 lb. flats, per doz.	2.15

Other salmon prices:—

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

Clover Leaf and Horseshoe brands of salmon are quoted as follows:

1 lb. talls, per doz.	\$1.72½
½ lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

TORONTO—There is a good deal of sharp thinking going on in connection with the canned goods trade, with an excited speculative feeling. The market is very unsettled, to say the least. The season opened with low prices, but packers are not anxious to sell, and in some cases refuse to fill the orders. Peas, which are all done up, have advanced considerably above their value if the prices of other goods are right. Whether the crop of corn will be large or small, the same difference between corn and peas cannot last because they are considered of equal value by the consumers. As peas cannot come down on account of their scarcity, it is reasonable to suppose that corn will go up, and therefore would be good buying at present quotations. Tomatoes in bulk which sold a week ago as low as 15c a basket, sell to-day at 40c. This also affords ground for speculation. On the whole, the canned goods situation is somewhat obscure, and each one has his

own opinion about it, and acts accordingly. The catch of Fraser River salmon was far below the expectations and prices for these goods are higher. This very naturally will affect the price of other brands.

Quotations on vegetables and fruits (new pack) are as follows:

Beans	\$.75	.80
Corn	.75	.80
Peas	.80	1.40
Tomatoes, 3's	.77½	.80
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches	1.55	1.55
Lawtonberries	1.50	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.35	2.40
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe Brands, Salmon:

1 lb. talls per doz.	1.72½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	1.87½

Other salmon prices are:

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

It will be interesting to compare the above first prices on fruits with the following which prevailed last year:

Raspberries, group 2	\$1.90
Peaches, group 2	1.65
Lawtonberries, group 2	1.90
Red pitted cherries, gp. 2	1.90
Gallon apples, std., group 2	2.50
Bartlett pears, group 2	1.85
Lombard plums, group 2	.95

ONTARIO MARKETS

POINTERS—

Teas—Firm in prices.
Dried Fruit—Old stocks decreasing.
Beans—Good demand.

Toronto, Aug. 26, '09.

The wholesale trade is all that is expected at this time of the year. Employees are not all through with their holidays, and the business can fairly well be handled by those who are on the job. Things are moving along quietly with little change in any values.

SUGAR—On account of the strong feeling in the sugar market for several weeks, it was expected that it would make a move upward, but it has not yet done so, and now the season is so far on that it is not looked for in some quarters. One wholesaler reported that lump sugar had declined 10c per 100 lbs. but this was not supported by any of the others.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " " " " " " " "	5 00
" " " " " " " " " "	5 70
" " " " " " " " " "	5 80
" " " " " " " " " "	6 00
" " " " " " " " " "	7 65
" " " " " " " " " "	7 65
Paris lumps, in 50-lb. boxes	5 80
" " " " " " " " " "	5 70
" " " " " " " " " "	6 00
Red Seal	7 15
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35

Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 "	4 35
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—These lines do not seem to fit in during hot weather, and therefore receive very little attention.

Syrups		
Medium, corn	0 20	0 35
Bright, corn	0 40	0 45
Per case		
2 lb. tins, 2 doz. in case	2 50	
5 " " " "	2 85	
10 " " " "	2 75	
20 " " " "	2 70	
Barrels	0 03	
Half barrels	0 03	
Quarter	0 03	
Pails, 38½ lbs. each	1 80	
" " " "	1 30	
Maple Syrup		
Gallons, 4 to case	4 80	
" " " "	5 40	
Quarts, 24 "	5 40	
Pints, 24 "	3 00	
Molasses		
New Orleans, medium	0 31	0 33
" " " "	0 29	0 31
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 42

TEA—Ceylon teas are higher and all teas are firm with advances looked for in every line. Canada boasts of being the second country in the world as a tea drinking people. Think of it! We average six lbs. of tea for every man, woman and child in this country. This shows how the people will follow and use superior goods, such as the tea men of Canada have succeeded in preparing.

COFFEE—There is nothing of interest to report this week. Coffee is quiet and is waiting for the thermometer to get away from the neighborhood of 90 degrees.

Rio, roasted	0 13	0 14
Santos, roasted	0 15	0 17
Marcabo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 11	0 12

DRIED FRUITS—Old stock is pretty well sold out and nothing but currants are now considered by dealers. It is reported that currants will be higher, but no definite value has yet been arrived at. With the abundance of green fruit on the market, the old stock of dried fruit will have to stand back for some time.

Prunes		Per lb.
30 to 40, in 25-lb. boxes	0 10	
40 to 50 " "	0 09	
50 to 60 " "	0 08	
60 to 70 " "	0 07	
70 to 80 " "	0 07	
80 to 90 " "	0 06	
90 to 100 " "	0 06	
Same fruit in 50-lb. boxes ¼ cent less		
Apples		
Standard	0 13	
Choice, 25 lb. boxes	0 14	
Fancy, " "	0 15	
Candied and Drained Peels		
Lemon	0 10	0 11
Orange	0 10½	0 12
Figs		
Elemes, per lb.	0 08	0 10
Tapiets, " "	0 03½	0 04
Bag figs	0 05½	0 04
Dried peaches	0 08	0 08
Dried apples	0 07	
Currants		
Fine Filiatras	0 06½	0 07
Vostizzas	0 08½	0 09
Patras	0 08	0 08½
Uncleaned ¼ cent less		
Raisins		
Sultana	0 07½	0 09
" fancy	0 11	0 12½
" extra fancy	0 14	0 15
Valencias	0 05½	0 05
Seeded, 1 lb. packets, fancy	0 08	
" 15 oz. packets, choice	0 08	
" 12 oz.	0 07	
Dates		
Hallowees	0 05½	Fards choicest
Sairs	0 05	" choice

SPICES—Sales in this line are said to be slow with no change in prices.

Peppers, black, pure	0 14	0 20
" white, pure	20	0 25
" whole, black	0 16	
" whole, white	0 23	

ginger...
Cinnamon...
Nutmeg...
Cloves, whole...
Cream of tartar...
All-...
whole...
Mustard...
Pickling...
Sassa, whole...
RICE...
waiting for...
cooking...
Rice, stand B...
Standard B. fr...
Montreal...
Bangson...
Japan...
Java...
Sage...
Seed tapioca...
Tapioca, medi...
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ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
Mace, whole	0 75	0 80
Dried pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—These are waiting for cooler weather—too hot to do cooking.

Rice, stand B.	Per lb.	0 03 1/2
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85	
Bangkok	0 03 1/2	0 03 1/2
Patna	0 05 1/2	0 05 1/2
Japan	0 05 1/2	0 06 1/2
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 05	0 05
Paposa, medium pearl	0 04 1/2	

NUTS—Only shelled goods are changing hands and only in small quantities at unchanged prices.

Almonds, Formigetta	0 12 1/2
" Tarragona	0 13
" shelled	0 28
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 23
Filberts	0 12
Pecans	0 16
Brazils	0 15
Peanuts	0 10

BEANS—A local demand continues at the high price, but nothing more than that will be done until the new crop appears.

Beans, per bushel	2 50
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Current Business Happenings in Western Canada

Eggs Going up in the Pacific Province—Rapid Advances Made in Fernie Since the Big Fire a Year ago — Harvesters in Demand in the West.

VANCOUVER.

Aug. 24.—Eggs are starting on their upward career a little earlier this year. Generally it is about the first of September when the prices begin to move toward their winter quarters in the high altitudes, but this season the ascent has already been commenced. Local eggs, that is the best kind no matter what may be the name they travel under, are now 41 cents wholesale, while easterns have advanced from 28 to 30 cents, and are very firm at that. Orders are now being taken at 30 days' delivery, with the price guaranteed at 30c, so as to get on the business. There are no stocks on hand.

Ontario cheese has also climbed a notch, being now quoted at 15c wholesale.

Local apples have put in an appearance on the market, but are as yet suitable only for cooking purposes.

Wenatchee peaches have been somewhat backward, and have not come to hand yet. Many grocers do not think they are equal to the different varieties of Crawford's that come from California. The prices this year have been higher than usual, which has made a difference in the quantity of preserving done. It is the Okanagon peach that is the general favorite in British Columbia, not because it is a home variety particularly, but because of its excellence. It is September, however, before they are received.

The Vancouver Produce and Meat Co., of Vancouver, contemplates the establishment of a meat packing plant at Sapperton, close to New Westminster. P. J. Russell, representing the concern, went over to New Westminster on Monday last and interviewed the city council in respect to certain privileges. The industry, which would be a local institution, since the stockholders are largely ranchmen in the vicinity, would mean an expenditure of \$50,000 in plant, and an annual payroll of \$60,000.

On the 2nd August, Fernie, B.C., cele-

brated its first birthday since it started to rebuild after the disastrous fire of August 1st, 1908. That a city could make so much progress in a year is remarkable, and shows what sources of prosperity there are in the district. One of the features of Fernie's success is that it is a distributing centre, and seven large wholesale houses are located there. It has quite an extensive district in the Crow's Nest Pass, of which it is the centre—a district that is daily increasing in population and industries. An active board of trade does effective work in looking after general commercial interests.

VANCOUVER MARKETS

Sugar, standard	5 50	Tapioca, per lb.	0 03 1/2
granulated	5 50	Evaporated	0 11 1/2
Val. raisins, lb.	0 05 1/2	apples	0 26 1/2
Cal.	0 06 1/2	Butter, per lb.	0 25
Prunes	0 04	Cheese, per lb.	0 15 1/2
Currants	0 07 1/2	Canned Goods—	
Dried peaches	0 07	Peas	1 05
Dried apricots	0 11	Tomatoes	1 32 1/2
Flour, Royal	7 50	Corn	1 10
Household, bbl	7 50	Apples	3 42 1/2
Cornmeal, p. 100	2 60	Strawberries	2 15
lvs.	2 60	Raspberries	2 15
Beans, per lb.	0 03 1/2	Salmon, per case	5 25
Rice, per ton	71 00		5 70

REGINA.

August 24.—This week the whirr of the binder was heard throughout the country generally and quite a few farmers were seen driving their newly-purchased binders along the streets of Regina, so that they would be in a position to cut as soon as the grain was in shape. The main trouble just now seems to be the difficulty in procuring harvesters. In conversation with a couple of farmers living in the vicinity of Regina, they stated that it was absolutely impossible to get men to go out at all until the excursionists from the east arrived. One man stated that he had one hundred acres all cut and could do nothing towards getting it in, as he could not procure enough men to help him stook it.

Among the grocerymen noticed in the city this week was F. M. Morris, of Belle Plaine, who came down to see if he could procure a couple of harvesters to do some work for him.

Mr. Logan, of Davidson & Hay, wholesale grocers, was in the city last week.

H. E. Ford, representing the Imperial Tobacco Co., has just returned from a trip up the Canadian Northern north line, where he reports the crops as looking fine and business excellent.

G. C. Brereton, of Hamblin & Brereton, Winnipeg, spent a few days in the city this week along with Mr. Fraser, of the Sunlight Soap Co.

There are no changes to note in the grocery business and the retailers all report a good business being done and are making ready for the fall rush.

CALGARY.

August 24.—Another week of fine, warm weather has had a wonderful effect upon the rapidly maturing crops. Barley, oats and some wheat have been cut, but, generally, harvesting will not be in full swing in Alberta for a week to ten days. Grain crops of all kinds will be average or better. Sample will be No. 1, and if favored with good weather for a month longer, Alberta farmers will garner one of the most profitable crops in the history of grain-growing in the province.

Business is somewhat slack here, which is usual during August, many being out of town holidaying. The farmers, too, are busy on the farm.

Building operations go on unabated. J. T. Macdonald, the cash grocer, has doubled the capacity of his already large premises by adding some 70 feet at the rear of his store. This new addition is being fitted up with shelves, bins, and counters. The orders will now be put up here and all deliveries made from the rear of the store. The shipping department is also situated in the new addition and will afford accommodation for the more expeditious handling of the mail order department, which is growing to large proportions.

Grocery prices are practically unchanged. California dried fruits of the new pack are being quoted at slightly higher prices than last year. This is not unexpected, however, as it is freely admitted that growers lost money last year. Fresh fruits are in moderate supply, and dealers report that they could dispose of more goods if they could procure them. Alberta-grown vegetables are plentiful and of fine quality. Usually Alberta potatoes are not of the best quality, but this year's crop promises well, the warm, dry weather of the past few weeks being most favorable to the growing crop.

CALGARY MARKETS.

Sugars	
B. C. granulated	5 54
Raymond, beef	5 34
icing sugar, in boxes	7 00
powdered sugar, in boxes	7 00
Lump sugar, in boxes	7 00
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06 1/2
" 12 oz. choice seeded, per pkg	0 06
" 15 " " " "	0 07
" S. C. prunes, 90-100, per lb.	0 05 1/2
(½c. rise on a size)	
" S. C. prunes, 30-40, per lb.	0 10
Currants, fine Filiatras, per lb.	0 08
Cal. evap. peaches, choice, in 25 lb. bxs.	0 07 1/2
Cal. evap. apricots	0 13
Cal. evap. dates, bulk, Hallowee, per lb.	0 07 1/2

Pure maple sugar, per box 40 1-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	3 40
Flour, Hungarian, per 98 lb. sack	3 40
Economy	3 15
S. Bakers	2 85
Cornmeal, yellow, per 98 lb. sack	2 40
10-10's	2 65
Beans, Canadian, hand picked, per bush	3 00
California, limas, per lb.	0 06 1/2
pinks, per lb.	0 06
Bayos, per lb.	0 06 1/2
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 19
Butter, Alberta creamery	0 24
dairy, No. 1	0 20
Cheese, Alberta	0 14 1/2
Ontario, large	0 15 1/2
twins	0 15 1/2
Eggs, fresh gathered, per case of 30 dozen	7 50
Pork, prime Alberta s.c., per brl.	22 50
per 1 brl.	12 00
Canned Goods	
B. C. salmon, clover leaf sock-eye, 1 lb. tall, 4 doz.	7 00
cohoes, 1 lb. tall, 4 dozen	5 25
pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case 1 doz. gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz.	4 50

MANITOBA MARKETS

Corrected by Telegraph.

Winnipeg, Aug. 26, 1909.

The excitement in the west is very keen this week. It would be difficult to meet any business man just now whose mind is not filled with harvest gossip. Strange to say, the great harvest in Western Canada seems to directly effect every employe in the wholesale houses from the office boy to the general manager. Wholesalers are not thinking or talking of anything but business and prospects for more. It would be presumptuous to attempt to add anything to what has been published regarding the crop outlook, the newspapers have been full of it for a number of days, and now everybody is full—yes, intoxicated—with the spirit of enthusiasm

which pervades the times. Wholesalers are evidently anxious to get their share of the money that is bound to be floating in the west this fall. And they will get it; short-handed as they are just now, they are being rushed with orders. Thousands of men are coming from Ontario and the United States to help the farmers and these men must be fed. The merchants throughout the country are also reaping their harvest now, but they with the wholesalers will be obliged to wait for a good deal of their money until the wheat is paid for. They are all used to that and are willing if they can only get the orders, that's all.

There is a general firmness in the market prices this week. Sugar, currants and California raisins are all enjoying a stronger market. Rolled oat-

Potatoes, Oats and Hay

We are large handlers of the above in addition to other Island produce and can name close prices by wire for shipments to all points. We have special facilities for making prompt deliveries to all points in the Maritime Provinces and invite correspondence.

N. Rattenbury, Limited, Charlottetown, P.E.I.



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

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.

Limited

VANCOUVER, B. C.

Counter
Check
Books "Get
The
Best"

LOBLAW
CREDIT
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

Mention this paper

Manufacturers' Agents And Brokers Directory

BRITISH COLUMBIA

VICTORIA
FRUIT GROWERS' ASSOCIATION
are the largest packers and shippers of
first-class Fruits of all kinds in British
Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS., - VICTORIA

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

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

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

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

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

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

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

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

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

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

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

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

**OLIVES!! ONCE A LUXURY,
NOW A NECESSITY**

OUR LINES ARE:
**Manzanillas, Queens, Club House, Nutoliv,
Pitted, Celery Stuffed, Pimento Stuffed**

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK
FOR SALE BY ALL JOBBERS FROM COAST TO COAST

GORMAN, ECKERT & CO., Limited
LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE WINNIPEG

DO YOU WANT to buy or sell anything, to engage a clerk or secure
a situation? Try a Condensed Ad. in The Canadian
Grocer, it will bring results. Two cents per word
for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

Tactful Salesmanship for Holding the Trade

Feminine Shopper Voices Her Aversion to Obtrusively Persistent Sales Person—Clerks Must be Diplomatic in their Dealings—Inclination of the Customer to be Studied.

It is sometimes a difficult matter for the merchant or salesman to view, through the eyes of the customer, the store in which they are most directly interested. It is equally difficult to have customers express opinions upon the conduct of the store as a whole. Their patronage may, very often, be considered sufficiently indicative, but unless something unusual occurs, affecting their comfort or unless their purses are directly concerned, customers seldom give a merchant an opportunity to see himself as others see him, and then it is likely to be discouraging.

The Grocer has endeavored to secure an expression of outside opinion on this phase of the situation and, in reply to a query, "What do you consider the most agreeable form of salesmanship that you have experienced among the stores of your city," a lady residing in one of the larger cities, writes:

Bored by the Clerk.

"It is quite natural for a woman shopper, with plenty of time on her hands, to examine what is in sight in the department she visits before calling upon the salesman. She will find, however, that it is a difficult matter to conduct such a tour of inspection without being interfered with by a salesman. She cannot very well object to this when he proposes to ascertain her desires, or when she wishes to make an enquiry about goods, but when she has not made up her mind to buy it makes her uncomfortable to be bored by the persistent 'batting-in' of a salesman anxious to make a sale whether she wishes to or not. This is excusable in a small store where space is valuable, but in a large departmental store it is nothing short of nuisance.

"When a shopper has her mind fully made up before entering a store, she is not confronted by the same irritating process; she buys what she wants and departs. It is, I maintain, quite pardonable for a salesman to introduce new goods which he may think will appeal to the customer should she appear inclined to further examine articles at hand on the counter, but the salesman should be a close student of the disposition of his people. An obtrusive persistency may make a sale, but it will not make a regular customer. The shopper likes to exercise her own judgment up to that point where the knowledge of the salesman is essential to further enlightenments.

Ascertain Shoppers' Needs.

"I do not wish to be understood as stating that a salesman should not endeavor to ascertain a shopper's requirements as soon as she appears. He would be negligent in his business if he did not. His first duty is to ascertain whether he can be of any service. In

the majority of cases he will find that the shopper has something on her mind and that, without proving obnoxious, but, courteously attentive and agreeable, he will finally obtain results. She may wish to see goods, but does not wish to buy immediately. An obliging attendance on such an occasion will give the shopper a favorable impression and she will not forget it. But no shopper likes to be made to feel that she has to buy in order to escape from the salesman.

"I would say, therefore, that the most agreeable form of salesmanship, and also the most effective, so far as my experience goes, is that which has been courteous under all circumstances. It must be trying for a salesman sometimes to preserve his equanimity. His whole attitude will suggest, however, that it is a pleasure to show goods, but not to get on the nerves of his customers. The tactful salesman must necessarily be a close student of human nature, with the ability to draw therefrom those deductions which will prove an asset in making and holding, rather than marring and losing, a customer. He will know when his suggestions are wanted, and will offer them in such a way that his customer will feel that she still knows what she wants.

Counts for Store and Clerk.

"I have endeavored to give you a description of the most agreeable form of salesmanship I have met with in the stores of this city. It is the salesmanship that counts, both for the store and the clerk, because once she has come in contact with it, the shopper makes note of it and she will return to do business there later on."

The above letter was handed to the head of a department in a large Toronto store, and he immediately declared that it voiced his sentiments on the question of salesmanship.

A Case in Point.

"Let me tell you of an incident which occurred in our store some time ago," said he. "A lady, apparently a stranger, entered and asked to be shown a certain line of goods. She was somewhat diffident about it, as she stated that she was not prepared to purchase at the time; just wanted to see the goods. The sales-lady obligingly went through the stock for the shopper's benefit. When she was satisfied, she departed. We thought no more about it until, a couple of days later, the lady called and gave an order for \$40 worth of goods. Now, it would have been an easy matter to have spoiled any inclination she may have had to enter this store again. She is now a good customer, and another thing about it, she always asks for that particular clerk when she comes to this department.

"We have always made it a rule of the store that salespeople must display as great enthusiasm in showing goods to a doubtful customer as to one who unmistakably comes to buy. When a person enters the store with the expressed purpose of merely looking through, he or she is never pestered out of their good nature by the obnoxious attention of clerks. A shopper may very often form a decision more satisfactory to herself if she is left alone than when a salesman interferes with her train of thought, so to speak. On the other hand, there are people who request suggestions, and then it is up to the salesman. If he is tactful, he will be all things to both kinds."

LIVE WINDOWS NEEDED.

There is a vast difference in the amount of good which different people get out of their window displays.

A great many grocery stores, we are obliged to admit, don't "work" their windows as they should, and as a natural result the windows do not work for them.

The windows must be kept alive. They must be made to tell a distinct, emphatic story to the people who pass by and look in.

You can't make a lively window without putting things there which will attract attention, and cause people to keep watch of the windows for interesting things.

One grocer we know of adopted a simple little plan for a lively window attraction which brought him good results. About Thursday of each week he put a big placard in his window saying:

"Watch this window after 6 o'clock Saturday afternoon. Don't miss it."

Then at 5 o'clock Saturday the curtains of the window are drawn, and the merchant puts into the window some especially attractive bargains. It may be a choice line of sundries, at ten cents each; it may be a display of bananas at a low price, or in the berry season, of berries at a low figure. It is bound to be something which will move fast, and attract instant attention. People have learned to watch for this Saturday night window, for it always holds something especially attractive.

Tom Murray, the famous Chicago clothier, makes his windows shout for him all the time simply by his ingeniously worded and always convincing placards, written with a blue pencil on big sheets of paper, and fastened to the glass.

About the most discouraging looking thing about a store can be its window. A stale window, which has a tired, fly-specked look, indicates the same sort of a store back of the window, and repels, rather than attracts trade.

Keep the window fresh and lively. Keep the glass clean, and the woodwork freshly painted and gleaming. Keep the display constantly changing. One week is long enough for even the best window display under ordinary conditions.

The merchant who can't find fifty good window decorations a year in his establishment is certainly too slow to be in business in these hustling days.—*Merchants' Journal.*

Prominent Expert's Advice: Keep Your Teas Uniform

Mr. Joseph M. Walsh, a well-known authority and writer on tea, in a second article on "The Art of Selecting and Testing Teas," in the August number of the Tea and Coffee Trade Journal, says:—

The importance of retaining the quality and flavor of the tea to which his customers are accustomed cannot be over-estimated by the dealer, as no dealer can afford to jeopardize his business or can expect success if his teas should one month consist of heavy-bodied, fine-flavored teas and the next of a thin, dull and watery liquor, and the third of a sharp, pungent and rasping kind. To maintain this essential regularity and uniformity is difficult, it must be admitted, as no two consecutive importations of tea will be found exactly alike, even though selected from the same picking or selected from those grown in the same district; the variations may still be so wide as to cause dissatisfaction among his patrons. Therefore, it becomes essential to the permanent success of the dealer to pay particular attention to the quality and uni-

formity of his tea, there being no article he handles which will attract or retain trade longer than good tea. A fine tea at a legitimate profit will create more comment in a neighborhood than any other commodity used at table, and, again, if customers should once lose confidence in the honesty or ability of the dealer to please them they will be repelled rather than attracted, it being almost impossible to get them back again. This is so important that it will not pay the dealer to make any mistake in the selection of his teas, as such mistakes will prove fatal to the holding of trade. Again, poor or inferior teas will drive away more customers in a week than can otherwise be made in a year. It will be found, therefore, much better and more profitable in the long run to sell only good teas at a smaller margin than to sell inferior teas at a larger one.

The remarkable success of **RED ROSE TEA** is due, first, to its high quality, and then to the fact that the quality is kept absolutely uniform. Every merchant and every user of **RED ROSE** knows that the next package will be as good as the last.

In bulk tea it is impossible for the retail grocer, especially under present trade conditions, to secure uniformity of straight tea. **ESTABROOKS' BLENDED TEAS** in bulk are, like Red Rose, guaranteed always uniform in quality. Besides, the expert blending of teas from different gardens makes them much better value than straight teas at the same prices; they have more body, richer aroma, more delicious flavor than straight teas.

Write for samples of Red Rose and Estabrooks' Blended teas. They will interest you. Packed in black, green, mixed, in both lines.

BRANCHES:

Toronto—3 Wellington East
Winnipeg—315 William Ave.

T. H. ESTABROOKS

ST. JOHN, N.B.

MARITIME

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MARITIME BOARD REPORT

(Continued from page 40.)

been left alone. Prince Edward Island should get what she deserves before any union was thought about.

New Men at the Helm.

The nominating committee under the chairmanship of W. F. Tidmarsh, reported as follows:—

President—W. B. Snowball, Chatham, N.B.

1st Vice-president — D. F. McLean, Port Hood, N.S.

2nd Vice-president — James Paton, Charlottetown, P.E.I.

Secretary-treasurer—C. M. Creed, Halifax, N.S.

Corresponding Secretary — W. L. T. Weldon, Chatham, N.B.

Auditor — E. A. Saunders, Halifax, N.S.

Mr. Snowball, the president elect, thanked the members for choosing him for the position. He hoped they would all come to Chatham, where the beauties of the Miramichi would attract and hold. Perhaps they would like the place so well that it might be selected as the site of the union parliament buildings. The other officers spoke, showing their appreciation of the honor conferred upon them.

Decision on Withdrawal.

It was announced that the St. John delegates had arrived and the left-over matters were discussed. Mr. Harvey, of St. John, announced that St. John had decided to withdraw from the Maritime Board of Trade. He spoke of contentious subjects which had dominated the Board. The St. John Board would cease to have any connection with the Maritime Board, with this meeting. He regretted that he had not any chance to say this before the officers were elected.

Mr. Paton said it was remarkable that delegates would come to advocate union and at the same time announce their withdrawal from the Board.

Mr. Logan could hardly believe St. John would do what the delegates had said about withdrawal. He would like to ask if the St. John Board had passed a resolution to that effect.

Mr. Bentley stated that the Maritime Board had accomplished great things. He regretted the action.

Senator Ross also regretted the action of St. John delegates. It was the first step towards weakness.

Mr. Edgett also regretted this bitterness of St. John. The Board should be broader and bigger, and surely St. John should reconsider their decision. It did not seem fair to throw this shock into the Board at its last call.

Mr. Snowball felt it was a disgrace to have these things from St. John. He would not have accepted the presidency had he known the action of St. John. He had for years benefited by the meetings of the Maritime Board. He hoped

St. John would stand by Chatham now, as Chatham had stood by St. John.

A. M. Bell referred to last year's meeting in Halifax, when he was president, and also to the year before at Amherst. He noted that St. John referred to the meeting of last year, and he felt it particularly keenly.

He went over the differences of opinion which had existed between St. John and Halifax. St. John has had the wrong end of the argument all along, and because they could not be reconciled they had decided to quit. Because they could not carry against the wishes of the meeting a local issue, should they withdraw? D. F. McLean regretted the bickerings. He would like to see more patriotism. St. John was not New Brunswick, nor

been a power. If St. John persisted in withdrawing, it would be met with general regret and the most influential Board of New Brunswick would be lost.

An Answer From St. John.

Mr. Harvey's mission to carry out the mandate of St. John Board was unpleasant. He referred to Mr. Bell's remarks and pointed out that the St. John Board had gone into history fully, before they came to the decision to withdraw. He knew that the delegates had received courtesy, but they wanted more than courtesy. They wanted action.

He regretted that theoretically the Maritime Board was a great institution, but practically it was of no great value. It was principally resolving. He re-



JAS. PATON.

President of the Charlottetown Board of Trade—a Strong Man Everyway, who Has Done Much for His City. He Did Yeoman Service During the Convention and Deserves Public Congratulations. He was Elected Second Vice-President of The Maritime Board.

Halifax all of Nova Scotia: The Board was dealing with larger issues and not with whimsical matters.

D. A. Morrison said as a member of the St. John Board that he was astonished at the action. He had always looked up to St. John business men as leaders, and it was a surprise to him. Their idea is that the Board had not been a success. Time had been wasted, etc. Whatever they thought, the action was not manly; it was not the nice way, not the usual St. John way. He believed St. John should come up with greater strength, instead of giving up. He believed the Maritime Board had done a great work and their voice had

called the Amherst meeting, when he claimed that St. John offered to withdraw their resolution if Halifax would withdraw theirs.

"Yes," said Mr. Bell.

Mr. Logan offered a suggestion that there "were other places on the map besides St. John and Halifax." He believed Mr. Harvey was largely right regarding the discussion of too many petty matters.

He referred to the House of Commons where all kinds of trifling matters were discussed, and it was necessary to have a revision of subjects.

Then there was an old jealousy between St. John and Halifax, and that

was one of the rocks on which the Board would be wrecked. The action of St. John was unfortunate. The Maritime Board met all day and all evening and another morning, and then when the paper containing the list of subjects was swept and when the officers were elected, the St. John Board stepped up and offered a resignation from the Board.

If he were president he would not accept the position. Some notification should have been sent to the Maritime Board beforehand. If the metropolitan city of St. John withdraws it means death to the Maritime Board.

He suggested that the St. John Board reconsider and give notice that next year they would resign. He implored the St. John Board to remain in the Maritime Board.

Mr. Hawke was another in accord with Mr. Logan, but he would recommend that the president should not resign, but should stick to his guns and they would all unite to live even if St. John did pull out. Even if St. John deserted, the Board would not die. He likened the situation to political resignations. He knew St. John was a great city, but the Provinces were greater. St. John City had, he believed, acted against their own interests. He thought there was room for improvement in the Maritime Board as to subjects for discussion. He recommended some changes in arrangement and advised cutting out the petty slurs and the personal pettiness. He appealed to St. John delegates to go back with a decision to reconsider. Political parties had all these troubles. Great bodies of men had to make sacrifices. Surely St. John could change its decision. He believed there would be a remedy. Instead of separating, they should unite. It was a grave matter to break up now.

J. L. Stewart, of Chatham, warned the chairman that discussion was taking place which had no application to the subject in hand. If St. John wished to resign they had a perfect right to do so and perhaps they might have the same right to return next year.

Mr. Harvey replied briefly, saying it was impossible to reconsider their decision, if the Maritime Board existed as it did to-day. When the Maritime Board came back to the lines for which its constitution aimed, St. John might be able to reconsider. Slurs and personal remarks had tended to kill the Maritime Board, and he was sorry.

To Work for Closer Union.

W. N. Edgett believed that notice must be given and he offered a resolution with the assumption that St. John had struck the key-note of saving, rather than killing the Board. The resolution was seconded by Mr. MacLean, and is as follows:

"That a special committee be appointed from this Board to change the method made in the arrangement and adoption of subject papers for discussion before the coming conference, and for providing ways to elevate this Board to a higher

standard of discussion, and binding this Board closer together."

Mr. Snowball, the president, said he was not going to resign, and he intended to make this year one to be long remembered and by all odds the best in its history. He hoped St. John would give the Board one more chance.

State of the Finances.

The financial statement was adopted, as follows.

The Maritime Board of Trade.
To Chas. M. Creed, Secy.-Treas.
To general expenses \$129.32
Secretary's salary 150.00

Credit.

1908—
August 18,
By balance on hand... \$58.52
By subscriptions col... 60.15
1909—



A. M. BELL,

Of Halifax, an Ex-President, and a Keen Debater at the Various Sessions.

By balance on hand, 1909 216.25
By bal. on hand, 1909, 216.25

Cash bal. on hand \$55.40
Subscriptions to collect for 1909... \$84.05

CHAS. M. CREED,

Secy.-Treas.

Audited and found correct.

E. A. SAUNDERS, Auditor.

Just at the close of the Board, Wm. Stewart, of Summerside, arrived, explaining that owing to a local election in that town on Wednesday, he had been unable to attend. He dealt with the question of the inspection of all farm products, reading a short article from the Halifax Chronicle, speaking of the need of inspection.

Mr. Edgett spoke on this subject, supporting it, and Mr. Stewart's resolution in this connection was adopted.

Senator Ross then paid a compliment to the chairman.

Votes of thanks were passed to Premier Hazard for his kindness in permit-

ting the assembly hall of the Government for the meetings; to the Charlottetown Board of Trade for various courtesies; also to the press and others, including the officers of the Board.

Geo. E. Calkin brought in a resolution as follows, which was left over until next year:

"Resolved, That in the opinion of this Board, the enacting of eight hours as a legal day's work would not be to the best interests of the agricultural districts of the country."

Approve of Dairy Inspection.

A letter was submitted during the discussion of the Summerside resolution, from Theodore Ross, of the Department of Agriculture, which showed that the Georgetown Board of Trade had passed a resolution approving of Government inspection of all dairy and other farm products. This was placed in the hands of the meeting by Mr. McFayden. The meeting then adjourned, after singing "God Save the King."

Post-Convention Events.

At noon the delegates were the guests of the Charlottetown Board of Trade, and an excursion to Vernon, where, at the Hillsborough consolidated school, a lunch was served. Speeches were given by President Snowball, H. Logan, Senator Ross and J. Paton.

After a delightful inspection of the college, the party was taken by special train to the Riverside Driving Park grounds, where the Caledonian Club of the Island were holding their annual Scottish gathering. The event was under the patronage of His Honor Lieut.-Gov. McKinnon, and His Worship the Mayor. The skirl of the pipes and the good dancing, coupled with a fine, real amateur athletic programme, delighted the visitors. The Scotch dress was in evidence everywhere and as Senator Ross said: "We had a good time, though whisky was scarce."

The delegates returned to Charlottetown in the early evening, happy and tired.

Notes.

Men like Secretary Miller, of Charlottetown, are hard to find. He proved an open-handed entertainer, and he and his Board were much praised.

Charles Creed was still showing his appreciation of the beautiful ladies. Charlottetown is blessed with nice women and agreeable men.

W. B. Snowball made an ideal chairman. His pleasing diplomacy threw him on troubled waters quite often.

Mr. Tidmarsh is a valuable man to have in a city, as he is big, generous, thoughtful and clever.

Hance Logan, the former M. P., is a fine singer and in the special train, and his bevy of ladies made the evening ring with splendid songs.

St. John men were all good-humored over the action, and considering this, it is likely if St. John and Halifax bury the hatchet, things will be a right yet.

Chatham some good carry out There is Chatham. ons are forget that hotel with

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The follo present : NOVA Morrison, Kings Co Bear Riv Port Ho Bridgewa Findel. Pietou Ferguson. Canning-Truro—C

Halifax— A. Jol tman, T. J. nders, outwill E. C EW BL yball, ody, C oncton A. Edg to. Jol rvey, S. F. erson. RINCE Thos Charlott arsh. ace H er, G. I Georgeto Summers towness.

Chatham next. Mr. Snowball promises some good things and he is the man to carry out his word.

There is a fine river and harbor at Chatham, where fine steamboat excursions are available. Then, too, don't forget that Chatham has a fine, modern hotel with best of accommodation.

THOSE WHO WERE THERE.

The following is a list of delegates present:

- NOVA SCOTIA—Amherst: D. N. Morrison, H. J. Logan.
- Kings Co.—S. J. Murphy, Jr.
- Bear River—Lewfert Ruggles.
- Port Hood—D. F. McLean.
- Bridgewater—Frank Davison, A. R. Feindel.
- Pictou—John D. McDonald, A. A. Ferguson.
- Canning—A. S. Burgess.
- Truro—C. E. Bentley.

For the cuts in this issue, showing scenes in Charlottetown, Halifax, St.

John and on the Miramichi. The Canadian Grocer is indebted to the I.C.R.

Advantages of Capital of the Garden Province

Charlottetown, Conspicuous for its Beauty — An Attractive Centre for Manufacturers and Tourists — Systematic Lay-out of the Streets—Some of the Manufactured Products.

Staff Correspondence.

Charlottetown, Aug. 23. — Charlottetown, where the conference of the Maritime Board of Trade met this year, is known for its beauty all over the world. It is the third in size of the cities in the lower provinces. It was founded by Morris & Deschamps in 1768, and was incorporated in 1855. It possesses one

The streets are regularly laid out, and are very attractive.

Beautiful public gardens adorn the heart of the city. It has a good lighting system, the best of water, and a modern system of sanitation. One of the most beautiful spots in the neighborhood of the city is Warren's Farm, at Rocky Point, nearly opposite the city, and within a few minutes trip by ferry. This was formerly Port La Joie, the former capital and residence of distinguished French officers under the French Regime. This fort was first settled by the French in 1720, but afterwards allowed to decay, but, in 1749 the Fort was resuscitated, and new buildings erected. The principal fort designed and laid out by the French, and afterwards laid out by the English, was called Fort Amherst.

The Victoria Park is one of the finest to be seen anywhere; it has an area of sixty acres. At Fort Edward located in the park may be obtained a fine view of the harbor and the rivers. Beautiful drives wind through it, and it would be a splendid place for automobiles, which are unhappily or otherwise forbidden on the whole Island. The golf links of Charlottetown are second to none in the world. They are said to even surpass links at St. Andrews.

Centre for Manufacturers.

Charlottetown contains some important factories. The principal ones are the Charlottetown Condensed Milk Factory, Bruce Stewart's Foundry, The Charlottetown Foundry and Machine Co., a boot and shoe factory, a flour mill, pork factory and several minor industries.

The island is easily reached by excellent steamship service, which, rather than being a toil to the tourist, is a real pleasure furnished by a beautiful sea voyage, which will long be remembered by the traveler.

T. B. and D. J. Riley.

One of the oldest manufacturing tobacco establishments in the east, is that of T. B. & D. J. Riley, of Charlottetown. The business was established in 1860, and from a small beginning has developed into a large and important industry thoroughly representative in every way. They manufacture and deal in all kinds of smoking and chewing tobaccos, and make a specialty of the following brands:—American Leaf twist, combina-



Salmon Fishing on the Miramichi in Northern New Brunswick.

Halifax—A. M. Bell, Hon. Wm. Ross, A. Johnson, A. MacKinlay, A. N. Leman, A. K. Payzant, W. B. Rankin, T. J. Penny, Jas. Anderson, E. A. Sanders.

Kentville—C. W. Webster, J. W. Ryan, E. Calkin, Robert Harrington.

NEW BRUNSWICK—Chatham: W. B. Snowball, J. L. Stewart, F. M. Gody, Chas. E. Oak.

Moncton—T. Williams, J. T. Hawke, A. Edgett.

St. John—Chas. Robinson, J. N. Grey, E. L. Jarvis, J. N. Dordy, S. F. White, C. E. Ryder, W. E. Peterson.

PRINCE EDWARD ISLAND—Alberton: Thos. Wilkinson, A. J. McFayden. Charlottetown—D. Nicholson, W. F. Marshall, Jas. Paton, W. H. Aitken, Grace Hazard, N. Rattenbury, F. H. G. E. Auld, F. W. Hyndman.

Georgetown—Archibald Maccoones. Summerside—Wm. Stewart, R. S. Towns.

of the finest harbors in the world; not only is it open to the ocean, but it is located at the confluence of three rivers—York, Elliot and Hillsborough. It is the capital of the Garden Province, and it is the principal city, where a thriving trade is carried on during the summer months. It has a splendid steamship service, and is the headquarters for the Charlottetown Steam Navigation Co., whose boats ply between the Island and the mainland.

A Mecca for Tourists.

For nearly half a century it has been known as one of the healthiest spots in the Dominion, and every year tourists flock to the island in increased numbers. The city is like a garden, the trees having been planted on all the streets, and being so fully surrounded by water it is never hot, even on the hottest days.

tion leaf twist, Turkish Navy smoking and John Bull chewing.

A specialty is also made of quality and the demand that is steadily increasing for the Riley goods is the best testimony to their quality. They sell all over the Island, and do some jobbing trade in other parts, always backing their goods by a guarantee that they are just as they represent them to be. The firm have a handsome building, largely occupied in carrying on their business and which is known as the Riley Building.

The individual members of the firm are keen, progressive men who have always taken an interest in the welfare of the city.

Carvell Bros.

One of the oldest established and thoroughly representative grocery houses in Charlottetown is that of Carvell Bros., whose place of business is located on Queen Street. This business has been established for many years, and has a steadily increasing patronage from retail merchants all over the Island. A specialty is made of select goods at reasonable prices, and further, a guarantee is given of prompt delivery. A staff of travelers is kept on the road, and a full range of staple and fancy groceries is always carried.

W. H. Aitken is head of the firm today, and is actively interested in the city at all times. He is on the council of the Board of Trade, and took an interest in the deliberations of the Maritime Board of Trade.

N. Rattenbury, Limited.

One of the best known wholesale grocery houses in the Island is that of N. Rattenbury, Ltd. They have been established under this firm name for 15 years, and have steadily grown in public favor.

Mr. Rattenbury is a careful business man, whose obliging disposition and keen attitude regarding public welfare have made him many friends in Charlottetown and the Island. They keep a staff of travelers busy all over the Island, and their trade is among the best class of retailers. A specialty is made of Dominion Blend tea, which is said to be among the finest Ceylon tea sold.

Mr. Rattenbury is a member of the council of the Board of Trade, and is a thoroughly representative citizen and merchant.

Carver, The Oyster Man.

Carver, the oyster man, runs an extensive business in oysters at wholesale and retail. He has a good connection for buying and selling oysters all over the Dominion, and in addition has a retail store, where refreshments are served at all times.

Famous Soap.

The P. E. I. Soap Co. is the only soap manufacturing on the Island. They manufacture a special line of washing soaps and "Famous" is their leading brand.

They guarantee the purity and excellence of their goods and have developed a steadily growing trade wherever the goods have been introduced. Mr. Grant

the president of the company is a keen, capable business man, and has been an alderman for some time, as well as a member of the Board of Trade.

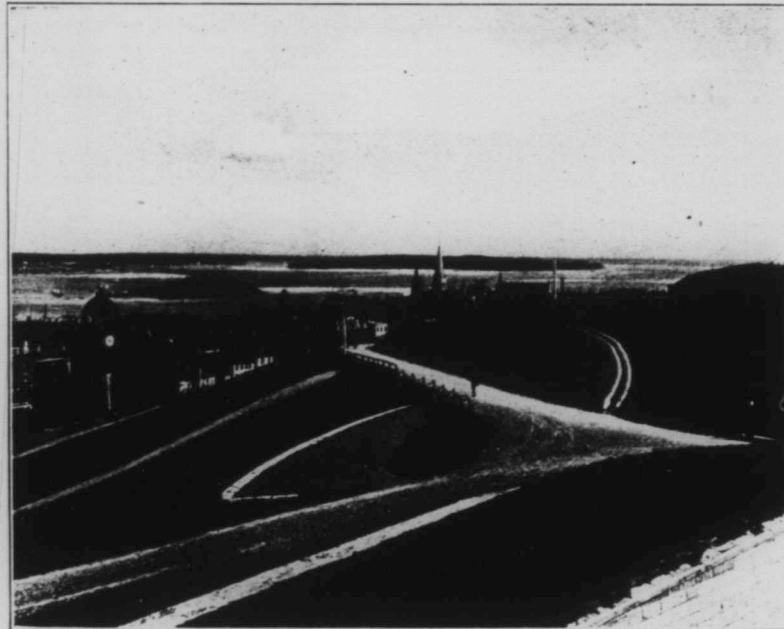
Outstanding Features of Canada's Harbor City

Wonderful Business Development in Recent Times—Facilities for Shipping Unsurpassed in the Dominion—The Home of a Champion Sculler—Possesses a Board of Trade Full of Activity.

Staff Correspondence.

Halifax, Aug. 23.—The city of Halifax is known far and wide as a military city. Its past is steeped in heroic doing, and its traditions are interesting to all who enjoy the militia. This is still fascinating, but modern people are developing a belief in the business side of the city. The majority of business men are wealthy, they take life rather easy and devote some time to the enjoyment of life.

the winter. At the Maritime Board meeting the old question of running rights of the C.P.R. over the I.C.R. was again taken up. The city is fortunate in having good local railroad facilities, including those furnished by the I.C.R., the D.A.R. and the I.C.R. No guide book or railroad literature could be published without extended reference being made to Halifax harbor and city. The harbor is scarcely equalled in the



GENERAL VIEW OF HALIFAX, N.S.

Everywhere are unmistakable signs of business developments and activity. The Street Railway is one of the best to be found anywhere. Shipping facilities are unequalled, and the local council offers encouragement to new industries. The Sillikar Car Company has had its most successful year since its foundation, and there are other industries of equal importance that are a credit to the city. The educational system finds its headquarters for the provinces in Halifax. There are splendid schools all equipped for the military training, Training Schools for refractory boys, Business Colleges, Medical Schools, two Theological Schools, Art Schools, two Conservatories of Music, Ladies' College, several Convents, and a University for higher education.

Commercial Facilities.

As a winter port Halifax has been well recognized lately by the fact that all the mail goes to this port during

the world. The public gardens are magnificent and are said to be unequalled anywhere. These cover seventeen acres, and the foliage and flowers are of the rarest variety. Water fowl, real swans and ducks, etc., exist in the natural lakes, and all the beauties are natural ones.

During the first week in August, MacNeill, who won the single scull championship of the continent, was given a welcome in Halifax, which for loyalty and enthusiasm could not be surpassed anywhere. MacNeill is a native and has done a great deal to advertise the city.

The Northwest arm is one of the most delightful spots in the world for water sports and sea bathing. Here the Wagwoltic Club have a well equipped club house, and the guests at the Halifax Hotel have every privilege of this club. It is suitably named, being an arm of the sea stretching northward three miles until it reaches a point half a mile from Bedford,

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Industrial Qualifications of the City of St. John

Its Admirable Location Gives It a National Prominence—Terminus of Two Railways—Harbor Facilities Play Important Part in its Industrial Life—Centre for Good Business Firms.

Staff Correspondence.

St. John, Aug. 25.—No city in the Maritime Provinces has won a better name for itself than St. John. Admirably located where the summers are cool and long and the winters are moderate and not too long, the city has won especial favor with tourists.

It is as a business city that St. John is best known. Her healthy climate seems to have created a mental and a physical equipment for her citizens that has meant enterprise and success in business.

The local Board of Trade has always invited industries to locate here and the council seems to have had that foresight which has attracted by careful attention several of the finest man-

own untiring energy, the quality of the Red Clover brand of teas and his ability par excellence as a salesman. St. John is a tea centre and it is well known that there is greater competition in this city than in any other city in the Dominion. Despite all this, Charles McDonald has made his way and today enjoys a fine trade all over the Maritime Provinces. He has studied the tea business from the plantation up and it is not surprising that he has won confidence and trade everywhere.

G. E. Barbour & Co.

No wholesale grocer in the Maritime Provinces enjoys a better all-round reputation for fair dealing than does G.

Good behaviour is noticed on all sides, laws are well kept; churches are well attended and strength of character and dignity are to be met with always.

The Board of Trade.

The Halifax Board of Trade is one of the most active in Canada; its strength may well be measured by the fact that it is a city of 50,000 of a population and the members of the board number 100. This is the fifth year of the board's new life of activity. They have recently been given notice to leave their very attractive rooms on account of some changes that are to take place in the building.

Moirs Limited.

Moirs Limited is one of the largest wholesale confectionery houses in the Maritime provinces. They also manufacture biscuits of first-class quality which they guarantee to be pure. They have a modern plant equipped with all the latest machinery. Their greatly increased trade goes to testify to the good work done by the house, and their management are clean, progressive business men, who are developing an industry which in every sense of the word is a credit to the city.

The I.C.R.'s Halifax Men.

B. Lambkin, assistant general passenger agent, is looking younger every day. "Jim," as he is known, has developed a very large number of friends all over Canada, and especially in Halifax and the province where he is "making good" in every particular. The I.C.R.'s offices are handsomely fitted up and it is one of the most popular spots in Halifax. The staff are all courteous and attentive to the public, and it is no trouble to get information here. Thousands of travelers call if only to shake hands with "Jim," and many of them are grateful to him for calling attention to parties and individual persons on behalf of the I. C. R. How he keeps up his perennial youth is a secret that a great many people would like to discover. It is generally expected that he will keep it for years to come.

LIVE TIPS FOR THE SLOW.

Many are called but most of them turn over and go to sleep again.

The most dangerous ailment known to mankind is the swelled head.

The fellow who thinks that his job is important usually gets just that kind.

The fellow who belittles the successes of others will never have any of his own.

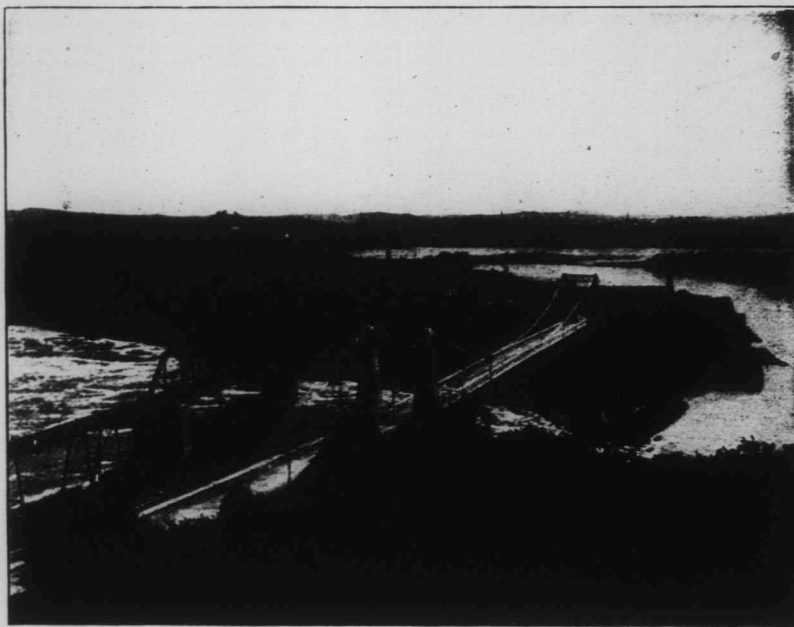
Necessity is the mother of invention; and it is what makes beggars' pleas so ingenious.

It is all right to set a thief to catch a thief if you don't want to see either of them again.

Man's greatest enemy is his fear of himself. It is all that separates him from Heaven.

Hereditary may cover the facts in the case, but no gentleman ever invokes it as an excuse.

Rules are made for people who cannot think, and they are the only ones who kick against them.—Silent Partner.



Reversing Falls, St. John, N.B.

ufacturing establishments to be found anywhere.

The city is the terminus of two great railways, the C.P.R. and the I. C. R., and it is the winter port to Canada. Thus it connects the Dominion with Europe during the winter months and the shipping facilities are unexcelled.

Other industries which have to do with the advancement of the city are the manufacturing of cotton, the pulp industry, lime quarries, fruit and produce trade and the fishing industry. All varieties of wholesale business is carried on in St. John, the grocery and hardware lines being the dominant factors.

—Charles H. McDonald.

Red Clover tea is identified with the name of "Charlie" McDonald, as this well-known manufacturers' agent is familiarly called. Mr. McDonald has had a wonderful success during the last three years, due almost entirely to his

E. Barbour & Co. They enjoy more, namely: every customer considers it a pleasure to do business with them. Prompt, polite and expeditious in all matters, the best of staff and the best of goods in all lines of groceries give them an advantage over almost any establishment lacking such qualifications. No matter who the caller is at the Barbour place of business he may be positive of a nice reception, and even if no business is done, it is one of the characteristics of the house to treat everyone well. Certainly G. E. Barbour & Co. have a great future before them.

Thos. McCready & Sons, Ltd.

The fine plant of Thos. McCready & Sons has been much enlarged during the past year and they have now one of the finest vinegar factories to be found anywhere. They manufacture pickles and spices and have a specialty of the purest of cider vinegar, guaran-

THE CANADIAN GROCER

teed the best available. It is now a quarter of a century since this business was established and it ranks in the forefront of the eastern industries. They make Worcester sauce, fruit syrups and mustard, all of which have a steadily increasing sale all over the Dominion. J. T. McCready is general manager and secretary of the company and to his ability is largely due the modern plant and recent improvements. Prompt shipments are always assured.

The White Candy Co., Limited.

The White Candy Co. seems to survive all the competitors in the candy business and they hold their trade stronger as years go by. This can be largely attributed to the sterling quality of the goods and the excellent management and practical knowledge of the candy business possessed by Thos. White, the founder and owner to-day. They make a rare variety from the cheapest penny goods to the more expensive box and finest holiday goods. Purity is the watchword, and fair dealing is a characteristic at all times. Mr. White has an ambitious scheme on now

his own in Amherst—which he still retains—for years. Mr. Wetmore is known in St. John and other points and the combination can scarcely fail to be a strong and successful one. They carry a full and complete line of staple and fancy groceries and cover the entire field of the Provinces most aggressively. A specialty is made of promptness in

delivery and they guarantee satisfactory service all along the line.

Mr. Morrison was an active participant in the Maritime Board of Trade meeting where he has for years been a conspicuous debater. He is a general favorite—and he has one friend in the Halifax Board at whom he pokes some fun occasionally.

Building Up Business in the Island's Biggest Store

How R. T. Holman, Limited, Have Secured High Reputation for Service in Prince Edward Island — Give Best Possible Value for the Money and Treat Customers According to Their Stations in Life—"Follow Up" Methods Used Effectively—Business Men at the Helm.

Staff Correspondence.

Summerside, Aug. 25. No reference could well be made to Prince Edward Island without mentioning the biggest store, which is owned by R. T. Holman,

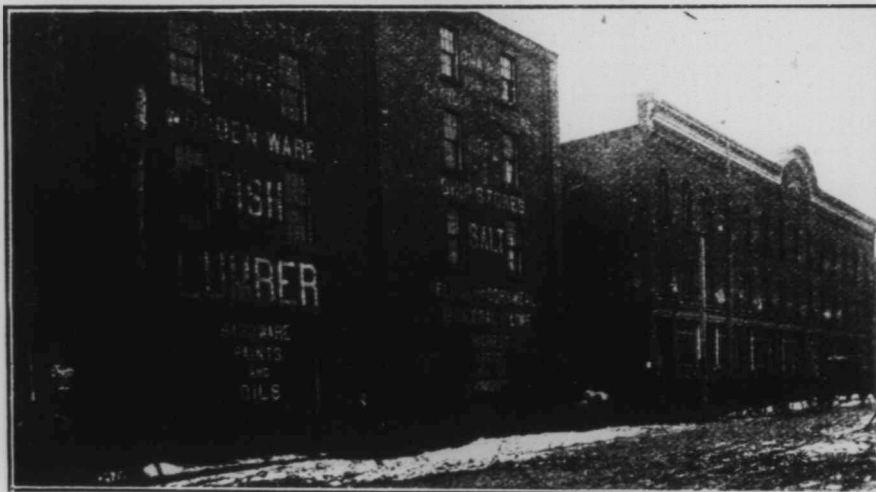
old story of necessity being the mother of invention, and the late Mr. Holman not only supplied the needs of the farmers and others, but he accommodated them in many ways, and made friends all over the Island. That life is a cumulative consequence in business, as in any other walk, is evidenced by the business of to-day, which has evolved into the corporation of "R. T. Holman, Ltd.," dealing wholesale and retail in dry goods, groceries, hardware, boots and shoes, millinery, coal, wood, lumber, wool, hides, raw furs, farm products, etc., and in almost every imaginable line from the proverbial needle to the anchor.

From the crude beginnings of years ago magnificent premises have been erected, including in addition to a splendid solid brick store, with frontage of about 390 feet, and several large warehouses, all fitted up throughout with everything modern and useful for carrying on the large departmental store.

The incorporation took place in 1909, a few months previous to the death of R. T. Holman, Mrs. Holman being still a member of the firm. The directors include Harry T. Holman, president; J. S. Hinton, vice-president and secretary, upon whom the active management of the business devolves; J. LeRoy Holman, treasurer; Geo. P. Walker and Mrs. Holman are the other directors. A glance at the store itself would be an eye-opener to many of the western people, who have a hearsay notion that people on the Island are "slow."

Timely Window Displays.

The windows of any of Montreal or Toronto's biggest stores are not as a rule more attractive than those of Holman's Ltd. They make a specialty of decorating the departments and windows so that visitors to the town—especially their own customers—are sure to see something they need, which promptly whets the buying appetite. A large staff is constantly employed, including travelers in different parts of the Island, who look after the jobbing side of the business especially, which is growing rapidly from year to year. In fact it is a slogan on the Island, not only in the retail stores but in the homes, that when



Buildings of R. T. Holman, Limited, Proprietors of "Prince Edward Island's Biggest Store."

for the enlargement of his business and his many friends wish him success.

Welcome Soap Co.

Naptha soap has become a household word all over the Maritime Provinces and elsewhere in the Dominion. The Welcome Soap Co. have every reason to be proud of their soap as it is a powerful cleanser and will hold its merit in competition against any soap made to-day. They have made a specialty of a soap for cleansing clothes, and this Naptha has made satisfied customers wherever used. A specially popular scheme will be explained to grocers who will drop a line to the head offices at St. John.

Puddington, Wetmore & Morrison.

Puddington, Wetmore & Morrison is a comparatively new firm of wholesale grocers in St. John. The individual members are all favorably known in the Provinces. Mr. Puddington was for years a traveler for an influential house and Mr. Morrison has had a business of

Ltd., wholesale and retail merchants, at Summerside. It is two years over half a century since this business was founded by the late R. T. Holman. The growth of the Island and this firm began almost together, and they have kept pace ever since. What Whiteley's did for England many years ago, Holman's have done for Prince Edward Island. There is no reasonable want known to man that cannot be supplied at Holman's, Ltd. In fact it was the genius for supplying all the wants of the people, and purchasing all farm and fish products that the people had to sell, which developed this business in the first place.

Summerside, now a thriving town of over 3,000 population, was scarcely worthy of the name of hamlet in 1857. It was merely a calling place for sailing ships, and the whole population of the Island was not large. However, this was soon remedied, and as the population increased it was only natural as a sequence that the business of R. T. Holman increased accordingly. It was the

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Store Equipment and Service are Responsible

Grocer Down by the Sea Has Splendidly Furnished Store—Carries Expensive Line of Crockery—Drawing Showing Conveniences, Including Fruit Stand, Show-cases, Self-Measuring Coal Oil Tank and Storehouse Elevator.

they think of anything they want they think of Holman's. This has been brought about by two forces, one is the basic principle of the business by the founder, namely, to give the best possible value for the money, and to give your customer terms in keeping with his walk of life. The other has been judicious advertising. Coupled with the use of the daily and weekly papers, this firm has a system of circularizing which is entirely their own. It has "follow up" methods and "reminder elements," which in some respects would give the Sheldon school of salesmanship some pointers. It is only natural that the individual members of the firm would be keenly interested in the welfare of Summerside—in fact, the whole Island.

Business Men at the Head.

Mr. Hinton, the vice-president, was one of the Water Commissioners, who installed the present system in Summerside. It is a credit to the town that it has one of the finest water and sewerage systems in Canada. The water is brought from two artesian wells. A McGill, chief analyst of the Dominion Government, pronounced these waters "of the highest degree of organic purity." This is mentioned in passing in order to show the enterprise and progress which exist in the town.

Harry T. Holman, the president, is a young man of marked business capacity, and that he has been honored by the position of president is evidence of the confidence which the other members of the firm have in him. Mr. Holman is a wide-awake business man, and is known everywhere. A similar statement might be made of the other directors of the firm who are closely identified with the best interests of Summerside. The company is in every way a credit to the town and to the Island.

Some idea of the premises may be gathered from the accompanying cut, showing the exterior of the immense buildings.

HAVE TO SHOP EARLY.

Customers of Tilbury Grocers Must Change Their Customs—A Commendable Step.

The merchants of Tilbury, Ont., have come to an agreement among themselves to ask their customers to leave orders for groceries before 9.30, as no order taken after half past nine will be delivered. This is an action the grocery-firm there think should have been taken long ago, since there is no reason why the townspeople can not get their orders in by that time. Sometimes on Saturday evenings, or more correctly speaking Sunday mornings, the delivery men from the different stores are on the street with parcels at 1.30 o'clock. Tilbury merchants are taking the proper method when they accomplish anything that will tend to eliminate late deliveries. Habits of customers have to change when everybody opposed stick together.

Yarmouth, N.S., Aug. 24.—Merchants now-a-days are recognizing more and more the value of a store that is serviceable to them. In former times any corner room in a residence was suitable for a grocery. It served the purpose of office, store-room, unpacking room, as well as a place from where to make sales to customers.

What has brought about this change? The answer is plain. Consumers want to purchase where service is efficient and where things are attractive, and only efficient service can be rendered where equipment is efficient.

Therefore when a merchant is contemplating the erection of a new store he should take into consideration the

store was planned by the owner and built for him three years ago, which was one year after he had launched out into business for himself. His connection with the trade, however, extends over a period of 14 years.

Interior Arrangement.

The store-front, an important feature in the business of any store, is an attractive one, showing two large show windows on either side of a seven-foot entrance with double-doors each 2½ feet wide. The store is 26 feet wide, leaving 19 feet of display window to the view of the passer-by. The building is 44 feet in length, divided into two sections—



Reproduction From a Photograph Showing Crockery Shelves and Counter in W. P. Crosby's Store, Yarmouth, Nova Scotia.

equipment which will best serve the interests of his customers.

One man in this town who made a study of his requirements before he built was W. P. Crosby. He now has the pleasure of giving to his patrons a service that they appreciate and he has been rewarded by a steadily growing business and a large clientele.

Mr. Crosby carries both crockery and groceries, but, while he does a substantial business in the former, the greater part of his time and attention is naturally given to the grocery department. The accompanying cut shows the proprietor at the crockery counter, on and behind which are displayed some handsome goods.

The drawing illustrating the layout of the business floor of the Crosby store shows the convenient equipment. The

28 feet given up to the store proper and 16 feet to storeroom.

The interior is painted in natural wood with white enamel shelving, which presents an attractive appearance. Modern ideas in shelving have been used, making the sides inviting to the eye. Show-cases are arranged on the grocery counter for confectionery, all of which has a background of canned and bottled goods. A large fruit stand and show-table are located in the centre of the store with a counter to the rear.

The drawing will also show the location of the office including desks and safe. As cleanliness is an important attribute to the carrying on of the grocery business, a sink and water-tap are among the fixtures.

This is more important than it may seem. No grocer can afford to sell food-

THE CANADIAN GROCER

stuffs after he has just handled coal-oil, without washing his hands. Particular customers will not stand for that, and although it looks a small matter, counts up big when a good-will to a business is considered important.

The Crosby store is fitted with one of the latest self-measuring oil tanks located in the store-room at the rear. This is kept separate from all other commodities.

The basement is the same length and width as the building and a store-room of similar size is located on the second storey. An elevator at the rear plies from basement to the floor above and saves all heavy lifting so common to many grocery businesses.

The Crosby store uses a team in its delivery waggon.

The trade being done justified the expenditure of three years ago in the erection and fitting up of the store.

Mr. Crosby says: "We have a good business and it is steadily growing."

Modern business methods, efficient service and convenient equipment tell why he is increasing his trade.

the traps full of fish during the close season on Saturday. Not only that but the Washington law says that gasoline boats must not be used to haul purse seines, yet not a rowboat can be found in use, everybody using gasolines.

Those are two of the reasons that few fish are getting past. It is all the more irritating to the Canadians, since the fish are propagated in the Fraser River, and are bound back there to spawn, and yet Canada gets little benefit. The United States fishermen are hogging the fishing, evidently little caring if it is exterminated, as long as they make gain in the present.

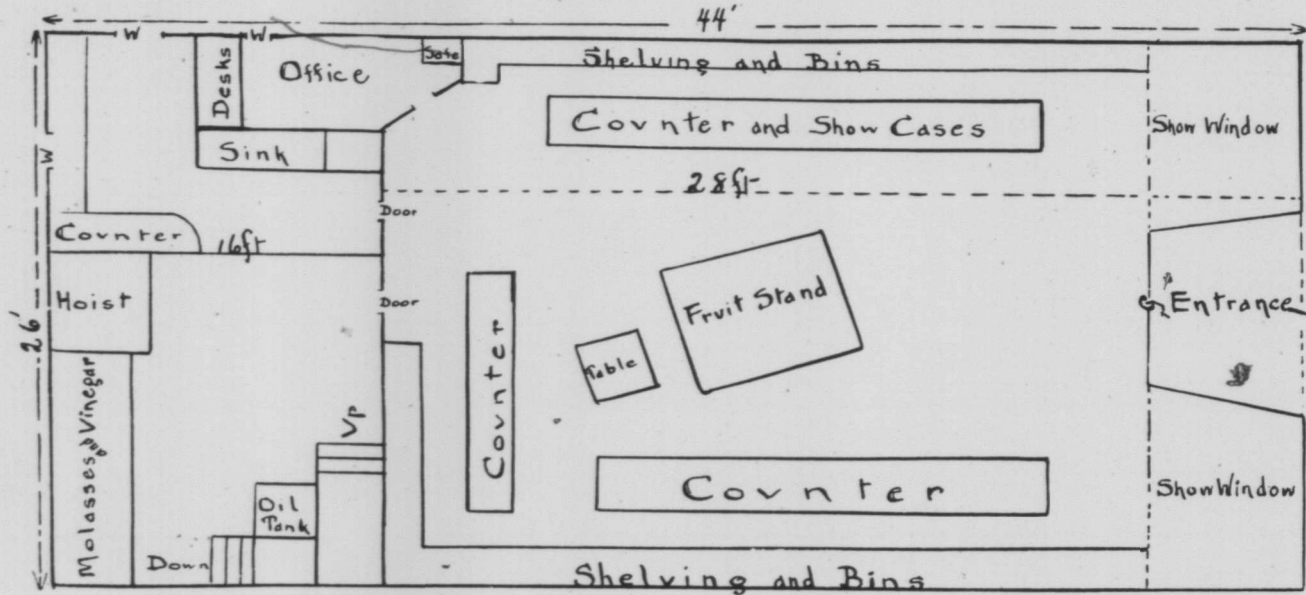
The season closes on the 25th, and the British Columbia canners expect to have put up 400,000 cases, or just half what was expected, and for which preparations were made. The pack to date on Puget Sound is 650,000 cases. Word comes to hand from the Sound that the end of the run is in sight. A request is being

HOW TO COLLECT ACCOUNTS.

Difficulty Usually Experienced When They are Not Collected at Time Agreed Upon.

It is said that when the average account is ninety days past due, it is not worth more money than two-thirds of its original amount; that at six months it is worth about fifty per cent, and that when one year over due it is practically worthless. This does not mean that no account which is a year old can be collected, but the majority of them, if they are collected, cost the creditor about as much as he receives from them.

The time to collect an account is when it is contracted. The man who extends his credits should have a definite understanding when he does so as to the exact date upon which the settlement will be made, and he should permit nothing to interfere with his bringing the matter to the attention of the debtor at the time agreed upon.



Drawing Showing the Plan of The Interior of W. P. Crosby's Store in Yarmouth, Nova Scotia.

HOGGING THE SALMON.

Accusation Against United States Fishermen—B. C. Catch Not up to Expectations.

Staff Correspondence.

Vancouver, Aug. 24.—Provincial fisheries' inspectors have obtained direct evidence that the United States trap owners are observing no close season whatever in regard to salmon fishing. They are supposed to close the traps for 36 hours each week, from Friday afternoon at 4 o'clock to Sunday morning at 4 o'clock, but last Saturday when officials went to Point Roberts, they found the traps full of fish. The entrance to the traps can be blocked by unrolling a net, but this is unrolled only to the surface of the water.

Prof. Prince also reports that he found

made to Ottawa to extend the open season, since none at all is observed on the other side of the line.

Four old Scotchmen, the remnant of a club formed some fifty years ago, were seated around the table in the club room. It was 5 a.m., and Dougal looked across at Donald and said in a thick sleepy voice:

"Donald, d'ye notice what an awfu' peculiar expression there is on Joek's face?"

"Aye," says Donald. "I notice that, he's dead! He's been dead these four hours."

"What? Dead! Why did ye no tell me?"

"Ah, no—no—no," said Donald. "A'm no that kind o' man to disturb a convivial evening."

There is not a shadow of a doubt but what hundreds of thousands of dollars are lost in poor accounts which could have been collected had the merchant used only ordinary business caution and demanded payment when the account was first due.

Many customers living well up to their income hate to pay for dead horses, and after they find that their creditors do not push them too strenuously for the amount of their indebtedness they naturally are inclined to become careless about the matter and neglect to pay what they owe, unless closely followed up and compelled to do so.

The merchant who watches his collections closely and never permits the account of a customer to run unnoticed beyond the date agreed upon for settlement is the one who will succeed in keeping control of his capital for use in his business, instead of having it tied up in slow and poor book accounts.—Trade.

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**
Absolutely Pure.

***No Grocer can afford to be without a
full stock of ROYAL BAKING POWDER***

THERE IS NO SUBSTITUTE

SOME BIG INDUCEMENTS.

Medicine Hat council has decided to submit a by-law to the people to grant the Central Canada Meat Packing Co. ten acres of land, exemption from taxes for ten years, natural gas at 5 cents per 1,000 feet and water at cost, in order to have the company locate there.

BACON IN NEWFOUNDLAND.

That from Canada said to be Too High in Price—United States Produce Accepted.

J. E. Ray, Canadian trade commissioner at St. John's, Newfoundland, in reporting to the government at Ottawa makes the claim that Canadian produce to the country is so high in price that the trade is necessarily restricted. He says:

"Bacon and hams from the United States are readily saleable in Newfoundland not so much on account of quality as price, for it is realized that the pea and hard grain fed hogs of Canada are infinitely preferable to the corn-fed hogs of the United States. The purchasers, however, are inclined to consult their pockets as well as their taste, except in a limited number of cases.

"One of the largest packers and exporters in Canada writes: 'We are inclined to think that the majority of the trade in Newfoundland would not be disposed to pay the advanced value, and in consequence we have not made any effort to market our products on your island.' Another firm writes: 'At the present time we would not be able to compete with United States firms in shipping hams and bacon to Newfoundland; but if the buyers would be willing to pay the same difference on account of the quality as we get in England, there is no doubt that arrangements could be made to have shipments made to them.' A third firm writes: 'We have had the satisfaction of supplying one or two houses with select brand of breakfast bacon at intervals, and we are assured by them that the product is purchased because it suits a particular trade that they cater to. While the trade at present is not large, we see every reason why it should be augmented.'

Canadian Bacon Superior.

"The following extract from the letter of a Newfoundland firm probably states the position exactly. 'We handle considerable quantities of green (boraxed) hams and bacon and import the former exclusively from the United States. We might say also that we import bacon exclusively from Canada. The reason we do not handle Canadian hams is because Canadian packers cannot compete with Americans. We usually find American 1c and sometimes as much as 2c a lb. lower than the Canadian packer. On this account we have never in our experience handled any Canadian hams. We find Canadian bacon very much superior to American. We attri-

bute this to the fact that most Canadian hogs are fed on peas, whilst American hogs are fed on corn, the latter feed giving the American meat a greasy and oily nature. At present we are getting satisfaction from an exporter in Canada.'"

LONG-LIVED MARITIMERS.

A Peculiarity of the Men and Women Down by the Atlantic.

The finest product of the Maritime Provinces is not their superior potatoes, or the Malpeque oyster, or their brainy politicians, says a writer. It is green old age. Travelers from Canada—the old people of Acadia still apply that name only to Ontario and Quebec—wonder if they ever die down by the sea, and certainly no one outside ever lives long enough to find out. Every now and then Sir Charles Tupper is pointed to as a marvellous example of active old age. He is eighty-eight, and every year he crosses the Atlantic and the continent, submits to interviews, and writes for the magazines. But the old Cumberland war-horse is just ordinary for a Nova Scotian. He is not really very old, and he is not active. It is rather a shame for him to have retired. Now there is Pilot Lahey, eighty-six last September, and bringing the C.P.R. Empress steamers into St. John harbor all winter, just as he did the clipper ships of sixty years ago.

"How old are you, Lahey?" asked an old Glasgow captain, as the old pilot brought his vessel up the narrow channel past McAvity's dredge one evening last autumn.

"I'm sixty," was the gruff reply.

"Well, you don't look it," rejoined the Scotchman.

My Christmas pudding last year, writes a correspondent, was made by a New Brunswick woman of eighty-five, who thinks her daughters too inexperienced for such special cooking, and who occupies her leisure with books and needlework, announcing that she will not take up bridge until she is an old woman. I have before me a small flimsy handkerchief, hem-stitched and trimmed with English thread lace. There is nothing remarkable about its appearance, but my wife tells me it was made by another New Brunswicker, a lady of ninety-eight: that she used No. 200 thread and took up every hole, and that she doesn't wear glasses.

Of course, death does overtake some of them. Senator Wark, for instance, of Fredericton, and Mrs. Blizzard, of Grand Lake, were just over one hundred, and Joseph Wade, of Annapolis Royal, was unfortunate enough to catch a bad cold at one hundred and two, which proved fatal. On his hundredth birthday, his family unto the fourth and fifth generation greeted him at breakfast, and one rather bumptious nephew, a lad of sixty, asked him:

"Uncle Josie, how do you feel upon commencing your second century?"

"Well, my boy," said the hero of the

occasion, "I think I feel a good deal stronger than when I began my first."

The giant bees of India build honey-combs as high as 18 feet.



Anty Drudge

told women why they ought to use Fels-Naptha soap and the thousands who tried it on her advice are still using it. Does the wide-awake dealer with these facts before him, need any advice about what soap to push?



The GREAT WEST

Verily the Great West is a land of golden realizations as well as opportunities. Are you participating in these chances that lead on to fortune?

If not, why not? Get in ahead of the others.

We are thoroughly experienced and will undertake to introduce and handle your goods. We are situated to the best advantage and have large track warehouses with track accommodation at the three big trade strategic points—Winnipeg, Calgary and Edmonton.

WE ARE AT YOUR SERVICE

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary

Winnipeg

Edmonton

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

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

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

Reference—Bank of Ottawa, Winnipeg

S FINE, COARSE, TABLE AND DAIRY

A "Purity Brand" Salt

gives satisfaction.

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Get our quotations

T

WESTERN SALT CO., LIMITED

MOORETOWN . ONTARIO

WE ARE QUOTING A

A SPECIAL PRICE

ON

BREAKFAST BACON

FOR NEXT WEEK

Not Ordinary Quality, but




GUNNS QUALITY


"CURED FOR EPICURES"

Write For Quotations

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

GUNNS Pork and Beef Packers
LIMITED TORONTO



Reindeer Milk
and
Jersey Cream

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

Cooked Hams

This is the very best time of the year to have these on your provision counter.

NICELY COOKED
NICELY PUT UP
AND READY FOR
THE TABLE.

We select these Hams with great care. You will find them reasonable in price and trade winners.

F. W. Fearman Co.

LIMITED
HAMILTON, ONT.

Breakfast Bacon Skinned Backs Hams and Rolls Pure Lard

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

The WM. RYAN CO.

LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

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Produce and Provision Situation of the World

Canada Exporting Little Hog Products to the Old World—Home Trade Attracting Attention—Farmers Not Going Into Hog-Raising Extensively—Not Much Movement in Butter While Cheese is Firm.

As far as Canada is concerned, conditions seem to be changing and instead of looking to England to regulate our bacon market, we have all we can do to supply our home markets. It was thought that the high prices for hams would induce farmers to raise more, but as one packer said this morning, "Farmers are getting too weary to be feeders of swine, and are turning on better things." Hogs are still far below the capacities of the packing houses, and stocks on hand are diminishing. This week the receipts are very small, but this generally happens when farmers are busy with their harvesting. This is a condition not only local but extends beyond our own market.

Inquiries from England about creamery butter caused a little movement, but it proved that there are more sellers of butter than buyers. The exports of butter so far this year are far below last year. This shows that an unusually large quantity must either be in the hands of creameries or in cold storage, held by dealers. With much lighter supplies from Siberia and Denmark, England may wake up to the fact that she requires our butter and relieve the situation here.

The cheese market is firm, which is caused more through the keenness of buyers to do business, than on account of its value. The prices which are paid afford very small margins and although with nothing in sight on which to expect a rise, dealers have a hope that it might come their way.

MONTREAL.

PROVISIONS—Pork is easier this week, prices having shaded about 50 cents. Dressed hogs are quoted a little less than a week ago with Windsor bacon down a cent also.

Pork, 50 lbs., per lb.	0 14 1/2
" " tins, each 10 lbs., per lb.	0 15 1/2
" " " " 5 " " " "	0 15 1/2
" " " " 3 " " " "	0 15 1/2
" " wood, 20 lbs. net, per lb.	0 15 1/2
" " tin, 20 lbs. gross, per lb.	0 14 1/2
" " 50 lbs. net, per lb.	0 15
" " 37 1/2 lbs., per lb.	0 14 1/2
Canada Lard	
" " 50 lbs. net, per lb.	0 09 1/2
" " 10 lb. tins, 60 lbs. to case, per lb.	0 10 1/2
" " " " " " " "	0 10 1/2
" " " " " " " "	0 10 1/2
" " wood, 20 lbs. net, per lb.	0 10 1/2
" " tin, 20 lbs. gross, per lb.	0 09 1/2
" " 50 lbs. net, per lb.	0 10
" " 37 1/2 lbs., per lb.	0 09 1/2
Canada short cut mess, bbl. 35-45 pieces	26 50
Canada short cut back pork, bbl. 45-55 pieces	27 50
Head clear pork, bbls. 20-35 pieces	27 50
Head clear fat backs, bbl. 40-50 pieces	28 50
Head flank pork, bbl.	25 50
Pork rolls, bbl.	25 50
Plat. per 100 lb. bbls.	7 25
" " 200 "	14 00
" " 300 "	20 50
Dry Salt Meats	
Green bacon, flanks, lb.	0 13
Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 14 1/2
Hams	
Extra large sizes, 25 lbs. upwards, lb.	0 14
Large sizes, 18 to 25 lbs., per lb.	0 15
Medium sizes, 13 to 18 lbs., per lb.	0 15 1/2
Extra small sizes, 10 to 13 lbs., per lb.	0 15 1/2
Boneless, rolled, large, 16 to 25 lbs., per lb.	0 16
" " small, 9 to 12 lbs., per lb.	0 16 1/2
Breakfast bacon, English, boneless, per lb.	0 16 1/2
Windsor bacon, skinned, backs, per lb.	0 17
Spiced roll bacon, boneless, short, per lb.	0 15

Picnic hams, per lb.	0 14
Hogs, live, per cwt.	8 60 5 20
" " dressed, per cwt.	12 00

BUTTER—A little export demand was noticeable during the week, but it is now quiet. Creamery has advanced half a cent from last prices quoted and dairy is up a cent.

Creamery, solids, lb.	0 23 1/2
Creamery points	0 24
Dairy, tubs, lb.	0 18 1/2

CHEESE—There is a firm tone to the cheese market, but business is on the quiet side. August cheese is always of good quality and prices being paid on the outside boards are higher.

Cheese, large	0 12 1/2 0 12 1/2
" " twins	0 12 1/2 0 12 1/2
" " small, 20 lbs.	0 12 1/2
Old cheese, large	0 15 0 16

EGGS—This market is steady with a firm tendency during the week owing to lighter arrivals. Receipts show decided decreases under what they were a week or more ago.

Selects, dozen	0 25
No. 1, dozen	0 22 1/2 0 23
No. 2, dozen	0 17 0 18

HONEY—Prices of honey remain firm with not a great deal doing.

White clover comb honey (nominal prices)	0 13 0 13
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10 1/2

TORONTO.

PROVISIONS.—The supply of hogs this week is unusually short. This is likely owing to the busy harvesting time. The demand for all cured meats, is active and the stocks are rapidly diminishing. This, however, is expected this time of the year, and therefore is nothing alarming. Prices are strong and fully maintained.

Long clear bacon, per lb.	0 13 1/2 0 14
Smoked breakfast bacon, per lb.	0 16 0 16 1/2
Roll bacon, per lb.	0 13 1/2 0 13 1/2
Light hams, per lb.	0 15 1/2 0 16
Medium hams, per lb.	0 15 0 15 1/2
Large hams, per lb.	0 13 1/2 0 14
Shoulder hams, per lb.	0 12 0 12 1/2
Backs, plain, per lb.	0 17 0 17 1/2
" " pea meal	0 18 0 18 1/2
Heavy mess pork, per bbl.	23 00 23 50
Short cut, per bbl.	26 00 26 50
Lard, tierces, per lb.	0 14 1/2
" " tubs	0 14 1/2
" " tubs	0 14 1/2
" " compounds, per lb.	0 10 0 11 1/2
Live hogs, E. C. B.	7 60
Dressed hogs	11 25 11 50

BUTTER—There is nothing of special interest to report this week. There is considerable butter waiting for buyers. So far much less has been exported than last year.

Fresh creamery print	Per lb. 0 22 1/2 0 24
Fresh creamery solids	0 21 1/2 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE is kept at the highest limit through the keen competition of buyers, although considered too high for safe handling. The local demand is good, with a noticeable increase in consumption. This is largely owing to the fact that the best is not any too good for our own people, and instead of sending all the good cheese to England, a home trade is cultivated by putting better goods on our home mar-

ket. Good trade will always respond to good goods, and if this rule is carefully followed we may look for an extensive increase in our home market.

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

EGGS—Eggs are firm, that is, the price; the quality is weak. There are so many things wrong in our practice of handling eggs that it should attract the attention of our legislators, and institute a system by which the large percentage of eggs could be saved from spoiling. If a correct estimate could be made of the loss sustained through the careless handling of eggs it would be amazing. To save all this immense loss it would not cost the country, or any individual anything, but better habits and methods in doing the work.

Fresh eggs	0 23 0 24
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POULTRY—The warm weather, together with the fact that so many people are away from home, has checked the demand for poultry. Prices are consequently easier.

Early spring chicken, alive, per lb.	0 17
Spring chicken, dressed	0 14 0 15
Hens, per lb. dressed	0 12
Turkey, per lb., large	0 16
Spring ducks, alive	0 10
" " dressed	0 12 0 14
O. I. ducks	0 08

HONEY—Beekeepers, as a rule, are asking more for honey than buyers are willing to pay, and therefore not much has been done in honey so far.

Honey, 5-lb. pails	0 60
" " 10-lb. pails	1 15
" " 60-lb. cans, per lb.	0 10 1/2 0 11

DOLLAR FOR DOLLAR.

Finding the life of a groceryman too arduous, and having other business interests which return more dividends than his store, William Sheehan, of Springfield, Ill., has leased his store, and will go to Pueblo, Col., there to look after these other interests. The Springfield Register sings the praises of Mr. Sheehan in the following strain:

"Mr. Sheehan has been one among the few successful grocery merchants who began at the bottom and climbed to the top round of the substantial business ladder of fame, not a plunger, but a careful, enterprising, pains-taking merchant, who advertised his business by always giving one dollar's worth of groceries for every dollar received."

NOTES.

E. H. Ruttan, Wallaceburg, is enlarging his grocery by extending it several feet at the back. He intends to add a stock of boots and shoes.

Bidgetown will have a canning factory in full operation this year. The St. Thomas Canning Co. having overhauled the Harrison building and installed machinery for canning tomatoes. Some 40 hands will be employed. Machinery for handling all lines of fruit and vegetables will be installed next year.

The way of the transgressor is hard, but it isn't lonesome.

It takes a certain amount of blow and bluster to raise the dust.

The world cares little for what you believe—it's what you do that counts.

Fun Waxes High at the Winnipeg Caterers' Picnic

Grocers, Butchers and Bakers of the Western Metropolis Take a Day off — Ball Games, Fat Men's Races and the Greasy Pole Among the Features—Sensations Served up in the Baseball Contest—The Prime Happenings of the Day.

Staff Correspondence.

Winnipeg, Aug. 24.—Grocers, butchers and bakers, with their wives and children to the number of about twenty-five hundred, spent a gala-day at Winnipeg Beach on Wednesday, August 18. Many were weary from the previous day's extra trade, but as the day broke clear and bright and all plans had been elaborately prepared for the greatest caterers' picnic, there were few who did not pack their baskets and hustle for the trains, leaving behind all business cares for the



E. V. BATTLE, Y.

Secretary of The Caterers' Association, Who Was Greatly Responsible for Picnic's Success.

few foreigners in the fruit business to worry with. That day there was not a wholesale grocery house or a retail grocery store or a butcher shop or a modern confectionery store open to the public. The caterers did not care for the public—it was their day off, and they made good use of their opportunity. Three trains averaging twelve coaches each carried the jolly multitude to the greatest summer resort in Western Canada.

We will say little of the journey of fifty miles. It may be said, however, that the C.P.R. were not particularly courteous in lining up an inferior grade of rolling stock. Next year the caterers will be assured of better accommodation or the C.P.R. will lose a valuable customer.

And the Band Played.

Upon the arrival at the beach, however, the frowns quickly changed to pictures of merriment. Everybody was happy, and Winnipeg's city band under the direction of Mr. Barrowelough, which was engaged to accompany the pleasure-seekers, added materially to the fun of the day. The band consisted of about thirty instruments and they played almost ceaselessly from the time they left the city until they arrived again at midnight.

The management of the excursion is to be congratulated upon securing the services of such a "lusty bunch of tooters" as one peculiarly eloquent grocery clerk was heard to remark.

President Milton of the Caterers' Association met the trains at the depot and acted as master of ceremonies in carrying out the long programme of sports.

It Was 'Some' Ball Game

A baseball game between the grocers and butchers vs. travelers and bakers was called first and proved one of the most excitable and interesting features of the day. It was a ball match that would make a league team sit up and take notice. Jack Congleton and Jimmie Spiers, the batteries for the travelers and bakers, and Chum Neville and Thor Thorenson, two young grocery clerks, the batteries for the grocers and butchers, knew how to play ball. Chum Neville was a wonder at the game. They could not hit his twisters, and he could steel bases like Jack Thoney in his palmy days. The rooters manifested lots of spirit and had there been a grand stand around, a big league game in Chicago would have had nothing on the caterers. The score ended at 5 to 2 in favor of the travelers and bakers.

After the ball game an interesting line of sports were run off. They consisted chiefly in running and swimming races. The boys' and girls' races were keenly contested. It became quite evident on more than one occasion that the merchants of the future will not be satisfied with anything but first place. The merchants' wives also meant business when the married ladies' race was run. It became evident that if the merchants' wives were behind the counter, there would be a serious attempt to win out in a record breaking business.

Fleet Footed Grocers.

Alderman Gowler, a grocer, won the old men's race and thereby received an order for a new hat which was the first prize donated. Gowler can run, and

BUSINESS IS GOOD

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



RICHARDS

Quick Napha Soap
Snow Flake Soap
Chips
Ammonia Powder
100° Pure Lye
Toilet Soaps

Mi-Linda and Baled Havanas

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

Write for prices

W. H. ESCOTT

Wholesale Broker

WINNIPEG

MANITOBA

Let us quote you on your

APPLE BARREL

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

H. CARGILL & SON

CARGILL,

ONTARIO

SALT

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

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

The makers of "**Gillett's Goods**" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.

Gillett's Cream Tartar.

Gillett's Perfumed Lye.

Royal Yeast Cakes.

Good Goods with a Reputation.



ESTABLISHED 1852.

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

Back from the Country

Be prepared for the increased demand for CLARK'S products in September.

Hundreds of families will be calling for emergency meals—CLARK'S CORNED BEEF, CLARK'S OX TONGUE, CLARK'S VEAL LOAF, CLARK'S POTTED MEATS will all be demanded.

Make a tempting display of CLARK'S INGLASS Specialties and increase your sale of ready-to-serve meats.

Sealed as they are in air-tight germ-proof containers, fresh from Clark's model kitchens, they have all the qualities of absolute goodness to attract and to satisfy.

Be sure that your line is complete, particularly with goods in special demand in the Fall, including CLARK'S MINCE MEAT, CLARK'S SLICED SMOKED BEEF, etc., etc.

William Clark

MONTREAL

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

BOVRIL

can be obtained from all wholesale firms in the Dominion or from our depôts:

A. B. Mitchell, Mitchell's Wharf, Halifax
W. S. Clawson, 11 & 12 South Wharf,
St. John, N. B.

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. Mackenzie & Co., 306 Ross Avenue
Winnipeg

A. G. Urquhart & Co., 524 Hornby St.
Vancouver

We shall be pleased to supply freight prepaid an assortment of coloured hangers, booklets, etc. on receipt of a post card.

BOVRIL LTD.

27 St. Peter St., MONTREAL

Have You Entered the Orange Meat Contest?

If not, you are missing
an excellent opportunity
to win some large cash
prizes.

\$700.00

Cash is the First Prize

Get your customers to
save the bottoms of
Orange Meat boxes for
you.

Send your name and ad-
dress to Orange Meat,
Kingston.

Read postcard in package.
Contest closes November
30th, 1909.

SUCHARD'S COCOA

This is the season to push SUCHARD'S CO-
COA. 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.

TO WHOLESALE TRADE:—

Buy your

**Whole Spices,
Coffees,
Sardines, etc.,**

from

H. COLLINGS & CO.

16 Philpot Lane, E.C.
LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle
& Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.

Established 1856

there is little doubt that he will win out
in the next election when he runs again
for alderman. Billy Boyd reduced his
weight three pounds by winning out in
the fat men's race. Oh! how he did
puff, and his legs are still sore. His
prize was five dollars' worth of goods
donated by a wine merchant. No one
knows what he took.

The first prize championship caterers'
race of 220 yards was won by H. Mar-
ples, a young provision merchant, who
has already won fame for himself in
other circles as a harrier.

The weather and water were quite con-
ducive to a splendid exhibition in the
aquatic sports, swimming, walking the
greasy pole and long diving were the
features. The greasy pole contest taxed
the equilibrium of a few of the level-
headed boys. Only one boy walked to
the end of the twenty-foot pole as it
overhung the water.

An hour's dancing in the evening
brought the great day to a close. It was
then that the brave and the fair met to
softly congratulate one another on the
triumphs of the day.

The twenty-third annual excursion of
the caterers was the greatest in the his-
tory of the association. Much credit is
due the management for the pains that
were taken to prepare and execute the
programme in its entirety.

God prescribed exercise, but Beecham
gave us pills as something just as
good. Do not accept the substitute, but
insist upon the genuine.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain
House.

C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

The Largest and Oldest Barley
Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

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

John MacKay, Limited
BOWMANVILLE, - ONTARIO

U. S. GROCERS' ASSOCIATIONS.

The Little Rock, Ark., U.S.A., retail
merchants will again promote and man-
age their own food show, to be held Oct-
ober 20 to 30. They recently voted to
decline the offers of several pure food
show promoters.

From Decatur, Ill., comes the news
that some of the grocers did not attend
the annual picnic of the grocers, but
remained at home and sold groceries.
These stay-at-homes, however, are not
members of the association.

September 1 is the day on which the
Wichita, Kan., grocers will hold their
fifth annual picnic. The grocers will not
open their stores at all on that day.
Employees of the city departments of the
local produce houses, mills and packing
houses will be asked to join the grocers
in making merry.

State Manager, J. E. Foster, of Kan-
sas, is still busy organizing local as-
sociations of retail merchants in that
state. The latest report from him shows
that Walnut Ridge, Pocahontas, Man-
moth Springs, Harrisburg, Black Rock,
Vandale, Conway and Morrilton, are the
last towns to get organizations.

N. D. Hooper, a native of Fredericton,
N.B., died recently at Portland, Me.
Some years ago he was a member of
Whittier & Hooper, wholesale grocers
at Fredericton. Later he removed to St.
John, where he was connected with Geo.
S. de Forest & Sons, afterwards be-
coming a commercial traveler and resid-
ing at Hampton. Six years ago he re-
moved to Portland, Me., representing a
firm in that city on the road up to the
time of his death.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

**CHOCOLATE
& COCOA**



Registered,
U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.
MONTREAL, CANADA

WHY IMPORT BISCUITS?

It isn't a question of the Quality of imported Fancy Biscuits at all. We know that British manufacturers have reduced baking to an exact science—a fine art. But we also know that our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, etc., are the best made in Canada. We also know that *all*

CHRISTIE'S BISCUITS

will compare favorably with any imported line—*however high the Quality*. Christie's fancy biscuits are superior to any baked on this continent, and they are equal in Quality, Purity and Nutriment to any fancy biscuits baked anywhere. Besides—*it's a matter of dollars and cents to YOU*. You can get Christie's biscuits when you want them. Think it over before placing your Christmas orders.

N. B.—Our "Madeira Mixed" and "Cherry Rings" are the Acme of Biscuit perfection.

Christie, Brown & Co., Limited
TORONTO

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our
VILLAGE
Biscuit
retails
3 lbs. for
25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

-Let Us Help You Make Money-

With our line of quickly-selling biscuits we can do this. Secure a stock—a small trial lot at first if you wish—and just try out the goods. We are quite sure you will find them the best proposition in the biscuit line you have ever attempted.

THE QUALITY IS THERE

SO IS THE PROFIT

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

Canadian Trade Changes of Recent Occurrence

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

Ontario.

Donald McEachern, grocer, Toronto, has sold to C. E. Hubb.

J. C. Trebiloek, grocer, London, sustained loss by fire recently. He carried insurance.

J. S. Buckwell, general merchant, Rockford, Ont., has sold to Jas. S. Marlatt.

Thos. Burns, grocer and liquor merchant, Hamilton, has admitted Albert Day into partnership, the new style being Burns and Day.

W. A. Currie, grocery, millinery and dry goods merchant, and J. E. Roome, grocery, crockery and boot and shoe merchant, Gleneoe, Ont., were burned out recently.

Quebec.

B. Taylor, grocer, Montreal, is offering a compromise.

F. X. Paquet, grocer, Quebec, has assigned to J. A. LaRue.

F. Jones & Co., grocers, Montreal, are offering their business for sale.

Assets of Jos. Brunelle, grocer, St. Pie, Que., are to be sold on the 2nd prox.

Thos. Davidson & Co., wholesale grocers, Quebec, have filed consent of assignment.

Assets of G. Hebert & Fils, general merchants, Stottsville, Que., are to be sold.

Assets of Hector Cote, general merchant, Cavignac, Que., are to be sold on the 2nd prox.

Western Canada.

A. Gregg, grocer, Winnipeg, has sold to D. Mundell.

P. Boudreau, grocer, Vancouver, has sold to A. Archambault.

Peicoff and Black, general merchants, Rossburn, Man., have dissolved.

D. L. Ghormley, grocer, Stratheona, Alta., has assigned to S. H. Smith.

Creditors are in possession of E. S. Jackson's grocery store, Vancouver.

R. S. Ross, grocer and baker, Vancouver, has discontinued; creditors in possession.

R. T. Grant & Son, Ituna, Sask., general merchants, have been succeeded by the Farmers Trading Co.

The Trites-Wood Co., general merchants, Fernie, B.C., sustained loss by fire at their Coal Creek branch.

The Oak River Trading Co., general merchants, Oak River, Man., have been succeeded by Brooks and Brooks.

SOME EFFECTIVE WORK.

A splendid example of the effectiveness of retail organizations, is provided by the work accomplished by traders' associations in the Old Country as regards the keeping up of retail prices. So effective have their operations been that the Civil Service Supply Association—established since 1866—has had to conform to manufacturers' ultimatums so far as fixed minimum prices to consumers are concerned. The following advertisement from a London paper explains the situation tersely:

"The Civil Service Supply Association, Limited, established in 1866 not to make profits, but to supply the best goods at the lowest possible prices for cash, now finds that pressure from traders combined in an association for the purpose of keeping up the retail prices of proprietary articles has caused certain manufacturers to fix minimum prices below which their articles must not be sold. To meet this action the Civil Service Supply Association has decided that the extra profits derived from the sale of those articles shall be utilized in reducing the prices of the great variety of other goods in which there is and can be no limitation of price."



SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—50. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

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

PROVINCE OF QUEBEC and MARITIME PROVINCES

W. H. Dunn, 394 St. Paul St., Montreal

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

BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,
Hamblin & Brereton,

L. T. Mewburn & Co., Ltd.
The Standard Brokerage

Co., Ltd., Vancouver, B.C.,
T. A. MacNab & Co., St. John's,

Montreal and Toronto,
Winnipeg.

Eastern Provinces
Port Arthur to Alberta
Province of Alberta

British Columbia
Newfoundland

FIRST IN THE HEARTS OF CANADIANS

For Breakfast For Lunch For Dinner For Any Meal in any Season

Shredded Wheat

☐ A Canadian food for Canadians, made in Canada of the choicest Ontario wheat, steam-cooked, shredded and baked. Its steadily increasing sales establish its permanent leadership over all other cereals in Canada.

☐ If you visit the Exposition at Toronto, don't fail to see our exhibit in the Process Building where we show the complete process of making Shredded Wheat Biscuit and Triscuit, the cleanest, purest, most nutritious cereal food in the world.

The "little loaf" of Shredded Wheat contains more real nutriment than meat or eggs, is more easily digested and is adaptable to many delicious combinations with fresh or stewed fruits. Tell your customers about it.

The Canadian Shredded Wheat Co., Limited Niagara Falls
Ontario

"BIG DIAMOND"

The King of Bakers' Flour,
from Manitoba hard wheat.

"OCEAN WAVE"

A high-grade strong Winter Wheat Patent.

☐ Manufactured in the most
modern 400-barrel mill in
Canada.

The Central Milling Company, Limited

PETERBORO

ONTARIO

CORRESPONDENCE SOLICITED.

W. G. PATRICK & CO.

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

H.P. SAUCE

on exhibition in their Sample Rooms.

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

ADDRESS:

29-31 Melinda Street, - TORONTO

Do You Want to Stock the Finest Corn and Tomatoes Packed on this Continent? You Certainly Do

Then be quite sure that your stock this year is of

"ICE CASTLE" Brand Corn and Tomatoes

¶ We just want you to know that our factories at St. Johns have been enlarged and renovated, being newly equipped with all the latest machinery, and up-to-date ideas which go to make up the modern canning factory.

¶ As a result, we are enabled to turn out absolutely the finest goods on the continent. Our extensive experience, modern plants and the methods we employ are the things that count.

¶ This year we have the same particularly fancy vegetables for our packs, having supplied our farmers, as usual, with our special seeds, way back at seeding time.

DO NOT EXPERIMENT. GET THE BEST AND BE SURE OF IT.

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

Moir's Chocolates

They have the Quality

Let your wife test the quality of Moir's Chocolates. We are willing to abide by her judgment, for we feel sure she will say they are quite the finest chocolates she has ever enjoyed.

The Smoothness of the Coating

is one of their superior features. So smooth is it that no grain of the chocolate is discernible. And so rich and full-flavored, too.

Wide Variety of Flavors

Another feature that causes chocolate lovers great delight is the wide variety of flavors in each box. The "centers" are rich creams, nuts, fruits, jellies and "unique" confections.

They are Big Sellers

Naturally such superfine chocolates are immense sellers, as you would understand if you saw the large repeat orders we are daily filling. Send your name and address and we will quote you very interesting prices on our various lines.

Moirs, Limited, Halifax, N. S.

The White Candy Co.

LIMITED

St. John, N. B.

MAKERS OF

High-grade Chocolates
Caramels and Kisses

Correspondence solicited regarding exclusive control
of our specialties in all the large towns.

Samples sent to any reliable person.

Both the Name and the Design of

Cowan's Maple Buds

are patented and registered.

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patent and registered rights will be prosecuted.

The Cowan Co., Ltd.
Toronto, Can.

M^cVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal



Letters Patent

NELSON'S POWDERED GELATINE

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

NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

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

Flour, Cereals and Confectionery Department

World's Wheat Market Declines—Canadian Flour Market Follows Suit—Tendency Towards Lower Cereal Prices—Good Demand for Feed.

A general drop in wheat was reported last week in Ontario, but this week a decided decline has taken place almost all over the world. The immense crop of the great Northwest, under favorable weather conditions has a depressing effect on the wheat markets in general. The present is supposed to be the largest crop of wheat ever produced in the Northwest. While France was supposed to be short it is now reported that she has much in excess of last year. According to all this, perhaps our bakers will be good enough to give us a loaf of bread again in place of a decent sized cake.

The Canadian Grocer has been pointing out for some time to grocers, the advisability of reducing their stocks of flour and cereals, which, if they have done so it should provide them a little money in buying now at reduced prices.

MONTREAL.

FLOUR—A decline of 40¢ a barrel occurred in flour this week, following the sharp drop in wheat. The lower prices have not stimulated buying to any extent. Millers all report only a fair amount of business passing.

Winter wheat patents, bbl.	6 00
Weight rollers, lb.	5 70
Patent, bbl.	5 20
Household, bbl.	5 00
Common, bbl.	5 40
Manitoba spring wheat patents, bbl.	5 00
Strong bakers, bbl.	5 40
Roses, bbl.	5 00
Best Queen, bbl.	5 40

FEED — Demand continues very strong, with prices unchanged. No addition to stocks on hand makes it as difficult as ever to fill orders.

Manitoba bran, per ton	22 00
Manitoba shorts, per ton	24 00
Manitoba bran, per ton	22 00
Roller milled, per ton	28 00
Straight grained, per ton	32 00
Roller flour, 98-lb. bag	1 55 1 85

ROLLED OATS—Rolled oats are very quiet, at unchanged prices.

Standard oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Finest cornmeal, 98-lb. bags	2 10
Finest cornmeal, 100-bags	1 85
Finest cornmeal	2 00 2 05
Finest oats, bags	2 50
Finest oats, barrels	5 20

TORONTO.

FLOUR—Flour is just \$1.00 a barrel cheaper than it was 6 weeks ago. Wheat deliveries are very light. Farmers expected a dollar a bushel, and now since it is below that point, they are not in a hurry to bring it out.

Manitoba Wheat.	
Patent	5 70 5 75
Patent	5 30 5 40
Strong bakers	5 20 5 25
Winter Wheat.	
Weight roller	5 20 5 40
Patent	5 40 5 50
Standard	5 40 5 50

CEREALS—The prices of cereals are also responding to the general decline in grain, and are also lower. Mills are not doing much just now. This is the winding up of the old year, and getting ready for the new crop.

Rolled wheat, car load	3 50
Oats	2 50
Oatmeal, car load	2 75
Rolled wheat, barrels, 100 lbs.	3 50
Oats in bags, per bag 50 lbs.	2 50
Oatmeal, standard and granulated, in bags 58 lbs.	2 75

PEACH CROP IN ESSEX.

Estimate Places it at a Larger Quantity Than Last Season.

Kingsville, Aug. 25.—Fruit growers around Kingsville, Leamington and Olinda, which section constitutes the peach belt of Essex, are congratulating themselves on the promising outlook for the peach crop this year, which, they predict, will be unusually large.

Early in the spring considerable anxiety was felt over the rapid spread of curl leaf among the different orchards. While curl leaf has been attacking the trees for several years, the spread this year seemed much larger than usual. The trees were not affected by it as much as usual, which is accounted for among the growers by the fact that the trees came through the winter in much better condition than they generally do.

It is estimated among the fruit growers that the yield of peaches this year will be half as much again as last year, and the crop last year was considered fair.

While the crop will be much larger this year, the indications are that the fruit will be smaller in size on account of the drouth, which causes a shrinkage in the fruit.

Many of the fruit growers have been at work during the past month thinning out the peaches on the trees, as the trees are bearing so heavily that thinning is imperative.

J. C. Duke, who owns a fruit farm near Olinda, is the largest grower in the peach belt, and is considered the most reliable authority on fruit raising in the county. Mr. Duke has about thirty-five acres of peach trees, and estimates that they will yield him this year about ten thousand baskets of peaches.

"I wish to complain," said the new bride, haughtily, "about that flour you sold me. It was tough." "Tough, ma'am?" stammered the grocer. "Yes, tough. I made a pie of it and my husband could hardly eat it."—"Chicago Chronicle."



Get the Habit

of ordering from your jobber.

MOONEY'S "PERFECTION" CREAM SODAS

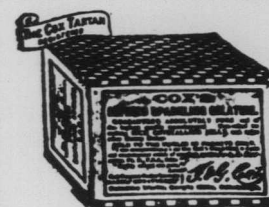
They are the kind that reach the customer in the same crisp condition as they leave our oven.

There is something about their flavor that makes them just a little more delicious than any other kind—hence the steady and increasing demand for them.

You can't afford to be without them.

THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario

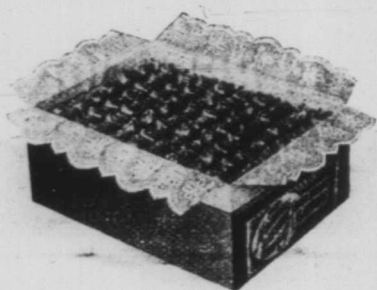


COX'S INSTANT POWDERED GELATINE

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

Canadian Agents
C. E. Gelson & Son, Montreal
D. Hanson & Co., "
A.P. Tippett & Co., "

J. & G. Cox, Ltd
Gorgie Mills
EDINBURGH



"BORDO"

(REG.)

CHOCOLATES

are sold to you, for bulk sales, in 5-lb. cartons, attractively packed, and costing you \$1.25.

You can also get the 10c. PACKAGE

which is a very popular seller at all times.

Quite convenient for small sales—and containing the same chocolate.

Keep a Stock of Both.

The Montreal Biscuit Company, "The Originators"

MONTREAL

THE LAND OF THE FUTURE.

The financial editor of The New York American recently traveled through the Canadian West, and he assures the world that the land of the future is north of the international boundary line. In The American he says:

"I have never seen such wheat. For days we traveled through magnificent agricultural country where money was growing so fast that the general prosperity to ensue is almost incalculable. Alberta is a vast coal field and granary. The Canadian Pacific traverses a territory of boundless possibilities; the Canadian Northern is reaching out to the north and west, and every foot of the 'Soo' country is productive. I must say that the millions of unoccupied Canadian lands offer the strongest and safest attractions; that the railroads and business interests generally have all certain-

ties contained in the rapid development, and more to follow."

BEAN CROP IN KENT.

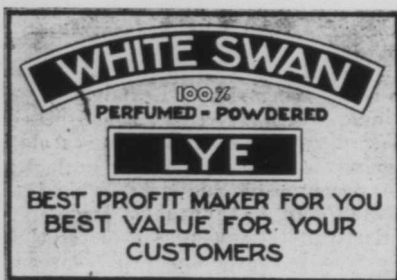
Chatham, Aug. 25.—Some of the bean growers in this section are inclined to think that the assertion made by President M. H. Stevens of the Canada Flour Mills Co. that there would be 900,000 bushels of beans in Kent and adjoining bean territory this year, is wide of the mark. "Too optimistic," is the way they put it.

H. D. Reynolds of New Scotland, one of the best posted men in the county on this and kindred subjects, has gone so far as to offer \$25 to the Ridgetown public library if there are over 700,000 bushels, provided Mr. Stevens will give that or any similar county institution a like sum if the crop falls under the 700,000 mark.

The crop is, however, reported from other sources to be coming on excellently, the beans so far harvested being well podded and of good quality.

He was telling the young woman about his fine cows and called her attention to a calf grazing not far away. "That calf is only six weeks old," he said. "Isn't he a beauty?"

"Only six weeks old!" questioned the young lady in amazement, "and walking so soon?"



NO FLAWS

in this Chain or Anchor, both have had the same care in manufacture as "The Flour of the Mark." **Anchor Brand**

Manfd. by
LEITCH BROS.
FLOUR MILLS
Oak Lake, Man.

Sold by
leading dealers
in every
lively town. 17

WILSON'S FLY PADS

Annual sale many times larger than all other Fly Poisons combined.

RETAILERS' PROFIT VERY LARGE.

Make Your Friends Help Fatten Your Profits

You make Your Money out of Your Friends—

Since Your *Enemies* will *not* trade with You.

The less enemies, the more friends. The more friends, the more *Customers*.

And the more Customers, the more Coins for *you* to finger.

Isn't that so,—Brother Grocer?

* * *

So, let's *make* friends—

By selling *good* flour.

More friends—

By selling *better* flour.

And the Most Customers—

By selling FIVE ROSES.

* * *

The so-called "Lucky Man" (he that giveth Better Service with Better Grade) hath an ever-widening circle of friends—

Meaning, of course, *Pleased Patrons*.

But the bigger your troop of customers, the more enemies you can make—

Unless you *keep on selling* the Meritorious Article.

And the quicker you'll hang out the Red Flag.

For our Best Friends become bitter enemies when they feel "let in!"

So let's also be *Lucky in our friends*.

* * *

Because it is "Friendly Flour," FIVE ROSES collars the *Repeated Orders*.

Good Flour is our hobby, and we'll never get over it.

Don't know how to make *the other kind*.

FIVE ROSES has *all* the makings of Good Stuff—

The *Amber Gluten* of Prime Manitoba Wheat—

Sun-ripened, plump spring wheat of that *hard, compact sort*.

* * *

Which drops *none* of its Flavor, Strength, or Nutrients, or Eating Qualities in the milling.

Only the Impurities, and Fibre, and Dirt, and General Cussedness of *all Raw Material*.

Properly packed in Quality Bags and Barrels of *our own make*.

Age-whitened and dried in Sanitary Storehouses longer than seems necessary to *cheaper* artisans.

Not bleached—no, *never*.

* * *

Because it means whitest loaves, appetizing in aroma, golden topped and crisplike, tempting of bloom and texture.

Because it compels in plenty palatable pastries.

Madame Housewife waxes *pleased* with *herself* and *You*.

Therefore, the FIVE ROSES habit pays all concerned—

Putting Dollars into *Your Surplus*.

* * *

And whatever gives the most Flour Value for the money—

More *Friends*—More *Customers*—More *Profits*,

Is, indeed, worth getting, and *getting at once*.

So get FIVE ROSES, Brother Grocer.

Not next week, next month, or next year—

But TO-DAY.

Lake of the Woods Milling Co.

LIMITED

MONTREAL

Makers of Five Roses

WINNIPEG

Operation of Wallaceberg's Collection System

How a Town of About 3,000 Population Gets After The Delinquents—A "Debtors' Day" Appointed by Collector—Methods Vary Somewhat From Larger Cities—Half a Thousand Dollars in One Month.

By Victor Lauriston.

Chatham, Ont., Aug. 25.—In the course of the last Merchants' Association meeting, E. Askunas, secretary and official collector of the Wallaceburg Association, gave an interesting talk on the work accomplished by the collection department of that body.

The collection department has been in working order for a little more than a month, having been organized shortly after the Chatham system was instituted. There are 34 members in the department. The collector receives a salary at the rate of \$600 per annum for the first six months, and \$650 per annum for the second six months—which would figure out a net salary of \$625 for the first year. In return for this he devotes his entire time to the work of collector and secretary.

Unlike Chatham, where a flat rate of \$10 per member prevails, membership in the Wallaceburg Association is graded according to the size of the business.

Old Accounts are Settled.

During the month of July the Wallaceburg merchants received through the agency of the collection system the sum of \$505.80 paid on accounts, some of which had been given up as bad, and quite a few of them outlawed. A curious fact, however, is that the larger part of this amount was paid direct. "Our people are suspicious," remarked Mr. Askunas with a smile, "and they prefer to deal with the merchants direct." When a debtor expresses a preference for dealing direct with his creditor, he is told to do so. If he doesn't, the collector is speedily on his heels again.

A Day for Debtors.

Mr. Askunas spends all day Saturday at his office. This is avowedly for the purpose of seeing people who dislike to have the collector call on them at their homes, and express a preference for calling on him instead.

"Do you like collections that way?" Mr. Askunas was asked, with something like ineredulity.

"I do," he rejoined, emphatically.

Quite a few collections have been made in this manner by setting aside a day when the debtors can come to the collector instead of the collector coming to the debtors. The idea saves much footwork on the collector's part; and is appreciated by lots of people. If, however, a debtor promises to call and does not, Monday morning Mr. Askunas is at the door. Monday, as the first available day, is particularly utilized for the benefit of such delinquents, of whom, however, there have been few.

Barely, if ever, does Mr. Askunas make a collection involving less than a dollar. "If they can't pay that much, I take less," he says, "but I always try to get a dollar anyway." When there are half a dozen accounts against a debtor, his dollar is not divided among the various creditors pro rata, as in Chatham. Instead, it is credited on the first account sent in. The next payment will be credited to the next account; and so on. "It saves bookkeeping," remarked Mr. Askunas, naively.

Foreigner by Birth.

The Wallaceburg official collector is pretty nearly a newcomer to the Sugar City. He is a foreigner by birth, of Greek descent it is understood, and even now after a few years residence here still talks with a marked foreign accent. But he has done inspiring work in his quiet, determined, businesslike way. In his bookkeeping Mr. Askunas is assisted largely by his wife.

His visit to Chatham was chiefly to discuss a scheme of co-operation between the collection systems of the two towns, which will be taken up at next month's meeting of the Chatham association.

Wallaceburg is a thriving town with a population of from 2,500 to 3,500—perhaps more in the busy factory season. It is therefore in a different category from Chatham, Brantford and Guelph, where collection systems have been instituted; and its experience will be watched with interest.

Fire recently damaged stock of L. J. Costello, grocer and liquor merchant, Montreal.

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Gem Melons
Pink Tomatoes Red Tomatoes**
FULL LINES
**Oranges, Lemons and
Bananas**

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Demand for
**St. Nicholas
Home Guard**
Extends from Coast to Coast
AGENT:
J. J. McCabe
32 CHURCH ST.
TORONTO

Canadian Fruit, Vegetable and Fish Market

Canadian Early Apples, Peaches, Plums and Pears on the Market in Quantities—Better Apple Crop Than Last Year—New Potatoes of Good Quality Arriving — Cantaloupes are Good Sellers—Noticeable Scarcity of Fish.

MONTREAL.

GREEN FRUITS—Canadian peaches, plums and pears are now offering, while the first grapes of the season, from California, are now on sale. These are the features of the week. Canadian fruits are being offered at reasonable figures, considering that this is the beginning of their season. Demand is reported as being good. Malaga and Tokay grapes are being received from the coast, daily. Montreal melons are coming in more freely, though the recent rather cool spell has not been instrumental in aiding their growth. The price this week is lower. A few early apples and some lots of crab apples are offering, but are not quick sellers. Raspberries are finishing, while blueberries are very plentiful and reasonable in price.

Apples, Spies, XXX, bbl	7 00	7 50
early, basket	0 25	0 30
crabs, basket	0 35	0 40
Bananas crated, bunch	1 25	1 75
Blueberries, 16-qt. box	1 50	1 50
Cranberries, per crate	5 00	5 00
Cocanuts, bag	4 00	4 00
Grapes, California, Malagas, crate	2 50	2 50
Tokays, crate	3 00	3 00
Lemons, box	2 75	5 00
Limes, per box	1 00	1 25
Melons, Montreal, basket of 12 to 15	3 00	10 00
Oranges, late Valencias	3 50	3 75
Sorrento	2 50	2 50
Messina Ovals, half boxes	1 50	1 50
Peaches, California, box	1 25	1 25
Canadian, basket	0 35	0 50
Plums, California, per crate	1 50	2 25
Canadian, basket	0 30	0 45
Pears, California, (Bartlett) per box	3 25	4 00
Canadian, basket	0 50	0 60
Raspberries, quart	0 10	0 12
Watermelons, each	0 30	0 40

VEGETABLES—Potatoes, Montreal, are arriving freely. Receipts this year have been most satisfactory, being much above those of last year. The quality of the potatoes coming in, too, has been excellent. New Brunswick, new crop, will begin to come in about September 1. Reports from the east are good. The price of potatoes, and mostly all root vegetables, will be determined within the next couple of weeks. Beets are easier this week, as are cucumbers. Celery is a little lower, too. Canadian spinach is down to 75c. Vegetable marrows are quoted this week, 75c a dozen being asked. Business on the whole is satisfactory, though if we were experiencing the usual August weather it would be of larger volume.

Beets, old, bag	1 25	1 25
new, dozen bunches	1 00	1 00
Carrots, dozen bunches	1 50	1 50
Cabbage, dozen	0 20	0 35
Celery, Canadian, dozen	0 35	0 40
Cauliflowers, dozen	1 00	2 50
Cucumbers, dozen	0 10	0 15
Green peppers, crate	3 00	3 00
Horse radish, lb.	0 15	0 20
Lettuce, dozen	0 15	0 40
Leeks, dozen	1 00	1 25
Onions, doz. bunches	1 00	1 00
large, white, dozen	0 50	0 50
Potatoes, Montreal, bag	0 90	0 90
Parsley, dozen	0 15	0 15
Pens, Canadian, bag	0 25	0 25
Parsnips, dozen bunches	0 40	0 40
Sage, dozen	0 60	0 60
Savory, dozen	0 50	0 50
Spinach, Canadian, box	0 50	0 50
String beans, bag	0 35	0 50
basket	0 30	0 35
Tomatoes, Montreal, gin box	0 25	0 50
hot-house, lb.	0 08	0 08

Turnips, bag	0 00	0 00
new, dozen	0 00	0 00
Vegetable Marrows, dozen	0 00	0 00
Watercress, dozen	0 00	0 00

FISH—Salmon is coming in freely and demand for it is reported as being good, considering the warm weather. Lobsters are scarce and bring high prices, as will be noted from quotations. Haddock and cod are not in good supply and prices show an upward tendency. Market cod and sea trout are new lines quoted this week in fresh. In frozen fish there is some interest displayed, but not a great deal. Green cod is being quoted, supplies just beginning to arrive. Dealers are asking 3c per lb.

FRESH

Bluefish, per lb.	0 00	0 00
Brook trout, per lb.	0 00	0 00
Dore, per lb.	0 00	0 00
Flounders, per lb.	0 00	0 00
Halibut, per lb.	0 00	0 00
Haddock, per lb.	0 00	0 00
Lake trout, per lb.	0 00	0 00
Mackerel, per lb.	0 00	0 00
Market cod, per lb.	0 00	0 00
Salmon, B.C.	0 00	0 00
Sea trout, per lb.	0 00	0 00
Steak cod, per lb.	0 00	0 00
Whitefish, per lb.	0 00	0 00

FROZEN

Dore, winter caught, per lb.	0 00	0 00
Halibut, per lb.	0 00	0 00
Steak cod, per lb.	0 00	0 00
Salmon, B.C., red, per lb.	0 00	0 00
Salmon, Fall, per lb.	0 00	0 00
Salmon, Qualla, per lb.	0 00	0 00
Gaspe, per lb.	0 00	0 00
Whitefish, large, per lb.	0 00	0 00
Whitefish, small, per lb.	0 00	0 00

TORONTO.

GREEN FRUITS—Numerous varieties of early apples are in abundance and sell for 25c to 35c a basket, or \$3.00 per barrel. The estimated apple crop in Canada and the United States this year is said to be about 12 million barrels in excess of last year. In view of this we have some reason to hope that we will not have to pay \$8.00 a barrel this year. Even with ripe apples, peaches, plums, pears, etc., on the market, oranges are daily in demand all the year round. The California late Valencia oranges are just now at their best, and in great demand. The only imported fruit on the market, with the exception of oranges and lemons, is a small lot of California peaches, and these are to take a back seat. Canadian fruit is now in full possession of our market, and the quantity that is sold is surprising. Early varieties of plums are so abundant, but the better kinds for preserving have not yet appeared. While the market has been loaded up with early cling stone peaches, the later and better varieties are just beginning to come in. A few red raspberries are seen, and in a few days the Lawton will wind up the berries for the season.

Apples, green, basket	0 25	0 25
Bananas	1 75	1 75
Blueberries, per basket	1 40	1 40
Currants, black, basket	1 40	1 40
Lawtonberries	0 07	0 07

Verdelli.....	4 50	5 00
crate.....	1 25	
Cal. Valencia.....	3 90	4 50
Cal. small.....	2 50	
Cal., per case.....	1 40	
cling stones.....	0 25	0 50
St. John.....	0 75	1 25
Canadian, basket.....	0 35	0 65
Can., basket.....	0 40	0 65
apples, per case.....	4 75	
ries, red.....	0 09	0 10

VEGETABLES—New potatoes, of exceptionally good quality, are in evidence everywhere, and are selling from 80c to a bushel. Tomatoes are very plentiful and cheap. Cantaloupes or muskmelons are the strongest vegetable in the market this week. They are arriving in lots from the neighborhood of Leamington, where they are cultivated on a large scale, and are sold in baskets and crates. Cucumbers are also claiming a good deal of attention, as well as corn and cabbage.

Butter, wax, basket.....	0 25	0 30
Butter, new, bunch.....	0 40	
Cabbage, Canadian, per barrel.....	1 25	1 50
Cantaloupes, Canadian, per basket.....	0 40	0 50
per case.....	0 75	0 80
Cauliflower, new, per basket.....	0 20	
Cauliflower, Canadian, per doz.....	0 10	
Corn, dozen.....	0 08	0 10
Cucumbers, per basket.....	0 20	0 25
Egg plant, per basket.....	0 60	0 65
Onions, Canadian, green, per dozen.....	0 25	
Danvers, bag.....	1 15	1 25
new, Valencias, crate.....	3 90	3 25
Pears, green, basket.....	0 50	0 65
Pears, per basket.....	0 40	0 50
Pumpkins, green, per basket.....	0 30	0 35
Pumpkins, Canadian, per bushel.....	0 80	0 90
Tomatoes, sweet, basket.....	0 65	
Tomatoes, Canadian, per basket.....	0 20	0 25
Watermelons, each.....	0 30	0 45

FISH—Fish are very scarce, not enough to meet the demand. This is owing to the great heat and also to high winds. On account of the heat the fish will go farther out into deeper water, which makes it more risky and difficult to catch them. It is reported that fishermen lost heavily in nets through unfavorable weather.

W. C. Tully has opened a grocery and provision store in Peterboro, at the corner of Sherbrooke and George streets. He starts with an entirely new stock.

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Cordially invited to call and see us either at our Front Street Warehouse or at the Fruit Market. Heavy arrivals of

CANADIAN PEACHES, PEARS, PLUMS, Etc.

as well as foreign lines of

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Musk Melons
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California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*
GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits
SEND US YOUR ORDERS

HUGH WALKER & SON

GULEPH, ONTARIO

Oysters are now Fattening Up for the "R" Months

September, the First Month of the Coming Season—Enemies That Prey Upon Them in Their Peaceful Homes Beneath the Wave—Oyster-Farming Becomes a Science.

This is a busy time for oysters if not for oystermen. The bivalves are getting fattened up for September, the first of the "r" months, when they become good eating. In this respect oysters are similar to the fur-bearing animals—they begin to carry a sleek fur during the initial "r" month, which gradually becomes smoother and better as the cold weather advances.

Therefore such oysters as have escaped the sea-spider, the drill and other water foes, are engaged in "fattening up."

The workings of the new steam oyster-dredges which are used in some Atlantic coast waters, afford some interesting information. These dredges are iron clamps, terminating in heavy rope bags. As soon as they strike bottom they are hauled in, and the great masses of shells dumped on the deck. These look inert for a moment, and then each mass begins tossing about. The top shells bounce and roll away, disclosing a waving claw or two. A yank by one of the dredgers often produces a sea-spider, which is promptly stamped on and tossed overboard.

Visitors Shown Sea Creatures.

The oystermen rake over the shells in order to show any visitors the sort of

things that live on the bottom of the sea. They are not attractive: "horses' feet," jelly fish, different types of sea-spiders, midget crabs, starfish, all of these things waggle futile protests at having been torn from their peaceful homes beneath the wave. The oysters themselves, in their rough brick and iron-rust colored shells, do not appear more attractive. However, as the fisheries men swallow the juicy interiors without pepper, salt or vinegar, they make no complaint about the exterior of their luncheon.

Starfish and drill operate differently on their oyster food, but both are equally destructive. The former closes about the oyster and suffocates it, while the drill with its sharp little cone of shell bores through the shell of the oyster and sucks it hollow. If no attempt is made each season to clean out the oyster beds, these two creatures are capable of destroying from one-fourth to one-half of the product.

Making An Oyster Bed.

When the oysterman plants a bed, he weeds out the ground, just as a farmer does, freeing it as far as possible from the lurking enemy. Then he puts in some good shells, and some sturdy, big oysters as breeders. His crop is like a

farmer's crop, depending largely on the season and affected in a considerable degree by luck. Although the oystermen who rent or own their beds get spawn from other places, they have had little trouble in past years in keeping down the starfish, sea-spiders, and drills.

It was the practical oysterman who found out nearly a decade ago that oyster beds which were getting exhausted could be replenished by spawn taken from other waters. The spawn, after transportation and re-bedding, developed into the firm, small, slightly copper-flavored Blue Point.

Why it is so the lay mind cannot tell. To him mud and salt water is salt water. But the "eel-skin" fisherman who saw his livelihood departing made experiments and saved his oyster beds. Now when the men appointed by governments tell him to keep on reaping his beds, as he has been doing for ten years, he listens respectfully, but may be with his tongue coiled up in his mouth.

Scientific visitors tell the oystermen that they should occasionally vary the position of the beds, in order to obtain the best results. In fact, without action on the oystermen's part the beds usually shift. The oyster isn't a great traveler, but he does move now and then. On some beds the spawn will not flourish. Some of the oystermen who have had the advantage of contact with the scientists asked why this was so, but the question "slumped" the instructors.

On one occasion when scientific



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have by the methods employed in catching, cleaning and canning found their way to the forefront. They have a reputation of which we are proud.

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They stand for quality*

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tors were discoursing learnedly on the habits of the oyster, the captain of a dredge boat pointed to an oyster shell which detached itself from the mass and was quietly moving away toward the briny deep.

"How do you count for that?" asked he.

"I—I don't know," stammered the scientist, "unless it has taken too much sea air."

When the oyster shell was opened carefully, a little crab was found inside—it was this creature which furnished the means of locomotion.

"I never saw anything like that," admitted the awe-struck scientist, "in the Aquariums."

Canadian Bivalves' Superiority.

The oyster peculiar to Canadian waters, and known far and wide as the Malpeeque, has attained a unique reputation. Connoisseurs who have sampled the oysters of the world declare that nowhere else are oysters produced which will compare for a moment in delicacy of flavor with the Canadian product, not excepting even the famous "natives" produced in such large quantities at Colchester and Whitstable in England, or the "Blue Points" and other varieties produced in the warmer waters along the United States Atlantic coast line. The reason for this superiority of flavor is thought to be largely owing to the much

greater coldness of the waters in which the Canadian oysters are bred.

Old Canadians can remember the time when every autumn the oyster boats used to come up from Prince Edward Island to Montreal laden almost to bursting point with barrels of these mollusks, which were retailed at a as low a figure even as a dollar a barrel. It used to be the custom in all the larger settlements along the river bank to look out for these oyster boats, and it not infrequently happened in later years that all the oysters were sold out before the boats reached Montreal. For some years past no oyster boats have come to Montreal at all, owing to most of the beds having been fished out, and also to the local demand having increased.

SHOW-WINDOW POINTERS.

Many attractive show windows are now being constructed with the base made of tiling. A window with this kind of a floor is not only very attractive in appearance, but can also be very easily kept in a clean, sanitary condi-

tion. Carpeting also makes an excellent covering for the base of a window. Several strips of carpet, made to fit the window, could be kept on hand at a small expense, and changed as often as is necessary to harmonize with the different displays which are to be made.

The grocer's boy was lumbering up the kitchen stairway with his arms full of packages. "Boy," said the mistress of the house, somewhat sharply, "are your feet clean?" "Yes'm," he answered, still climbing the stairs, "it's only me shoes that's dirty."

SEASON 1908-9

Dried Apples

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Settlements Prompt

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JAMES SOMERVILLE, Manager

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Wholesome Appetizing

Delicious

These are three strong characteristics of Loggie's Lobsters, whose well known brands are

GOLDEN CROWN

and

GOLDEN KEY

You have to meet the wants of particular people. Our products will do it. They retain the true natural flavor of the crustacean and the quality is above question.

We sell the jobbers and retailers and will gladly supply prices on application.

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We will receive our usual supply of the good, old reliable brand of

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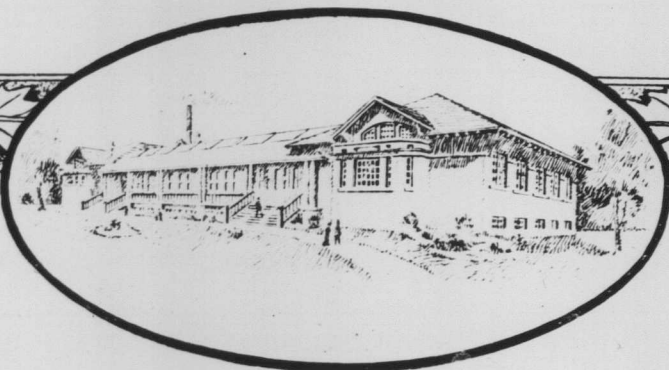
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Put Magi Water in stock—display signs (we will furnish them) saying that you handle Magi Water and you will build up a family trade that will be satisfactory and highly profitable to you.



And remember that while Magi is recommended by physicians for Gout, Rheumatism and similar ailments arising from disordered kidneys it is further the most delicious water you can persuade your customers to put on their tables purely as a beverage. Try it yourself.

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The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

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FOR SALE EVERYWHERE

System is Everything

Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.
Order them from your Jobber

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling. No blister, no hair gone, and horse kept at work. \$2.00 per bottle, delivered. Book 3 D free.
ABSORBINE, JR., for mankind, \$1.00, delivered. Reduces Gout, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, etc. Book free. Made up by
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.



THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

Wolfe



This case is Stripped K

Michigan

Fisher

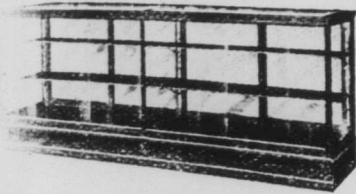


Ask at
WINNIPEG
and I
COUVE
MILTON
son
TORONTO
DON-G
JOHN, N
S.A. SA

WOOD

Wolverine

Show Case



The best show case made in America for the money.

Price, \$4.50 per foot
f.o.b. Detroit

W. H. ESCOTT

141 Bannatyne Avenue,
Winnipeg, Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top.
Stripped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of
the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

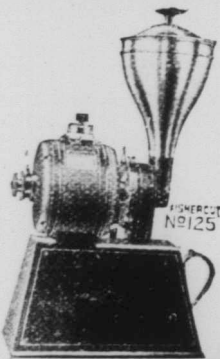
LIMEHOUSE,

LONDON, E., ENG.

Canadian Agents:

ALFRED B. TAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.

Toronto Limited

TIME MEANS MONEY

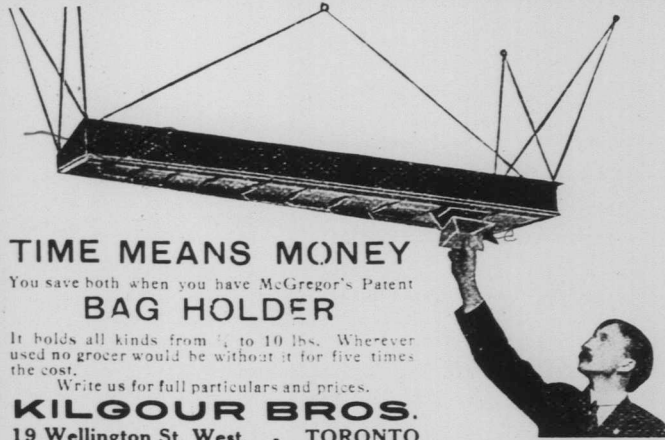
You save both when you have McGregor's Patent
BAG HOLDER

It holds all kinds from 1/2 to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

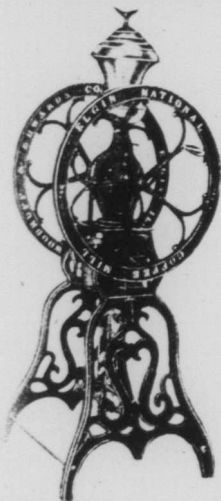
KILGOUR BROS.

19 Wellington St. West, - TORONTO



Exclusive
SPECIAL
Adjuster

**Elgin National
Coffee Mills**



can be regulated to grind coarse or fine when running and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue.

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
MONTREAL—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
SASKATCHEWAN, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY
ALL
JOBBER'S

1/2-lb. tins—3 doz. in case.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.
W. H. GILLARD & CO.

Diamond—		
10c. 3 doz. in case		\$2 00
12c. 3 doz. in case		1 25
15c. 3 doz. in case		0 75
IMPERIAL BAKING POWDER		
10c. 3 doz.		\$0 85
12c. 3 doz.		1 75
15c. 3 doz.		3 50
18c. 3 doz.		3 40
20c. 3 doz.		10 50
5 lb.		19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 50
4 "	5 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	16 "	1 45
4 "	18 "	1 55
4 "	20 "	1 70
2 "	2 1/2 lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	\$4 55

ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
Royal—Dime		\$ 0 95
" 1 lb.		1 40
" 5 oz.		1 95
" 1 lb.		2 55
" 12 oz.		3 85
" 1 lb.		4 90
" 3 lb.		13 60
" 5 lb.		23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint and Quart Jars. (Packed 1 dozen to case)

per doz.	per doz.
2 25	Sweet cherries 2 40
2 25	Red currants 2 40
2 25	Black currants 2 40
2 40	Green G. plums 2 40
2 40	Lombard plums 2 40
2 40	Blue plums 2 40
2 40	Pears 2 40

SMOKE PURE PRESERVES

Packed 2 doz. to the case.)

1 35	Smoke Pure Strawberry Preserves
1 75	" "

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

10c. 3 doz. in case	per doz.	2 00
12c. 3 doz. in case	per doz.	0

COOK'S FRIEND
BAKING POWDER
FOR PANCAKES, PIE CRUST, OTHER PASTRY

Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1 4 doz.	2 41
" 2 " 2 doz.	2 50
No. 2 6 dozen	0 89
" 3 " 3 doz.	0 85
No. 3 4 dozen	0 45
" 12 oz. 4 dozen	2 19
" 2 " 2 doz.	0 79
No. 4 6 dozen	0 75
In Tin Boxes	per dozen
No. 1 1 lb. 2 dozen	3 00
" 2 " 3 doz.	1 75
" 3 " 4 doz.	1 10
" 4 " 5 doz.	7 25
" 5 " 6 doz.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00

The King's Food, \$4.80 in case, per case

White Swan Barley Crisps, per doz. \$1.

White Swan Self-rising Buckwheat Flour, per doz. \$1.00.

White Swan Self-rising Pancake Flour, per doz. \$1.00.

White Swan Wheat Kernels, per doz. \$1.40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

White Mott's, per lb. 0 17

In 10-box lots or case 0 16

Gillett's Mammoth, 1/2 gross box 2 00

Chocolates and Cocoas
THE COWAN CO., LIMITED.

COWAN'S COCOA

Cocoa—
Perfection, 1-lb. tins, per doz. \$4 50
Perfection, 1/2-lb. per doz. 3 40
Perfection, 1/4-lb. per doz. 1 30
Perfection, 10c size 0 90
5-lb. tins
per lb. 0 37
Soluble, bulk, No. 1, per lb. 0 20
Soluble, bulk, No. 2, per lb. 0 18

London Pearl, per lb. 0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—
Plain Rock, 1/2 & 1/4, cakes, 12-lb. box 0 36
Perfection chocolate, 10c size, 2 dozen boxes, per dozen 1 80
Perfection chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90
Sweet Chocolate—
Queen's Dessert, 1/2 & 1/4, 12-lb. box, per lb. \$J
Queen's Dessert, 5/8, 12-lb. boxes 0 40
Vanilla, 1-lb., 12-lb. boxes, per lb. 0 35
Parisian, 8/8, 12-lb. boxes, per lb. 0 30
Royal Navy, 1/2 & 1/4, boxes, per lb. 0 24
Diamond, 7/8, 12-lb. boxes, per lb. 0 25
" 1/2 " " " " " 0 28

LETINGS FOR CAKE—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, 1/2-lb. pkgs., 2-doz. in box, per dozen 0 90

CONFECTIONS—

Milk chocolate wafers, 5-lb. boxes 0 35
Maple buds, 5-lb. boxes 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, " 0 25
Nonpareil wafers, No. 1, " 0 33
Nonpareil wafers, No. 2, " 0 25
Chocolate ginger, 5-lb. boxes 0 30
Milk chocolate, 5c bundles, per box 1 35
Milk chocolate, 5c cakes, per box 1 35

RESDORF'S COCOA
A. F. MacLaren, Imperial Cocoa Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz. \$ 90

" " " " " " " 2 40

" " " " " " " 4 75

" " " " " " " 9 00

EPFSA.
Agents, O. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOITZ & CO.,
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLAT

Elite, 10c size (for cooking) doz. 0 90

Mott's breakfast cocoa, 10c. size 90 per dz.

" breakfast cocoa, 1/2 lb. 0 38

" " " " " " 0 38

" No. 1 chocolate, 1/2 lb. 0 32

" Navy " " " " 0 29

" Vanilla sticks, per gross 1 00

" Diamond chocolate, 1/2 lb. 0 24

" Plain choice chocolate liquors 0 32

" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes \$0 38

Breakfast cocoa, 1-1/2, 1/2, 1 & 5-lb. tins 0 41

German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes 0 28

Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes 0 35

Auto Sweet chocolate, 1-1/2 lb. cakes, 3 and 6 lb. boxes 0 35

Vanilla Sweet chocolate, 1-1/2 lb. cakes 6-lb. tins 0 47

Soluble cocoa (hot or cold soda) 1-lb. tins 0 28

Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags 0 34

Caracas tablets, 100 bundles, tied 5c, per box 3 00

The above quotations are f.o.b. Montreal

COCOANUT.
CANADIAN COCOANUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages 0 26

1 lb. " " " " 0 27

1 and 1/2 lb. packages assorted 0 26

1/2 and 1 lb. packages assorted in 5 lb. boxes 0 28

1 lb. " " " " 0 29

Bulk—
15 lb. 15 lb. pails and 10, 20 and 40 lb. boxes Pails Tins. Bbls.
White Moss, fine strip 0 19 0 21 0 17

Best Shredded 0 18 0 16
Special Shred 0 17 0 15
Ribbon 0 19 0 17
Macaroon 0 17 0 1
Decicated 0 16 0
White Moss in 5 and 10 lb. square tins, 2lb. 0 28

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—
Featherstrip, pails 0 18
Shredded 0 15
In packages 3-oz., 4 oz., 8-oz., lb. 0 28

CONDENSED MILK.
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

Eagle Brand Condensed Milk 86 00 1 50
Gold Seal Condensed Milk 4 25 1 10
Challenge Condensed Milk 4 00 1 00
Family size 3 50 0 90
Peerless Brand Evaporated Cream hotel size 3 79 1 85



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 00

Reindeer brand per case (4 doz.) 5 00



COFFEES.
THE EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House 0 32
Nectar 0 30
Empress 0 28
Duchess 0 26
Ambrosia 0 25
Plantation 0 22
Fancy Bourbon 0 30
Bourbon 0 18
Crushed Java and Mocha, whole 0 17
ground 0 17 1/2
Golden Rio 0 14

PACKAGE COFFEES:

Gold Medal, 1 and 2 lb. tins, whole or ground 0 30

Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground 0 30

German Dandelion, 1/2 and 1 lb. tins, ground 0 22

English Breakfast, 1 lb. tins, ground 0 18

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 25c. lb

Mo-Ja, 1-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 25c. lb.

Mo-Ja, 1-lb. tins 25c. lb.



CHEESE—Imperial

Large size jars, per doz. 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz. 18 00

Med. size " 17 00

Small size " 12 00

Roquefort—

Large size, doz. 3 40

Small size, " 1 40



CONFECTIONS
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box 1 90

Milk Chocolate sticks, 36 in box 1 45

" " 10c cakes, 36 in box " 1 35

Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33

" No. 2, " " 0 35

Maple Buds, 5-lb. boxes, lb. 0 36

Net Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb. 0 40

These prices are F.o.b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD
Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons. \$3.50 each

Small " " 50 " 3 50

Assorted, cases, 25 small, 12 large 3 55

Net 30 days.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books, each 04

100 books and over, each 04

500 books to 1000 books, each 08

For numbering cover and each coupon, extra per book 1/4 cent.

Cleaner.

Per doz.

4-oz. cans \$ 0 40

8-oz. " 1 35

10-oz. " 1 85

Quart " 2 75

Gallon " 10 00

Wholesale Agent:
The Davidson & Hay, Limited, Toronto

EXTRACT OF BEEF.
LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef, Per case. Bottle 1-oz., case of 2 doz. \$2 30

" 2 " " " " " 3 00

" 4 " " " " " 4 50

" 20 " " " " " 4 75

" 30 " " " " " 9 00

INFANTS' FOOD.

Robinson's patent barley 1-lb. tins \$1 35

" " " " " 1-lb. tins 2

" " " " " 1-lb. tins 1

" " " " " 1-lb. tins 3 25

"Mephisto" and "Purity" Canned Lobsters.

FLAVORING EXTRACTS.
SHIRIFF'S

1 oz. (all flavors), doz. 1 00

2 " " " " " 1 75

2 1/2 " " " " " 2 00

4 " " " " " 3 00

5 " " " " " 3 75

8 " " " " " 5 50

16 " " " " " 10 00

32 " " " " " 18 00

Discounts on application.

FLY PADS.
Wilson's Fly Pads, in boxes of 50 10c. packets, \$5 per box, or three boxes for \$3.00. 5 boxes... 2 75

JAMS AND JELLIES.
BATOR'S WHOLE FRUIT STRAWBERRY JAM
Agents, Ross & Laframme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz. per case 2 20

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00

3-lb. tins, 2 doz. in case, per doz. 0 07

5 and 7-lb. tin pails, 8 and 9 pails in crates, per doz. 0 07

7 wood pails, 6 pails in crate, per doz. 0 07

30-lb. wood pails " " 0 06

Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00

1-lb. tins, 2 doz. in case per doz. 0 07

7 wood pails, 6 pails in crate, per lb. 0 07

RISING SUN STOVE POLISH **SUN PASTE STOVE POLISH**



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"VOL-PEEK"



GRANITE CEMENT
for Mending Holes in Pots and Pans.

IT NEVER FAILS WHEN USED FOR Iron, Copper, Aluminum, Tin-ware, Brass, Graniteware, etc.

Every housewife will want a package. Just show it to her. :: :: ::

ORDER THROUGH YOUR JOBBER OR DIRECT

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crate.

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

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.



A Line of Cobras

will put new life into your shoe polish saies. They are famous for their excellent qualities, easily proven by a few days use. Blacks and Tans in several sizes, all attractively boxed.

Ask our agents to sample and quote you.

BLYTH & PLATT, LTD., Watford, London, Eng.

Canadian Agents: **Chas. Parsons & Son,** Front St. E. TORONTO

**COMES QUICKLY
GOES SLOWLY**

2-in-1

Two in One is the best selling shoe polish on the market, because it is the best. Guaranteed free from all adulteration and admixture.

Order to-day.

The F. F. Dalley Co., Limited
Hamilton, Canada. Buffalo, N. Y.



3-lb. wood pulp.....
Pure assorted jam, 1-
doz. in case.....

Jelly F
IMPERIAL DI

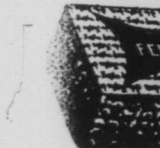


Assorted flavo
Marian Imperial



Assorted Case,
Assorted Case,
Lemon (Straight)
Orange (Straight)
Raspberry (Straight)
Strawberry (Straight)
Chocolate (Straight)
Cherry (Straight)
Peach (Straight)
Weight 3 lbs. to case.

So
THE GENUINE. Pa



Prices Ontario
to 5 cases.....
cases, or more.....

GOODWILLIE'S "HOME INDUSTRY" BRAND FRUITS

(IN GLASS)

The particular care that is taken to preserve the natural flavor of the fruits is responsible for the ever uniform high quality of GOODWILLIE'S.

GOODWILLIE'S factory, for one thing, is right on the farm. That's a significant fact. No delays; the fruits are packed while they are fresh.

ROSE & LAFLAMME Limited

Sales Agents for Canada.

MONTREAL

TORONTO

3-lb. wood pulp Per
Pure assorted jam, 1-lb. glass jars, 2 doz. in case 0 06 1/2
doz. in case 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
Medlar-on Imperial Cheese Co., Limited.



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Per doz. lbs. to case. Freight rate, 3rd class

Soap
GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
5 cases 85 00
10 cases or more 4 95



List price
'Shirriff's' (all flavors), per doz. 0
Discounts on application

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces ... \$0 10 1/2
4-bbls. ... 0 14
Tubs, 60 lbs. 0 11
20-lb. Pails. 2 25
20-lb. tins .. 2 15
Cases 3-lb. 0 11 1/2
" 5-lb. 0 10 1/2
" 10-lb. 0 10 1/2



F.O.B. Montreal.



GUNNS
"EASIFIRST"
LARD
COMPOUND.

Tierces ... 0 10 1/2
Tubs 0 10 1/2
20-lb. pails. 0 11
20-lb. tins. 0 10 1/2
10-lb. " 0 11 1/2
5-lb. " 0 11 1/2
3-lb. " 0 11 1/2

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. 80 40
Fancy boxes (36 or 50 sticks), per box ... 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can 2 00
" " (fancy bxs. 40), per box 1 50
Tar licorice and tolu wafers, 5-lb. cans, per can 2 00

Licorice losenges, 1-lb. glass jars ... 1 75
" 30 5-lb. cans 1 50
"Purity" licorice 10 sticks 1 45
" 100 sticks 0 75
Dulo large cent sticks, 100 in box

Lye (Concentrated)

GILLET'S PERFUMED. Per case
1 case of 4 dozen \$3 60
3 cases of 4 dozen 3 50
" cases of more 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz \$1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen 2 00



SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz. ... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. " " " 2 10
7-lb. tins, " " 8 25



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz \$0 95
Parrot Food, 1/2 lb. pkts., 1 doz cartons 0 45
Parrot Food, 2-lb. pkts 1 35
Bird Cage Sand, about 1/4-lb. bags, 1/2-gross cases, per doz. 0 30
Bird Cage Grit, about 1/4-lb. bags, 1/2-gross cases, per doz 0 30

Mince Meat

Wetley's condensed, per gross, net. \$12 00
per case of 3 dozen, net. 3 00



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream-family size, per case \$4.70
Ditto, hotel. 4.90
Silver Cow Milk 5.00
Purity Milk 4.70
Good Luck 4.00

Mustard

COLMAN'S OR KEEN'S
D.S.F. 1/2-lb. tins per doz. \$ 1 40
" 1-lb. tins 2 50
" 1-lb. tins 5 00
Durham 1/2-lb. jar per jar 0 75
" 1-lb. jar 0 25
F.D. 1/2-lb. tins per doz. 0 85
" 1-lb. tins 1 45

Olive Oil

LAPORTE, MARTIN & CO., LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts. 24's 6 50
" 1/2-pts. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
1/2-pint bottles, 3 & 6 doz., per doz. 0 90
pint 3 doz. 1 75

Soda

COW BRAND

DWIGHT'S BAKING SODA
Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1/2-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3.00

MAGIC BRAND

Per case
No. 1, cases 60 1-lb. packages \$ 2 75
No. 2, " 120 1/2-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
No. 5, " 60 1/2-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs
1 case 2 85
5 cases 2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED
No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Marseille soap, colors	per gross	\$10 20
" black	" "	15 50
Oriole soap	" "	10 80
Glyceria soap	" "	12 50
" " " "	" "	12 50



3 doz. to box \$3.00
6 doz. to box \$5.00
30 days.



1 Box Price \$4.00
5 Box Price \$3.90
Freight paid on 5 box lots.



Quick Soap in Soap
Lays in case in lots
take up to 80 each
The Richards Pure Soap
Co. Ltd., Woodstock, Ont.

Starch

EDWARDS & STEARNS CO., LIMITED.

1 lb. White Starch	per lb.	0 07
No. 1 White or Blue, 4-lb. carton	0 07	
" " " " " " "	0 07	
Canada Laundry	0 06	
Silver gloss, 4-lb. draw-lid boxes	0 08	
Silver gloss, 2-lb. tin canisters	0 08	
Edwards' silver gloss, 1-lb. pkg.	0 07	
Kegs silver gloss, large crystal	0 07	
Benson's satin, 1-lb. cartons	0 07	
" " " " " " "	0 07	
Canada White (Hosa), 1-lb. pkg.	0 07	
Benson's enamel	per box 1 50 to 3 00	
Culinary Starch		
Benson & Co.'s Prepared Corn	0 07	
Canada Pure Corn	0 07	
Rice Starch		
Edwards' No. 1 white, 1-lb. car.	0 10	
" " " " " " "	0 10	

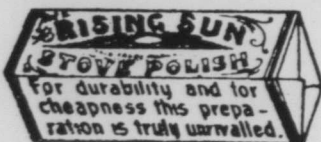
BRAMFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starch		
Canada Laundry, boxes of 40-lb.	80 00	
Acme Glycer Starch		
1-lb. cartons boxes of 40 lb.	0 06	
Finest Quality White Laundry		
4-lb. Canis, boxes of 40 lb.	0 06	
Barrels, 500 lb.	0 07	
Kegs 100 lb.	0 07	
1-lb. White Gloss		
1-lb. fancy cartons, cases 20 lb.	0 08	
2-lb. top trunks, 8 in case	0 08	
4-lb. enameled tin canisters	0 08	
" " " " " " "	0 08	
Kegs, 200 lb. crystal, 100 lb.	0 07	
Bramford Gloss		
1-lb. fancy boxes, cases 20 lb.	0 08	
Kegs, 200 lb. crystal, 100 lb.	0 07	
Cases of 40 fancy pkg.	0 08	

Stove Polish.

Per gross

Rising Sun, 8-oz. cakes, 4-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 100 size, 4-gross boxes	10 00
Sun Paste 50 size, 4-gross boxes	6 00



For durability and for cheapness this preparation is truly unrivalled.

JAMES' DOME BLACK LEAD
Per gross

6a size	\$2 40
2a	2 50

Syrup

EDWARDS & STEARNS CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03	per lb.
Half-barrels, 350 lbs.	0 03	"
1 barrels, 175 lbs.	0 03	"
Paile 25 lbs.	1 30	each
" 24 lbs.	1 80	"

Pints tins, with label— Per case.

1 lb. tins, 3 doz. in case	2 50
" " " " " " "	2 85
" " " " " " "	2 75
" " " " " " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.
Wholesale Retail.

40000 Label, 1s and 1/2s	\$0 25	\$0 30
Green Label, 1s and 1/2s	0 27	0 35
Blue Label, 1s, 1/2s, 1/4s and 1/8s	0 30	0 40
Red Label, 1s and 1/2s	0 36	0 50
Gold Label, 1s and 1/2s	0 44	0 60
Red-Gold Label, 1/2s	0 56	0 80

Geo. E. Bristol & Co.,
Hamilton, Ont.



EMPIRE PACKAGE TEA
Cases 30 and 50 lbs. each—
Black, Mixed, and Green Ceylon.

25c	1s, 20c	1s, 21c
30c	1s and 1/2s	23c
40c	1s and 1/2s	28c
50c	1s and 1/2s	35c
75c	1s and 1/2s	50c

100 lb. lots freight paid.



1 1/2 lb. Label, 1/2s	\$1	0 26
Orange Label, 1s and 1/2s	0 28	0 40
4 1/2 lb. Label, 1s	0 20	0 25
Brown Label, 1s and 1/2s	0 28	0 40
Brown Label, 1/2s	0 40	0 50
Green Label, 1s and 1/2s	0 35	0 50
Red Label, 1/2s	0 40	0 50

LAPORTE, MARTIN & CO., LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO.
MONTREAL.

Wholesale Retail

Yellow Label, 1s	0 20	0 25
" " " " " " "	0 21	0 25
Green Label, 1s and 1/2s	0 24	0 30
Blue Label, 1s and 1/2s	0 25	0 35
Red Label, 1s, 1/2s, 1/4s and 1/8s	0 30	0 40
White Label, 1s and 1/2s	0 35	0 50
Gold Label, 1s and 1/2s	0 42	0 60
Purple Label, 1s and 1/2s	0 55	0 80
Embossed, 1/2s and 1/4s	0 07	1 00



Wholesale Retail

Pink Label, 1s and 1/2s	30c	40c
Gold Label, 1s and 1/2s	35c	50c
Lavender Label, 1s and 1/2s	42c	60c
Green Label, 1s and 1/2s	50c	75c

Canisters

Gold Tins, 5s	35c	1 75	50c	2 50		
Gold Tins, 3s	35c	1 05	50c	1 50		
Gold Tins, 1s	35c	each	50c	each		
Gold Label, 1/2s	18c	ea.	35 lb.	25c	ea.	50 lb.
Red Tins, 1/2s	35c	ea.	70 lb.	50c	ea.	1 00 lb.
Red Tins, 1/4s	18c	ea.	72 lb.	25c	ea.	1 00 lb.



MELAGAMA TEA
MINTO BROS.,
45 Front St. East

Wholesale Retail

Black, green, mixed, 1/2s	0 70	1 00
" " " " " " "	0 55	0 80
" " " " " " "	0 44	0 60
" " " " " " "	0 40	0 60
" " " " " " "	0 38	0 50
" " " " " " "	0 35	0 50
" " " " " " "	0 30	0 40
" " " " " " "	0 32	0 40
" " " " " " "	0 25	0 30
" " " " " " "	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	\$0 20
" " " " " " "	0 21
Blue Label, retail at 30c	0 23
Green Label	0 30
Red Label	0 35
Orange Label	0 45
Gold Label	0 55

RIDGWAYS,
London, Vancouver Winnipeg and Ceylon



Wholesale Retail

Capital Household, 1s and 1/2s	0 40	0 50
" " " " " " "	0 35	0 50
" " " " " " "	0 42	0 60
" " " " " " "	0 75	1 00

Wholesale Bulk Retail in stock



THOMAS WOOD & CO., LTD.
Montreal
Boston

Wholesale

Wood's Primrose, per lb.	0 40
" Golden Rod	0 35
" Fleur-de-Lis	0 30

Pack in 1/2-lb. tins. All grades—black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA
LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	
Black Watch 11s	
Bobs 5s and 10s	
Bully 5s	
Currency 5 1/2s and 10s	
Stag 5s	
Old Fox 12s	
Pay Roll Bars 7 1/2s	
Pey Roll 7s	
Plug smoking—Shamrock 6s, plug or box	
Rosebud Bars 6s	
Empire 5s, and 10s	
Amber 8s, and 3s	
Ivy 7s	
Starlight 7s	
Cut Smoking—Great West Pouches, 7s	

JOS. COTE, QUEBEC.

Cigars

St. Louis (union), 1-20	1 30
St. Louis, 1-40	1 30
St. Louis, 1-100	1 30
Champlain, 1-20	1 30
Champlain, 1-40	1 30
El Sergeant, 1-20	1 30
El Sergeant, 1-40	1 30
El Sergeant, 1-100	1 30

Out tobacco.

Petit Havana, 1/2-1-12-1-5	1 30
Queen, 1-4-1-3	1 30
" " " " " " "	1 30
Cote's Choice Mixture, 1-lb tins	1 30
" " " " " " "	1 30

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	0 45
Absorbine Jr., per dozen	0 45

Yeast.

Royal yeast, 3 doz. 5 cent pkg.	0 45
Gillet's cream yeast, 3 doz. in case	0 45

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



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Tomatoes
Sanita
For Color
Strawberries,
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"The C
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Niagara

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modera
PICKFI



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, . . . Ontario

DWIGHT'S



BAKING SODA

It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS
MONTREAL

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PICKFORD & BLACK
HALIFAX

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay-up.

Send Them in To-day!

The Beardwood Agency
313 New York Life Building - MONTREAL

SALT SALT

All Kinds

Service prompt
and
Satisfactory

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VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

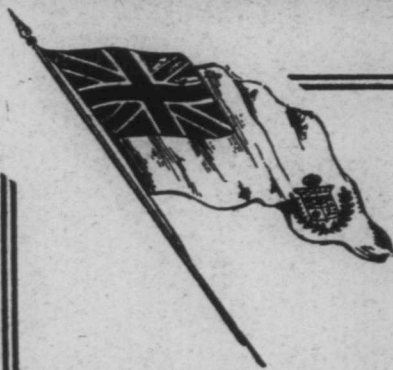
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LAUREL
BRAND

speaks for itself.

Do not buy without consulting us.

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ST. CATHARINES, ONT.



Empire Brand

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Free Phones.
Join the
majority
and use
them freely.

M.P. TAPIOCA—A special offer.

A bargain in PRUNES—CHERRIES
pitted or not pitted—**2-lb. PEARS**

Free sellers of SALMON.

EMPIRE TEA in bulk or packages,
to retail at 25 cents. Glad to send
you samples. Let us. A post card
brings them.

Mail Orders and Phone Orders a special feature

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

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ONTARIO

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Puddington - Wetmore - Morrison, Ltd.
St. John, N.B.

D. A. MORRISON
Amherst, N.S.

Wholesale Grocers

With a complete line of Staple and Fancy Groceries at both Amherst and St. John, we are in a position to serve you promptly.

If our travelers do not reach you give us a trial letter-order.

Our aim is to satisfy our customers.

D. A. Morrison,
AMHERST, N.S.

Puddington - Wetmore - Morrison, Ltd.,
ST. JOHN, N.B.

G. E. Barbour Company Limited

WHOLESALE GROCERS

Saint John - - - New Brunswick
Office and Salesroom :- 11-12 North Wharf

Importers and Dealers

Sugar, Molasses, Fish, Flour, Provisions,
Dried Fruits, Staple and Fancy Groceries.

Manufacturers

"Acorn" Pure Spices, Flavoring Extracts.
Baking Powder, Coffees, Icings and
Grocers' Specialties.

Wholesale Distributors

"Gold Bond" Canned Goods
"Hartley's" Jam and Marmalade
"Goodwillie's" Fruits in Glass
"Lea's" Home Made Pickles
"Pride of Canada" Maple Goods

G Grocers who build their trade on the sound foundation of **QUALITY**
will reap the benefit in the confidence of satisfied customers.

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Montreal: 701-702 E.

VOL. XXIII.



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