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# THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

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NO. 44.



People Are Asking For It

## Robinson's Patent Barley

is such a healthy food for young and old that those grocers who have stocked it consider it a paying staple. If you haven't sold it write for sample and particulars.

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

## Canada's Leading Table Syrup

Made, as it is, from the finest selected white corn, under perfect hygienic conditions and most modern scientific methods.

### "CROWN BRAND" TABLE SYRUP

is a delicious, healthy and nourishing table necessity which every grocer in Canada should sell. Most of them do now. If you do not, place your order through your jobber.

PUT UP AS FOLLOWS:

#### Put up in Tins

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

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

## EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

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Works, CARDINAL, Ont.

164 St. James St., MONTREAL

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hard . .

Recommend to your customers as the highest grade of Laundry Soap



**Surprise Soap** can be used in hot water or cold water in any and every way. We advise to give a trial the SURPRISE way of washing without boiling or scalding the clothes.

Call this fact to the attention of your trade.

**The St. Croix Soap Mfg. Co.  
St. Stephen, N.B.**

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—5—

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

## CODOU'S Macaroni

Vermicelli and Pastes  
From Russian Wheat

## COX'S Gelatine

Perfectly Pure

### Griffin's

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

## COURET'S "Shell" Soap

67% Pure Oil

## "THISTLE" "Canned" Haddies and Herring

The best packed

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



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

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 Manufacturer's Representative  
 Grocers' and Confectioners' Supplies, Storage and Distribution attended to.  
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**J. W. GORHAM & CO.**  
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 HALIFAX, N.S.  
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 WAREHOUSEMEN  
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 Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.  
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 Manufacturers' Agents  
 and Grocery Brokers  
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**ST. JOHN, - N.B.**  
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**DRIED APPLES**  
 SHIP ALL YOU HAVE TO US,  
 QUICK RETURNS.  
**W. H. MILLMAN & SONS**  
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**TAPIOCA**  
 We have both  
 Medium Pearl and Seed  
 ON SPOT and our prices are right  
**Anderson, Powis & Co.**  
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 Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.  
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 Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

(Continued on page 4.)

Another new line in

# Hartley's Famous Preserves

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

RASPBERRY, STRAWBERRY, in  
 APRICOT, GREEN GAGE Preserves, 4-lb. sealed  
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From the number of orders already received, this size bids fair to outrival some of better known sizes as a popular seller—

IN ORDERING—don't forget

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

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**TORONTO**

## A TIP

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

### TRADE PRICES

TERMS : DRAFT THIRTY DAYS NET. FREIGHT PAID

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

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

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

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

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

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

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

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

ALL GRADES PACKED IN BLACK, MIXED AND GREEN

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

Manufacturers' Agents—Continued.

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Wholesale Commission Brokers and  
Manufacturers' Agents

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Domestic and Foreign Agencies Solicited.

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Grocery Broker and M'f's Agent

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Branch at Calgary

ESTABLISHED 1887

**Carman Brokerage Co.**

Wholesale Grocery Brokers

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GOODS STORED AND DISTRIBUTED

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Wholesale Grocery Brokers  
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Established 14 years. Correspondence solicited

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**CANNING MACHINERY CO.,**

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**Its History and Mystery**

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
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invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

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

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

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

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This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

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- Commercial Classification and Description.
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# YOU TAKE NO RISK

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

## Canadian Cannery's Brands are Business Builders

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

### ORDER FROM YOUR JOBBER:

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

**Canadian Cannery, Limited**  
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## You Needn't Be Doubtful

about any goods if you insist on quality first. You will be doubtful, though, about the purity of certain kinds of canned goods whose origin you wouldn't care to vouch for. The wise grocers who stock with

# OLD HOMESTEAD BRAND

CANNED FRUITS AND VEGETABLES

don't do any doubting. They *know* that Old Homestead Brand has that merit in its preparation that ensures positive sales. Line up with the Old Homestead grocers and hear the ding-ding of your cash register as it records in "silver" tones the story of a success built upon quality.

*Let your jobber quote you prices.*

**THE OLD HOMESTEAD CANNING CO., Limited**  
PICTON, - ONTARIO



# QUALITY VERSUS PRICE

The tea the public know most about is naturally the first to be selected by you. There is more real profit selling tea already well known for uniform excellence and absolute reliability than in any trashy tea at a "cheap" price. It is quality and not price which gives tea value. By pushing

## "SALADA"

you will get the best results, because the recollection of its fine quality and delicious flavor remain long after the price has been forgotten. To judge tea by its price is a mistake. Let your taste decide the merit of "SALADA."

MORAL.—Sell better tea and you will have better business.

The "Salada" Tea Co. : : Toronto or Montreal

## Wagstaffe's Pure Jams

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

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

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**WAGSTAFFE Limited, HAMILTON**

Canadian-made Licorice

**Y. & S. Brand**

All Druggists



MANUFACTURED  
by  
NATIONAL LICORICE CO.  
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**ACME PELLETS**

**M. & R. WAFERS**

and a complete line of **LOZENCES, ETC.**

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**MOLASSES AND SYRUPS**

**GINGERBREAD BRAND MOLASSES**  
(IN TINS)

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

**GOLDEN SLING SYRUP**  
(IN TINS)

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

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LIMITED

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**Marsala Wine**

A GOOD  
PROPOSITION

**Samples Free To You**

If you are a grocer send for free sample of this ideal after dinner beverage.

**Cost is \$7 a case and up**

**Look into this to-day.**

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**STOCK THE BEST.**

**"KIT"**

**COFFEE**

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

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

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Packed by

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Limited

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Best Descriptions.


Prices Right.

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TRADE MARK

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



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SONS  
ESTABLISHED 1834.

These are  
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For pleased customers **QUAKER BRAND** is the salmon to sell.

Finest fish from Fraser and Skeena Rivers.  
Simply perfect.

Pleasing package—in fact, the most attractive tin on the market.

**Mathewson's Sons**  
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**Early Delivery**  
can be had by placing early orders

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Pickles Vinegar Sauces

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

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We hold a full range of very attractive lines at different points in Canada and the United States. Samples will be promptly submitted to jobbers on application.

**S. T. NISHIMURA & CO.,**  
MONTREAL

One important feature of our goods  
is their strict reliability.



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100% pure makes their quality sure:

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

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER Canned Goods

**THE BLOOMFIELD PACKING CO.**  
BLOOMFIELD, ONT.

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New goods now in stock

## Thomas Kinnear & Co.

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



**ST. CHARLES CREAM**  
**UNSWEETENED—STERILIZED**

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

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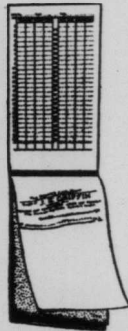
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TORONTO, CANADA

The delicious flavors of

### Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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

ESTABLISHED 1840

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Order direct from the makers

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The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

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CANADIAN SALT COMPANY, LIMITED,  
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# Sure Sellers Appeal

to the modern grocer. That's why our four leading lines in Extracts and Jelly Powders will meet with your favor. Satisfied customers, quick sales and good profits.

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

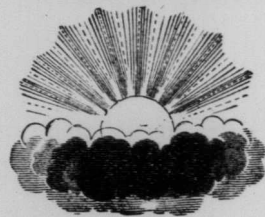
These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

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"Non-Pareil" Reg'd.

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

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

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MANAGER KENTUCKY REFINING CO., Incorporated  
Cotton Seed Oils

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All sizes—All kinds.

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For products of Maple, Corn and Cane.

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For Sweetened Milk and Evaporated Cream.

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Bevelled, Round and Square.

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of any description.

### BAKING POWDER

### AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

## Norton Manufacturing Co.

HAMILTON

**SHIRRIFF'S  
JELLY  
POWDERS**



They produce a pure, delicious, dainty dessert which delights and satisfies the careful housewife.

**IMPERIAL EXTRACT CO.**

**18-22 CHURCH STREET Toronto, Can.**



## Diamond Brand Tomato Ketchup



Attractive price

Pint decanters, 2 doz.  
to case.

Per doz. \$1.75

**BETTER THAN EVER**

Has attained high standard of perfection—the verdict of connoisseurs. A trial will convince the most skeptical.

Made from choice Whole Tomatoes, Pure Vinegar, and Select Spices only.

*Order from your wholesaler—or direct, giving us your jobber's name.*

**Sugars and Cannery, Ltd.**  
Montreal

High Grade Total Adding Cash Register at a price within reach of every storekeeper. This Register, at the price, is creating a real sensation among retail storekeepers.



Enables you to tell immediately after closing time just what the day's business has amounted to. Adds all the sales into one total.

Twenty - seven keys registering from one cent to \$9.99 or from 5 cents to \$9.95.

*Write for Illustrated Booklet, price, terms, etc.*

**Onward Manufacturing Co.**

BERLIN,

ONTARIO

## Perfect Vinegar



Requires no persuasive salesmanship. It is by far the easiest to handle and the most satisfactory to sell.

Being of delicious flavor, full and rich, it is used more often and more liberally at the table than the inferior grades, and is naturally in more constant demand.

## White, Cottell & Co's Vinegar

is perfection, of guaranteed strength, rich in aroma and flavor. Keeps well and always gives satisfaction.

CANADIAN AGENTS—  
Hudson's Bay Co., Vancouver, B.C.  
W. L. MacKenzie & Co., Ross Ave., Winnipeg  
Kenneth H. Munro, Coristine Bldg., Montreal.  
Geo. Stanway & Co., Toronto.  
Royal Stores, St. John's, Nfld.  
W. A. Simonds, St. John, N.B.

**White, Cottell & Co.,**

Camberwell, S.E. LONDON, ENG.

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES  
ABC 4<sup>th</sup> & 5<sup>th</sup> Edition  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON, WINNIPEG,  
CALGARY,  
EDMONTON



EDMONTON BRANCH  
NICHOLSON & BAIN

CALGARY BRANCH  
NICHOLSON & BAIN

BANNATYNE AVE EAST  
TRANSFER TRACK

*Winnipeg, Man.*

# A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

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

## NICHOLSON & BAIN

CALGARY                      WINNIPEG                      EDMONTON

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

# Tartan BRAND

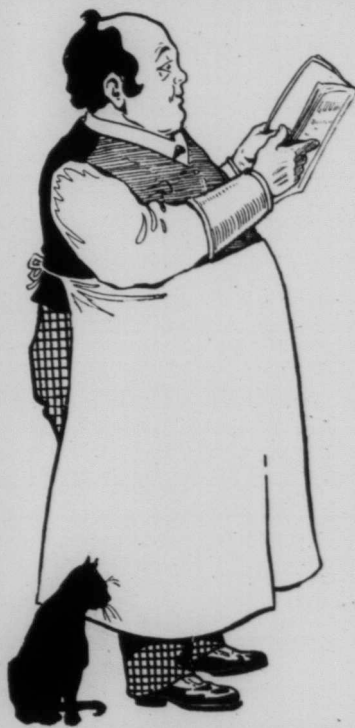
PIN YOUR FAITH TO LIST BELOW.

## ALL TRADE WINNERS

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

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

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



### Yes Sir! An Absolutely Pure Cream of Tartar Baking Powder

*No Alum or Ammonia in St. George's*

"I don't want a Baking Power that has any Alum or Ammonia in it," say your customers.

"I can honestly recommend ST. GEORGE'S BAKING POWDER as being free of such impurities" you may reply. And it is true. ST. GEORGE'S is a Cream of Tartar Baking Powder—100% pure—and purer than the pure food laws demand.

*You can guarantee St. George's to your customers just as we guarantee it to you*

National Drug & Chemical Co., of Canada, Limited, - Montreal



The Most Powerful of All Selling Arguments of  
**BORDEN'S BRANDS**

OF

**Condensed Milk and Evaporated Cream**

are their absolute purity, cleanliness in preparation, healthfulness and reliable uniformity. The new Canadian factory at Tillsonburg is the most perfect in the world. Remember to buy Borden's "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. Every jobber sells them.



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

Scott, Bathgate & Co., Winnipeg, Man.

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

Unsweetened

**THE IDEAL DUSTER**

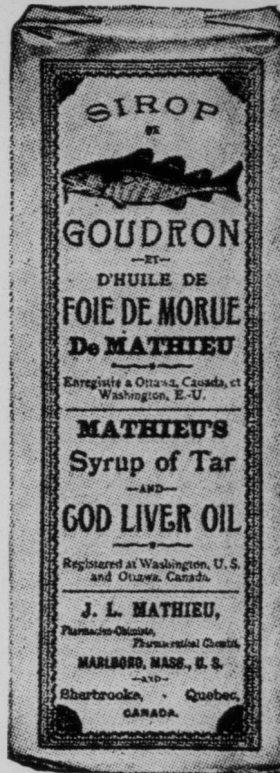
Solid Chunks of Comfort result from the use of the Ideal. No minor domestic problem agitates the housewife more than Dust, it is like dish-washing, constant—in season, out of season—in fact, it has no seasons. **The public's necessity our opportunity** to supply the Ideal—unique in construction—following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

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



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

**Tarbox Bros. - - Toronto, Can.**  
 MANUFACTURERS  
 British Depot: 2 Hope Chambers, Liverpool



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

**Ottawa Valley Business**

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

WE CAN FIX YOU UP

**The Dominion Warehousing Co.**

J. R. Routh, Manager

52 Nicholas St., OTTAWA

# IMPORTANT

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

## "TEA PLANT" PACKET TEAS

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

For over half a century

## Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

**OUR TEAS PAY YOU WELL**

## Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street  
LONDON, ENGLAND

# SUGAR

When next purchasing supplies of Granulated Sugar ask for

*Redpath*

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

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

The  
**Canada Sugar Refining Co.,**  
Limited  
MONTREAL



Once used always used is what they say of

## STERLING BRAND PICKLES

The Canadian people have come to know and demand goods bearing the Sterling label. Place your orders with your jobber or order direct from the factory.

THE **T. A. LYTTLE** CO. LTD.

Sterling Road, Toronto, Canada  
PHONE PARK 376

## A QUESTION EASILY ANSWERED WHICH IS THE BEST?

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

SEE INLAND REVENUE DEPARTMENT BULLETIN.

### CONDENSED MILK, sweetened

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

### STERILIZED CREAM, unsweetened

JERSEY CREAM	27.96	8.05
St. Charles	27.06	7.10
Peerless	26.68	6.50
Carnation	24.94	6.92

Value is determined by amount of Butter Fat and Solids contained

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

## MONEY-MAKING LINES

### AROMA TEA AND AROMA COFFEE

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

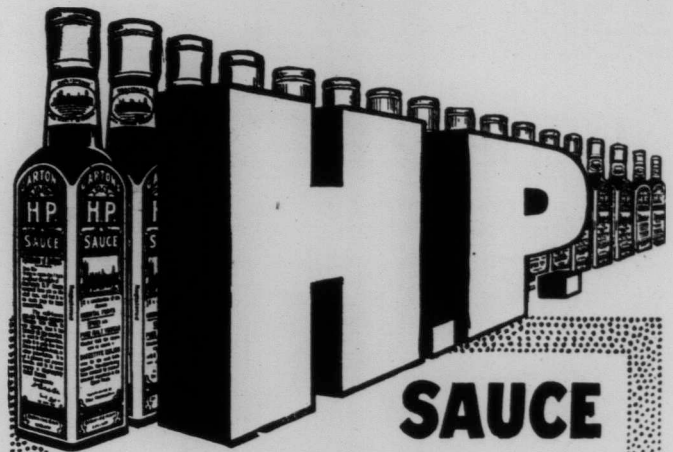
Our Traveller will tell you about them.

## W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie



### THE REAL LIVE SELLING LINE

is what you want. H.P. Sauce is what you are looking for. It has all the necessary qualifications for a leading line. It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

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

Midland Vinegar Co., Birmingham & London, Eng.

## BATGER'S

### Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums

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

Saves time, trouble and loss of weight.

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

ROSE & LAFLAMME, Limited

Agents,

MONTREAL AND TORONTO

WE WANT YOUR ORDERS  
FOR

## “Balmoral” Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

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

Write us for Samples and Prices.

## J. W. WINDSOR

MONTREAL

# It Hurts YOU and YOUR Trade

if the tea you recommend is not the  
best you can procure

Some of your customers will insist on getting certain brands, which you doubtless know are not as good as some other one; but some of these customers have very decided opinions and must be humored. The great majority, however, are influenced by your opinion, and these are the very ones whose trade you are most likely to hold **providing they find that the goods you recommend are always to be relied on.**

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience probably that a customer who complains about tea soon complains about other things and is dissatisfied all round.

You have also found that some customers who did not like the tea you recommended **did not complain but went to another store when they needed to buy again.**

To come right down to the point. **Do you think it pays to push or recommend any tea until you are satisfied yourself that it is the best tea on the market?**

Nothing but the best is good enough for your customers.

Now I believe Red Rose Tea is the best tea on the Canadian market and I believe any independent expert judge of tea will back up this opinion.

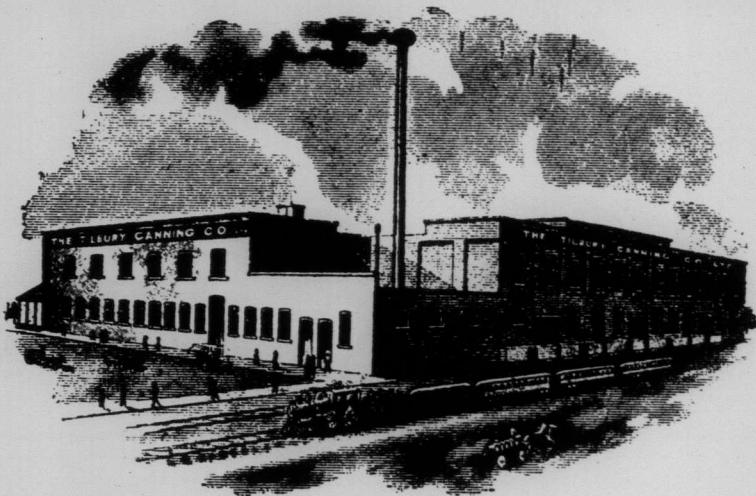
If you are not selling Red Rose Tea and feel that the best is none too good, order a sample case. Then form your own opinion, don't be persuaded one way or the other by my travellers or any one else. **Judge for yourself.**

If it is the best you will continue to buy it; if it isn't you won't.

Branches:

TORONTO, 3 Wellington St. East  
WINNIPEG, 315 William Avenue

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



# "Tilbury Brand" Canned Goods

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

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

**RYAN BROS.,** Winnipeg  
WESTERN SALES AGENTS

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

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

## The Wise Grocer

is placing his order for 1908 pack and buying

# "PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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





## GILMOUR'S 10c. HAND CLEANER

Per Gross: \$9.60 less 12½%. Per Gross: \$9.60 less 20%  
(5 GROSS LOTS)

3 Dozen and 6 Dozen Cases. Terms: Net 30 Days

### THE GILMOUR COMPANY

OFFICES: 934 De Montigny St. FACTORY: 604-5-8 Papineau Ave.

X

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

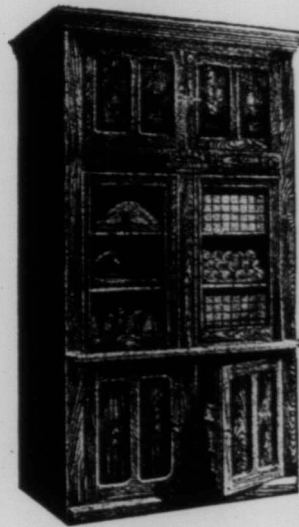
**CANADIAN OFFICE, VANCOUVER, B.C.**

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



### ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use, \$2.00 per bottle at dealers or delivered. Horse Book 5 D free.  
ABSORBINE, JR., (mankind, \$1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.  
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.  
LYMAN, SOSS & CO., Montreal, Canada Agents.



**REFRIGERATORS**  
FOR BUTCHERS AND GROCERS  
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

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



## "Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK

EVERY CAN GUARANTEED

**Aylmer Condensed Milk Co., Limited : Aylmer, Ontario**





## Imperial Evaporated Cream

### A Mighty Strong Point

in favor of this brand is the fact that the cap of the tin is **clamped on and not soldered.**

No such a thing as scorched cream if it is **Imperial Brand.** This is significant.

Regard this Point as  
would your customer.

**The Canadian Condensing Co.**

CHESTERVILLE, ONT.

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

A Leading British line well-known and  
largely advertised



THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

**"THERE IS MERIT IN IT."**

The Trade Say:

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

AGENT FOR MONTREAL:

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

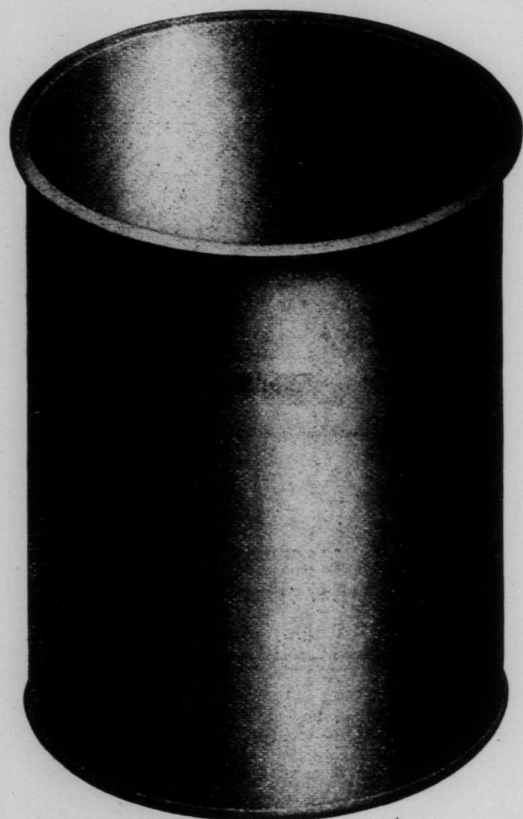
ONTARIO AGENTS:

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

Write Our Agents for Prices, Etc.

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

**SAMPLE CASES NOW READY FOR DELIVERY**



## Give the Tomato a Chance

Pack your Tomatoes in the Tomato  
Can made for Tomatoes.

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

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

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

Max Amc Patents

ESTABLISHED OVER 200 YEARS

# CHAMPION'S

## IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



# “WHITE SWAN GOODS ARE GOOD GOODS”

## — ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

### WHITE SWAN MILLS - TORONTO

Push “2 in 1” Shoe Polish among your customers and it will work for you. Its convenient and economical qualities recommend it to careful buyers.

# 2 in 1

## SHOE POLISH



If you are missing the profits that the sale of “2 in 1” brings, get in line to-day. You will find that “2 in 1” will help you to sell other lines as well.

The F. F. DALLEY CO., Limited

HAMILTON, CANADA  
BUFFALO, N.Y., U.S.A.

**ANNOUNCEMENT !**

**Mackintosh's  
Toffee**

(The King of Toffees)

I am receiving fresh stock of this world famous Toffee this week. It is a line that sells freely now, it is well advertised and shows you good profit.

*Order Now. Get it on sale.*

**William H. Dunn**

Sole Agent

27 Front St. East  
TORONTO

396 St. Paul St.  
MONTREAL

**I OFFER**

for prompt shipment from Origin,  
new season's crop

**Spanish Shelled Peanuts**

Quotations from

**ANDREW WATSON**

SOLE IMPORTER

91 Youville Square - - MONTREAL



**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.**

**Australian Storekeepers**

handle

**"OXOL"  
FOR CATTLE**

in immense quantities.

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



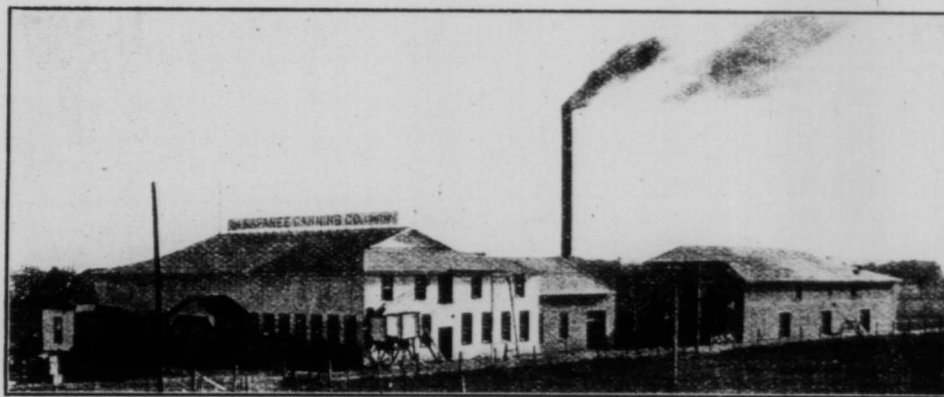
**"OXOL" FOR CATTLE**

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

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

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

and In England, Australia and New Zealand.



# *“Canada’s Pride”* **CANNED GOODS**

Packed by the Napanee Canning Co.  
Under the Most Sanitary and Scientific Methods

---

QUALITY, FLAVOR AND DESIGN OF LABEL unequalled in the Dominion

---

***We Control the sale of “Canada’s Pride”  
for Montreal and East***

SPECIAL ARRANGEMENTS FOR CAR LOTS  
FOR DIRECT SHIPMENT. Write us for quotations

---

**WILLIAM GALBRAITH & SON**  
**80-82 St. Peter Street, MONTREAL**

**If the Conservatives Are Beaten  
Here Are Two Winners!**



My Attractive Package :  
In 1/2, 1 and 5-lb. Tins

**White Dove  
Cocoanut**

and

**White Dove  
Almond Paste**

are unbeatable

Agents :

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

MANUFACTURED BY



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

**W. P. DOWNEY**

24 and 26 St. Peter Street,

MONTREAL

**CHASE  
&  
SANBORN'S  
HIGH  
GRADE COFFEES**  
*Liked by every  
thoughtful  
housekeeper*

**Chase & Sanborn,**

-

**Montreal**

Th

Adam  
Adan  
Allan  
Alliso  
Amer  
Ande  
Aylm

Balfor  
Batge  
Beann  
Bened  
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Blood  
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Ceylor  
Chamj  
Chas-  
Chocol  
Clark.  
Clawsc  
Compt  
Compo  
Const  
Cooper  
Cote, J  
Cowan  
Cox, J



# KLEANIT

## The Magic Window Cleaner

Have you tried it?  
If not do so, then you will recommend it to your customers.

**James Turner & Co., Limited**  
Hamilton, Ontario

### INDEX TO ADVERTISERS.

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

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y																																																																																																																							
Adam, Geo. & Co. .... 4	Balfour, Smye & Co. .... 17	Campbell's, R. Sons. .... outside back cover	Adams, J. T., & Co. .... 2	Batger & Co. .... 20	Canada Maple Exchange. .... 56	Canada Sugar Refining Co. .... 19	Adams, J. T., & Co. .... 2	Beamsville Preserving Co. .... 22	Canadian Cocomat Co. .... 56	Canadian Cannery ..... 5	Canadian Condensing Co. .... 24	Canadian Fairbanks Co. .... 57	Canadian Salt Co. .... 13	Canadian Salt Co. .... 13	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26	Canadian Soap Co. .... 26																																																																																																																					
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# Interesting Revelations in "Guild" Case

Crown Witnesses Tell How the Wholesalers' Arrangements Interfered With Their Businesses — Quasi-Wholesalers Unable to Buy Sugar, Tobacco and Other Staples—The "Equalized Rates System" Explained—Defence Gets in Some Strong Points on Crown Evidence.

The trial of the Dominion Wholesale Grocers' Guild, which was reported at some length up to the time of going to press last week, was continued on Wednesday, Thursday and Friday before Chief Justice Falconbridge at the City Hall, Toronto. It was anticipated that the case would be carried through to the end at this sitting and some surprise was manifested when on Thursday His Lordship intimated that he would not be able to sit on the case longer than the one week. Following this, it was announced on Friday that the case would be held over until Tuesday, November 10.

Up till Wednesday afternoon the evidence submitted had been chiefly the reading of letters from the President and members of the guild to other members and manufacturers, the Crown seeking in this way to build up the charge of conspiracy against the defendants. On Thursday and Friday the evidence was rather more interesting, for a number of witnesses were called, who gave a good deal of interesting information as to the working out of the guild arrangements and their effect on the trade.

## The Defence Outlined.

The line of defence was outlined by E. F. B. Johnston, chief counsel for the defendants, on Wednesday afternoon, during his cross-examination of J. Stanley Cook, the Secretary of the guild. It will be submitted that the guild had nothing to do with preventing the retailer to buy from the manufacturer if he so desired. The point aimed at was to prevent the retailer from getting the same rebate from the manufacturer as the wholesaler was receiving. This, it is maintained, is absolutely necessary for the existence of the wholesale houses, as otherwise they would be forced out of existence, and since the wholesaling system is economically the cheapest means of distributing the goods, prices would be higher to the consumer in the end.

## Wednesday Afternoon Session.

On the hearing being resumed on Wednesday afternoon, a letter from J. Stanley Cook to A. McDonald Co., Winnipeg, was read, complaining that the firm had sold Edwardsburg starch contrary to agreement.

"A violation of the rules renders you liable to confiscation of your rebate by the refiners," the letter said.

"That seems to settle the point as to where the forfeits went," commented Justice Falconbridge. "It states that the rebates would be confiscated by the refiners. Apparently it was a sort of premium used to enforce the rules."

"That is a fact," from Mr. Johnston. This was the last letter of the budget submitted by the Crown.

J. Stanley Cook was then cross-examined by Mr. Johnston. He stated that he was appointed Secretary of the

Dominion Guild in 1901. The guild had been in existence for from ten to eighteen years before that, but it was not until 1904 that by-laws were framed. There had been a good deal of price-cutting, and the object of the by-laws was to do no more than define what the regulations should be in regard to that matter. There was no penalty attached to a violation of these by-laws except loss of membership. There was no deposit of any description to be forfeited. If rebates were withheld they were not given to the guild.

"How many cases have there been in which the rebate penalty was enforced?"

"I do not know of any single case in which the rebate penalty was finally enforced."

Explaining why several firms referred to had had difficulty with the guild he said that Revillion Bros., of Edmonton, originally conducted both a wholesale and retail business. They have since cut off the retail department and are now members of the guild. Similar difficulty had been experienced with Broissand & Co., of St. Catharines, Rundle of New Brunswick, and Baird & Peters, St. John.

"What was your object in getting the list of direct buyers from the refiners?" asked Mr. Johnston.

"To send them circulars and any information that would be advantageous to them to have."

"And what the guild was trying to do was to get the manufacturer to so reduce his prices to the wholesale trade as to make it profitable to the trade to deal in his goods?"

"The rebate was intended to have the effect of giving the wholesaler his margin."

"Who fixed the listed prices?" was the next question.

"The manufacturers."

"What was the connection then between the wholesaler and the manufacturer?"

"Proportionate profits and the restriction of rebate to the wholesale trade."

"Did the manufacturer fix the selling prices in all cases?"

"Absolutely."

And then the members of the guild arranged with the manufacturer for a certain rebate for handling his particular line of goods?"

"That is right."

## The Question of Rebate.

"The question was," Mr. Johnston continued, "whether or not the rebate was to be confined to the wholesaler or was to include the retailer?"

"That was the whole question so far as the wholesale trade was concerned."

"It goes without saying that if the retailers got the same rebate as the wholesalers there would be no room for the wholesalers?"

"They would go out of existence."

"If the retailers got the rebate it would be to their advantage?"

"To their very considerable advantage."

"And if it was carried out to the full extent there would be nobody to whom the wholesalers could sell?"

"That is the fact."

## Equalized Rates System.

Explaining the equalized rates system as applied to sugar, Mr. Cook said that system was arranged to enable direct buyers of sugar in the wholesale trade to get a margin. By it every wholesaler was put in the same position, except that there was a difference of rate according to the distance from Montreal. The price was set by the refiners at Montreal, being the current price for sugar. To this initial price was added a percentage to cover the cost of shipment to various wholesale centres. In some cases this did cover cost of shipment, in others it did not.

"So what your guild did was to act as distributors of the goods of the various manufacturers?" Mr. Johnston asked.

"That is the principle of the wholesale trade."

"As a matter of fact there were many wholesalers getting the rebate who were not members of the guild?"

"That is so."

"Was there any list absolutely controlled by the Guild?"

"No."

## The Reason for the Fighting.

"The whole fight for years has been to get better terms, better profits and protection against the retail people getting goods at the same rates as the wholesalers?"

"Yes."

"Is there anything in the agreements to prevent a retailer from getting his goods direct from the market?"

"No, the only difference is that he cannot get the same terms as the wholesaler."

Cross-examined by Mr. Washington, for the Crown, Mr. Cook said that the wholesalers who were not members of the Guild and who bought direct from the manufacturers had either to adhere to the prices fixed by the manufacturers or be disciplined.

## A Toronto Grocer Speaks.

W. W. Clancy, a grocer, of Bloor St., West, Toronto, was called by the Crown. He told the story of the formation of the Provincial Groceries, Limited, which carried on business for some time on Front Street, Toronto, being organized in 1903. It was a co-operative concern, made up of retailers who bought from it at wholesale prices. Profits over six per cent. were refunded to those who bought from the company. The company, however, was not too successful and went into liquidation in 1905.



"What led to this result?" Mr. Blackstock asked.

"We couldn't get goods to sell at a profit."

"Why?"

"Because we were not members of the Guild. We approached manufacturers to buy goods, but they referred us to the Guild, stating that they could not sell goods unless we became members of the Guild. We applied to the Guild for membership, but we did not succeed in getting admission."

"What goods were those you could not get?"

"Sugar, tobacco, starch and vinegar, and we could not get Aylmer brand canned goods nor the best brands of salmon. We approached the manufacturers and wrote letters to find out why they would not sell us goods, but they simply referred us to the Guild. James Pyle, of New York, would not even sell us Pearlina because we were not in the Guild."

#### Could Not Get Into Guild.

"We couldn't get into the Guild, either," continued the witness. "That meant we lost money. We would have to buy sugar, for instance, from a retailer, and then sell it again, sometimes at a loss of 5 or 6 cents a hundred. We would have had a good business to-day if we could have got the goods."

Questioned concerning the effect of the Guild upon the trade, the witness said:

"A man cannot become a wholesale grocer unless he goes into the Guild."

"What effect have the arrangements of the Guild on the prices at which the commodities reach the consumer?"

"I cannot say, but in some cases prices are higher to-day than they were. Canned tomatoes, for instance, are selling at from 90 to 95 cents this year, although the crop was the biggest on record, and eight or nine years ago they sold at from 60 to 65 cents. Whether the combination is in any degree responsible for the increase I am not in a position to say."

Cross-examined by Mr. Johnston, Mr. Clancy said that in refusing to supply goods to his company, the manufacturers might have been influenced by its financial standing.

"Did you stick to the wholesale business when you gave up the co-operative idea?" Mr. Blackstock asked.

"Yes, even more closely than the others. We didn't make a practice of selling to hotels or other similar large buyers at all."

"The retail grocery trade at that time was demoralized," said the witness, and a little later, "If retailers could buy direct from the manufacturers they would be bigger men, and consequently would be in a position to sell cheaper to the consumer."

The court then adjourned.

#### THURSDAY MORNING'S SESSION.

Thursday morning's session was a particularly interesting one, the examination of crown witnesses being proceeded with. Three of these were called during the morning and gave evidence regarding the alleged difficulties they had had in bucking up against the Guild arrangements, particularly in regard to tobacco and sugar.

A. McLean, Kingston, the first witness, said he was partly a wholesale and partly a retail grocer. He had been

in business since '63 or '64. Never had had any trouble in buying sugar from refiners till 1881. He saw the refiners repeatedly from '81 on, and since this prosecution started he had seen Mr. Labatt, of the St. Lawrence Co., and Mr. Drummond's son. The last time he got a decided "No," from Mr. Watson, of the Canada Sugar Co. Mr. Labatt, of the St. Lawrence Co., said he wanted the wholesale trade to make money. They couldn't do so other than by adhering to the Guild agreement. He had also dealt with the Acadia Sugar Company for some years. Had seen Mr. Cutler recently, who said he couldn't do anything for him. He had also dealt largely with Sir William Macdonald in tobacco, and for 12 years had had no trouble. Later Sir William sent him a letter saying that in the interests of his business he would have to cut him off.

Mr. Johnston objected that the letter had no bearing on this particular charge. But it was allowed, subject to objection by Chief Justice Falconbridge.

"I find it advisable to confine my accounts to the wholesale trade," read the letter, "you had better dispose only of my stock you have on hand."

Witness said he had seen Mr. Macdonald some time ago. At that time he said he had to protect his business, that wholesalers were his best customers. He would keep him on if he would sell at the same prices as these men sold at. Mr. Macdonald kept him on his list for two years and then cut him off altogether. He had seen Mr. Macdonald once or twice since. He was always friendly, but not enough so to sell him goods.

#### Tried to Get In.

He had communicated with the Guild once through its agent in Kingston, when he was cornered. He saw Messrs. Craig & Sutherland. They said they would put his application in. "I have never heard anything of this since," he said.

A letter from Edgar Wills, secretary of the Toronto Guild to McLean, dated Sept. 16, 1888, said: "As soon as you make a change in your business so as to qualify as a wholesale house we will allow you admittance. If your name is passed by the Kingston Guild there will be no difficulty in your becoming affiliated with the Guild."

"Did you try to get tobacco from any other companies?" the witness was asked.

"Yes, but I wasn't able to do satisfactory business with them."

Letters were read in support of this from the McAlpine Tobacco Co., Toronto, and Goldstein & Co., Montreal, dated in 1888 and 1889, to the effect that they could not supply Mr. McLean with tobacco because the guild and wholesalers had combined against them for supplying him.

#### How it Affected Business.

"What was effect of all this on your business?" counsel asked.

"I was trying to get to the position of a wholesaler, was working as retailer, trying to get up. For 45 years I had been trying to work my way to the front."

"What was the effect of the guild arrangement on trade?"

Mr. Johnston objected to this question, saying, "He cannot speak as to that."

"After 55 years' experience as a grocer he ought to be able to speak," Mr. Washington said.

The question was admitted subject to objection.

#### Aged Witness Breaks Down.

The witness, however, was unable to answer the questions. Seventy-six years of age and noticeably feeble, the strain of the examination was too much for him and he broke down. His Lordship thought Mr. McLean was faint from standing so long and ordered a chair brought for him, but the old man was completely overcome and had to be taken from the witness box for the time.

#### A Port Hope Grocer's Complaint.

John Curtis, called, said he was a retailer and wholesaler in a small way in Port Hope.

He had never bought sugars direct from the refiners and had gotten tobaccos only from the Empire people. About eight years ago he found he couldn't do this. When he asked about it the company said the guild wouldn't take their tobacco until they had worked up a trade. Then the guild said they would take control of it if it was sold only to guild. This caused his jobbing trade to fall off. He used to buy starches and syrups from the Edwardsburg Starch Co., but in 1905 was told that the order must come through the wholesale houses.

"What wholesale house shall we place your order with," read the letter.

Witness had to buy Eddy's goods, but was shut off on them also.

Mr. Curtis told of going to see the late Mr. Ince in Toronto, when he told him that sugar was 12 cents higher in Port Hope than in Toronto. Mr. Ince called his son and said, "Willie, is this the case?"

He was sent to Edgar Wills, then to Col. Davidson. These said they couldn't do anything for him, so he had to drop it at the time.

#### The Equalized Rates Again.

"How does the equalized rate book affect Port Hope?"

In answer to the question the witness read a list showing how the towns west of Belleville and east of Toronto were affected. The rate at Port Hope was 26 cents; Peterboro', 13 cents; Lindsay, 16; Toronto, 10; Belleville, 10; Oshawa, 24; Scarborough, 19; Hamilton 11 cents.

"How does this affect your trade?"

Witness said it destroyed his wholesale trade entirely. It forced him to put the price up to consumers. There was no other way to bring in Canadian refined. He used to bring up New York sugar by boat, but this did not prove satisfactory.

"How does the equalized rates compare with the regular freight rates at Port Hope?"

"We can't get any regular rate at Port Hope. The Grand Trunk won't give us any satisfaction."

#### Trouble With Sugar and Salt.

Mr. Curtis told of going to the St. Lawrence Sugar Co. in April or May the Summer after guild arrangement came in force. He was asked if he belonged to guild, and on saying no, was refused. He then went to the Redpath Co., but received the same treatment. He used to buy salt, dealing with Ransford, of Clinton. The latter said all jobbers were cut off and would sell him no longer.

"Any other commodities," asked Mr. Washington, "which interfered with your business."

"I think I had some difficulty in getting shredded wheat."

"What is the effect of the guild arrangements on the retailer," he was asked.

"I have been in grocery business 25 years," he said, "and see the effect in this way. The traveler comes along and says, 'who will you have this through.' I think it has affected business in putting the price up."

**A Fair System If Rightly Worked.**

Cross-questioned by Mr. Johnston he said that system at present in operation among manufacturers and wholesalers was fair if properly carried out. He did not think the profit allowed by manufacturers was more than a living profit. In small quantities less than cars it was only reasonable, in larger lots it seemed a little more.

"Articles are cut closer than they were some years ago?"

"To the retailer, yes?"

"What would be a fair percentage of profit added to the price of articles?"

"I sell sugars at 10 cents on the dollar, on credit. Sometimes less."

"What would be the net profit on whole of your business to-day?"

"About 15 per cent. or less; sugar, 10 per cent.; tobaccos, 8 per cent."

"What should be the gross profits on a wholesale business?"

"I couldn't say."

Witness did not know whether the profit the wholesalers are making is more than reasonable because he did not know how much it was. The credits of the wholesaler would be larger than with the retailer and with failures among retailers their losses would be heavy.

Questioned regarding the nature of his business witness said he had been doing a jobbing business with small general stores in the vicinity ever since he started business. He had no travelers and only reached those whom the regular grip men did not call on.

Referring again to tobacco, Mr. Johnston asked:—"Do you know the rate wholesalers make on MacDonald's tobacco?"

"Four cents a pound. I never got them at the same rate as the wholesalers."

**Could Buy at List Prices.**

"Could you always buy sugar, starch, etc., at the list prices?" Mr. Johnston continued.

"Yes."

"The reason you didn't get these goods at discount prices was that you were not a wholesaler?"

"Yes."

"What do you do if the retailers in Port Hope cut?"

"Don't do anything. We can't help it."

"But you don't like it?"

"No."

Questioned as to how he thought the present system might be improved, he said he would amend the present system of buying goods so that the wholesaler with a retail counter could buy at wholesale rates."

"Is there anything else you think might be improved?"

"Yes. Travelers should not sell to one man at \$25 less than to another, offered in baits, etc." he said.

Mr. Johnston then questioned the witness about the freight rates, and suggested that the rates as fixed by the equalized system were controlled by the railway companies.

"I don't see that," said Mr. Curtis, "I can't see that it is the railway that is responsible for the rate to Port Hope from Montreal, being 16 cents, while the rate to London is only 12."

"Do you know that it costs almost twice as much to ship from Montreal to Calgary as it does from Montreal to Vancouver?"

"I don't know that."

"Or that the rate from Toronto to Rat Portage is twice as much as from Toronto to Winnipeg?"

"I don't know that."

Mr. Johnston suggested that the rates depended upon whether the location is a competitive point or not.

"Well, I can't see why a firm in Peterboro can get their goods at a cheaper rate than I can in Port Hope, when we are both equally distant from Montreal and Toronto."

"Do you understand the equalized rates system?"

"I have an idea how it works out." Continuing, the witness said he had no objection to the system if it worked properly, but objected that the equalized rates book does not accomplish this purpose.

"If it did, you would have no fault to find?"

"No."

In answer to a question by Mr. Washington, Mr. Curtis explained what he meant by travelers giving a rebate.

"Well," he said, "I have heard about travelers giving a grocer \$25 cash, say, and then sending him the sugar at Guild prices. I don't like that kind of business. I like to know what I am paying straight."

"What do you mean by saying the country can get along without combines?" the witness was asked in reply to another answer.

"That there is no need for the Guild. I suppose I get so used to hearing it called a combine that I call it one myself."

**A Canner's Story.**

Wm. J. Graham, a resident of a suburb of Owen Sound, and a stockholder in the Owen Sound Canning Co., was called. The firm commenced business in 1901, and put up fruits, corn and tomatoes.

"Did you have an interview with Mr. Beckett in 1902 with regard to your pack?"

"Yes, he made me a proposition to sell our pack to Guild. He produced a document representing himself as a Dominion syndicate. They were to sell the pack at a nominal figure, say 65 cents for tomatoes. He claimed all the principal canners had signed this agreement, except the Bloomfield Co. We were to be guided by his directions as to amount of goods to pack. This price would be about the cost price of packing. Mr. Beckett was to allow us a share of profits."

"Did you sign it?"

"No; we didn't come to terms, for I saw nothing in it."

The witness said that in 1901 and 1902 he met with no obstacles in selling their goods to different firms, Eby-Blain, Perkins-Ince, McLachlan & Son, and Vancouver and Victoria houses. In 1903,

however, they were met with the objection that members of the Guild could not buy their goods. The pack that year was the general line.

**Wholesalers Tied Up With Cannery.**

He saw W. P. Eby, who said they had gone into an arrangement with the Cannery's Consolidated Association, and that they could not buy from him without losing their profits. "Mr. Eby said he was sorry if we didn't go into this arrangement," the witness continued.

"We did sell him some goods the cannery couldn't supply him. Perkins-Ince also wouldn't buy from us."

The same rebuff was met in Owen Sound from McLachlan & Sons. The pack of the factory was sold that year at the coast through brokers. The sales were fair enough there.

In 1904 the firm only packed peas, seeing the market was shut up on other lines. They contracted for the sale of these with the Bloomfield Packing Co. before packing.

"In 1905 we had to sell our pack to the retail trade at about cost price," continued the witness. "We have never packed anything since 1905, because we couldn't make anything without getting into the wholesale market."

**Cannery Offered to Buy Them Out.**

"What is the association you speak of?" he was asked.

"That is the Consolidated Cannery, the Canadian Cannery, of Hamilton, At that time they asked for a price on our property. The negotiations did not, however, materialize."

The witness said that later he told Mr. David Marshall that the system was a menace to his business and that he would take legal proceedings against them. Mr. Marshall then wrote him a letter.

Mr. Johnston objected to the presentation of the letter as it was evidence relating to the Canadian Consolidated Cannery.

"We were tied up by the Canadian Cannery just as much as the Owen Sound association was," said Mr. Johnston.

"Are the Cannery charged here with being co-conspirators?" asked his Lordship.

"Yes."

"Then I will admit the evidence."

The witness was asked as to the price of canned tomatoes last year. He said he had examined the stock lists and had an idea of the prices. He always kept himself informed of the price.

**Estimates Cost of Packing.**

Witness was asked to give some idea of the cost of packing tomatoes. He estimated the net cost at about 70 cents, which, with other factors, would bring the total cost to about 88 cents.

"Then the profit last year would be the difference between 88 cents and \$1.25?"

"Yes."

He thought the profits last year were excessive and said that the prices this year are considerably less.

To Mr. Johnston the witness admitted that he had been a civil servant for many years, and stated that he paid very little attention to the canning business.

Again, he said that the handling of groceries might be facilitated and cheapened by the placing by the manufactur-

ers of their goods in the hands of the wholesalers for distribution.

"You know that the wholesale grocers were tied up. They would lose their discount if they bought anywhere else than the Canadian Canneries."

**No Quarrel With the Guild.**

Personally, Mr. Graham said, he had no quarrel with the members of the Guild. He considered the wholesalers very useful members of society. His trouble was with the institution known as the Canadian Canneries, Limited.

"Do you mean to say, seriously," said Mr. Johnston, "that you could not really do business?"

"I mean to say that it was necessary to do business with the wholesale dealers, and we couldn't do it. So we had to sell out."

"Are you quite sure that it was not because the country was not productive enough to keep the business going?"

"That was not the reason."

Thereupon Mr. Johnston produced a letter written by the son of the witness, manager of the Owen Sound Company, in which he stated that they desired to move because the country about Owen Sound was not favorable to the growing of tomatoes.

"I'll agree to that," said Mr. Graham, "but that doesn't at all alter the fact that we had to dispose of our goods through the wholesalers to carry on a successful business."

This ended the morning session.

**THURSDAY AFTERNOON'S SESSION**

The afternoon session saw the examination of a couple of other witnesses who claimed to have been interfered with by the Guild arrangement.

The first called was A. McLean, an aged Kingston retailer and jobber, who had broken down in the box in the morning.

Cross-examined by Mr. Johnston he said his business was largely retail at the beginning. He felt the effect of the Guild arrangement in 1881. He then had trouble with sugar because the refiners took the part of the men who sold their goods.

**Cruel Law of Nature.**

"I couldn't blame the wholesalers for their action," he said. "It was the law of nature and nature was sometimes pretty cruel."

Referring to tobacco, Mr. Johnston asked, "Was there any talk between you and Macdonald on tobacco?"

"Yes. I sold the goods at 1c per lb. profit and lost on it. Macdonald said to 'Go and sell at the same prices as the other men, and I will keep you on my list.'"

After this he got tobacco from Goldstein & Co., of Montreal, when he also was ordered to discontinue selling it.

"He could not sell to you and keep his discounts?"

"He did lose it through me."

A letter from the Ontario Sugar Co. to the witness mentioned something about freights being against them in Kingston.

"If wholesale firms go in business it is not unreasonable for them to secure a reasonable profit."

"No," said the witness.

Mr. Washington asked, "When you were buying sugars direct, what profit were you getting?"

"A fair per cent."

"Has that decreased?"

"Yes; we got a better profit then."

This ended Mr. McLean's examination.

**Another Canner's Experience.**

A. R. Baker, of the Old Homestead Canning Co., Picton, was the next witness.

In 1903 he said he sold goods in some sections to wholesalers and in others to retailers. Has met with difficulty in disposing of goods since, pretty regularly. About all the jobbers in Toronto refused to buy his pack until this year by reason of the fact that they had signed with the Canadian Canneries and would lose their rebate. This year the company is selling to Eby-Blain, Toronto.

Mr. Washington, aside, "I know what will happen to them."

Prices last year were rather high, the witness said, with No. 1 tomatoes at \$1.27½. This was higher than the year before. This year they are lower, with No. 1 at 95 cents.

Cross-examined by Mr. Washington, the witness said the price of canned goods depends on other circumstances than trade arrangements, namely, crop and demand.

"The Canadian Canneries are a private corporation," the witness said. "They buy from the growers and other canning companies. They fix a price."

"Do you?"

"No. I sell to the wholesalers when I can; if not to the retailer."

"Would it be unfair for canners to sell to retailers?" Mr. Baker was asked.

He said he couldn't supply the wholesalers with all goods the Canadian Canneries can, as the company doesn't go into jams or finer vegetables.

"Unless the canners can't utilize the wholesale trade it would mean an increased cost of goods?"

"Certainly."

"Doing away with wholesalers would increase the cost of the goods?"

"Probably so."

"What do you think about the bargain with the Canadian Canneries?"

"If the wholesalers are willing, all right."

**The Crop and Prices.**

Re-examined by Mr. Washington. "Was there anything in the crop this year which would affect prices?"

"Some features, but a good deal of dissatisfaction existed all over the country by reason of goods being left on wholesalers' hands."

**An Interesting Witness.**

B. W. Robertson, Kingston, the gentleman whose name figured largely in correspondence of previous days, was called and proved a most interesting witness. He seemed at first to enjoy the situation and made the most of it to impress his Scotch ancestry and early business training, but later, under Mr. Johnston's searching examination, became slightly confused.

Witness said he conducted an exclusively wholesale business. Questioned about sugar, he said he had bought from refiners without difficulty until the Guild arrangement came in. This affected him on sugar, though he always got tobaccos. He is not a member of the Guild.

"What difficulty did you have with sugars?" counsel asked.

"When the arrangement was made I couldn't get it unless I paid the net price to refiners."

He told of having had an interview with Mr. McNally, secretary-treasurer of the St. Lawrence Co., about the 8th of May, 1901. He told him he wouldn't go in the Guild.

Mr. McNally said to him, "You've worried us enough now. We will give you sugar and not force you to go in the Guild."

Much amusement was caused in the court by the witness' next reply.

**The Mark of the Beast.**

"What did you say then?" was the query.

"Asked him if he had ever read the 13th chapter of Revelations."

"What is that?"

"Well, I can read it to you."

The witness then produced a slip of paper and amid much laughter read the following verse: "And the beast caused all, both small and great, rich and poor, free and bond, to receive a mark on their right hand or in their foreheads, and that no man may buy or sell save he that had the mark or the name of the beast."

"There's nothing to laugh about in my reading them," he said, when the court smiled audibly.

"What did McNally say?" he was asked.

"McNally said it would be a long time before it came," the witness answered, "but I told him it had come already."

Mr. Robertson said he had been in the business for 40 years, and was turning over about \$100,000 a year now.

"Why did you fight so persistently all these years against the Guild?"

"I thought there was no use in getting tied up. I had made more money before than after the Guild arrangement."

Witness said he had brought sugar in, some from New York, some from Scotland, some from wholesale houses.

**The Guild and Some Naughty Travelers**

"What is effect of operation of Guild on trade conditions?" was the next question.

"Very bad."

"Why?"

"Sometimes travelers, about the finest class of men in the country, often have to do things they don't want to do. We lost \$300 in giving a man allowances, and also part of his salary to make sales."

"What effect does it have on competition in trade?"

"It has had the result of increasing wholesale houses and thus increasing competition."

"Does this increase or decrease prices?"

"It will necessitate larger profits. A young man commencing in the wholesale business would find it very difficult to get any sugar or tobacco unless he was in the Guild."

Turning to the question of business evolution, counsel asked, "What is the tendency of the relation between manufacturer and retailer?"

"The tendency is to do away with middleman, to allow retailer to get directly at the manufacturer."

Cross-examined by Mr. Johnston, he said the cheapest way to do business would be to do away with the travelers and do business by circular.

"The wholesale system is a very reasonable one?"

"Yes."

"Who fixes the price of starch, sugar and so forth?"

"The manufacturers in sugar."  
 "You have no right to dictate to the manufacturers their price, have you?"  
 "No."

**Wanted to Run His Business.**

Questioned by Mr. Johnston as to why he did not enter the Guild Mr. Robertson said he couldn't rely on the word of other members and because he wanted to run his own business.

"Would you rather see fewer wholesalers than more to-day?"

"Fewer."  
 "Why, because you're a wholesaler?"  
 "Yes."  
 "You could then make more money?"  
 "Yes."

Questioned regarding the price movements of sugar during the last few years, Mr. Robertson became rather confused. He told something, however, of the history of tobacco during the last 20 years. Some years ago it could be bought at 22½ cents but the increased duty and cost of manufacture has brought it up to 80 cents. The prices of starch had also increased in the last 20 years.

"Have canned goods gone up in the last 20 years?"

"I couldn't say."  
 "What about sugar under equalized rates systems? Was the price higher or lower than before?"

"Now the rate is so favorable we can bring sugar to Kingston and store it ourselves. Formerly it was stored in Kingston."

A number of questions from Mr. Robertson's evidence at the former hearing in Hamilton were referred to him and the answers verified.

Re-examined by Mr. Blackstock.

"What has been the effect of the Guild on prices of sugar, starch, vinegar, etc., to the consumer?"

"I don't think there is much difference."

**The Object of the Guild.**

"What do you think is the object of the Guild?"

"I suppose to make a little more money. If goods are higher the consumer has to pay it."

"Do you impute any of the advance on tobacco to these trade arrangements?"

"The Guild gets a little more profit."  
 "Sugar has gone down. Why?"

"The manufacture of beet sugar and the duty has changed this. The Guild has had no effect on prices."

**Another "Outside" Concern.**

H. W. Zealand, managing director of the Grocers' Wholesale Co., Limited Hamilton, was then called, and after telling the story of his troubles by reason of the Guild and its various arrangements, was put through a stiff cross-examination by Mr. Johnston.

Witness said he had been connected with the wholesale grocery business

since '84 or '85 and was one of the incorporators of the Grocers' Wholesale Co. in 1901. He told the history of the business in relation to the affair.

He applied to Redpath's for sugar in July, 1901. He interviewed Mr. Watson, who said they could not supply them because of the nature of their company. Next he interviewed Sir Wm. McDonald, who spotted a couple of retailers' names and said, "There is your source of supply."

The next trouble came early in 1905 when the starch manufacturers and others cut them off their list. Mr. Hutchison of the St. Lawrence Starch Co., admitted to him that he was willing to leave T. Eaton's name on the list, but his had to come off. He also had trouble with the canners who sold to them through Perkins, Ince.

"The fourth year the canners sold on percentage and gave us the rebate through back door," he said.

He had other trouble with Wm. Clark, Montreal. This firm sold them from 1901 till Feb. 11, 1905. On March 11 he received a letter saying the firm's name had been taken off list. Later Mr. Clark replaced the name on list.

"Was there any reason except non-membership in the guild for this?"

"No, the guild alone was to blame."  
 Another letter from the St. Lawrence Starch Co. told of similar treatment. "The only way we can sell you is at wholesale prices through some recognized wholesale firm," the letter read.

Another similar letter from Lumsden Bros., "regretted they would be unable to supply them in the regular way."

Another letter was read from the Empire Tobacco Co., stating in reply to an order that they could not fill it unless the firm was a member of the guild.

"Did you have the same experience in other commodities?"

"Yes, in cereals and others."

**Guild Spoiled Dividends.**

"The guild took away a percentage of profits and spoiled our dividend," the witness explained.

"What is the effect of the influence of guild and its policy on trade generally?" was asked.

"In wholesale business it is hard on new firms. The customers stay with old firms. It takes away competition entirely. An office boy could do two-thirds of the buying. There is no chance to make a bargain when the seller comes along.

"High prices on canned goods work against the poor consumer," the witness said. "He goes without them."

A letter from R. S. S. McIndoe gave orders to the effect that Wm. Clark had instructed them not to fill orders for this firm.

"Did you attempt to get into the guild?" counsel asked.

"Finally it became necessary."

**Tried to Join the Guild.**

A letter was sent to the secretary in Hamilton and one in reply stated that only strictly wholesale firms were allowed to enter, only on agreement of the Hamilton Guild and the payment of \$250. He was advised to apply to the secretary of the local guild.

Another letter from J. Stanley Cook showed that witness' firm objected to the terms, particularly to "unlimited calls," as outlined in the agreement.

"The application form seemed to us to be made for our particular benefit,"

said the witness, so sent back an application I considered reasonable. There the matter dropped.

**Trouble for Crosse & Blackwell.**

A couple of letters to the firm from Crosse & Blackwell showed how closely the wholesale trade was sticking together at the time. One dated March 13, written by E. S. Wyatt, from the King Edward Hotel, Toronto, said in part: "After a debate of five hours I am reluctantly compelled to agree to the removal of your company as direct purchasers of our goods. The Price Committee maintain that your company is not doing a legitimate wholesale business."

Another letter from the same source in May 16, 1905, said: "To have retained your name on our lists would have meant that we would lose the business of practically all the wholesale trade in Hamilton and Toronto."

The time for adjournment had by this time arrived.

**FRIDAY MORNING'S SESSION.**

On the resumption of the hearing on Friday morning Mr. Zealand was put through a searching cross-examination by Mr. Johnston, in an evident effort to prove that the Grocers' Wholesale Co. was not a legitimate wholesale house.

"In organizing the Wholesale Grocers, Limited, was your object to form a combination of retailers for their self-protection?"

"I would not say that. It was an ordinary joint stock company."

Mr. Johnston pointed out that a number of stockholders were retail grocers, and asked what the reason was for the organization of the company.

"The reason was that the retail grocers thought that the guild was making too many restrictions."

"How did you propose to remove the restrictions?"

"By paying seven per cent. dividend on stock and a dividend upon purchases?"

"So that the retailers who were members of the company would practically be placed in the position of getting manufacturers' prices?"

"Provided the profits allowed for distribution."

**Suit Against the Guild.**

"You have a civil action against the guild, and Mr. Beckett for damages?" queried Mr. Johnston.

"Yes. I started it early in 1905, for damages because Beckett or the guild spoiled our profits by getting the manufacturers to take my name off their lists," answered the witness.

"Why haven't you continued that action?"

"This is a good enough action for me."

"Aha! you would rather use the Crown than a civil action. You prefer the criminal to the civil action."

"I am going on the advice of my solicitor, who is my brother-in-law."

"There was a tariff commission in Hamilton in November, 1905."

"That might be so."

"And you appeared before that commission with a view to lowering the duty on American sugar, and you were opposed by a body of guild members?"

"According to the papers."

"And while they were presenting their case to the commission, you went to the police court and laid information?"  
 "No, my solicitor was handling the case for me."  
 "Did you see Mr. Washington?"  
 "Mr. Washington sent and asked me to see him."

**Promoting the Company.**

"Prior to your going into this firm in Hamilton you were a traveler for Perkins, Ince & Co., Toronto?"  
 "Yes."

"And Wm. Brennan and yourself promoted this Hamilton company?"  
 "Yes."

"You did this while in the employ of another firm and on their time?"  
 "Yes."

"Do you think this was honest?"  
 "Yes."

"It was a combination of retailers then, got together for their self protection?"  
 "It was not a combination, they were a joint stock company."

"You know they are not an ordinary stock company paying dividends on the stock?"  
 "I'll admit that."

"Every one of your stockholders excepting yourself and another man are retailers?"  
 "They were at the time the company was formed."

"What was the capital stock of that company?"  
 "We asked for \$100,000. \$43,000 was subscribed, and about 75 per cent. of that was paid up."

"How much stock did you subscribe for?"  
 "For \$500. I got \$5,000 shares as promoter. Each member got one extra share as a bonus. The members each took \$500 in shares."

"Why was the company formed?"  
 "The retailers thought the guild was making too many restrictions. It was to pay 7 per cent. on capital, and pay a preferred dividend on capital."

"You got goods at the ordinary wholesale price, but the money went back to them in 7 per cent. dividends, and in a share of the profits?"  
 "Well, yes."

"The man who bought the goods from you was placed exactly on the same basis with the manufacturer's price as the wholesalers?"  
 "Yes."

**Not to Cut Prices.**

"Well, it looks as if the institution was formed to let retail grocers get goods at manufacturers' prices?"  
 "As nearly as possible."

"So that your members would have been able to undersell their opponents in the same town who were not members?"  
 "Not exactly."

"Will you swear it was not?"  
 "I will not swear it."

"Did you make any arrangement with any manufacturer to handle his goods exclusively?"  
 "Not to my knowledge."

"Will you swear that?"  
 "I certainly will."

"Was there any arrangement to this effect with any manufacturer?"  
 "No."

"Did you claim this was a combination of retailers?"  
 "Good point."

"Did you agree to sell manufacturers' goods at their prices?"

"Many times."  
 "Thought this was all right?"  
 "Yes."

"The same thing you object to the guild doing?"  
 "No, the cases are not parallel."

"Members of your company still bought from wholesalers in spite of fact that your prices were the same?"  
 "Yes, in several cases."

"Why?"  
 "Because they said we could not buy at the right price as the wholesalers could."

"That is, although they were members of your company they still bought goods from the wicked wholesalers?"  
 "Yes."

"How many members did you have?"  
 "About 980 accounts. We had about 67 members. In 1905 we paid a dividend of \$589, and in 1905 we paid \$593.58."

"Did you penalize these men who bought from the wholesalers?"  
 "Our men made enquiries, that's all the investigation we did."

**Peculiar Representations.**

Some circulars sent out by the company at this time were submitted.  
 "You were sending out circulars at that time that falsely represented your company?"  
 "They made a wrong statement, not a false one."

"If you were acting as purchasing agents you would not be wholesalers?"  
 "No."

"We are entitled to take the statements in your literature as an evidence of what you are doing?"  
 "Yes."

A number of letters sent out by witness as manager of the company, explaining the methods of organization of the business were read.

"In referring to the fact that members were buying from other firms you spoke of handsome dividends that could be realized by adhering to the agreement?"  
 "The company found members yielding to baits offered by travelers of other wholesale houses and we wanted to keep them with us."

Another letter made the statement that the company gave the retailers goods directly from the manufacturers.  
 "Is that correct?"  
 "No, it is not true."

"So you published false statements to your shareholders in 1901, 1902 and 1903," commented the lawyer.

**The Grocer Figures Again.**

At this point the files of The Canadian Grocer for 1903 were made use of by Mr. Johnston and attention called to a number of advertisements in different issues of the paper during the Spring months.

"You advertised very considerably in The Canadian Grocer in 1903?"  
 "Yes; we had an ad. running for some time in that paper."

From an advertisement in the issue of May 16 Mr. Johnston read:  
 "Trusts are entirely foreign to this country. . . . Who is going to rule, 'the ring' or the people? Let the retailer become his own wholesaler."

"I don't see how that could be done," said Mr. Zealand.  
 "Still, you looked after the advertising?"  
 "Yes."

Another advertisement says, "The

Grocers' Wholesale, Limited, is the shortest way from the manufacturer to the retailer."

In some of the advertisements a cartoon appeared showing a cow presumably being milked by trusts with the consumers in the background saying:—  
 "That's my cow." And underneath was this motto:—  
 "What are you doing, my pretty maid? I'm doing the public, sir," she said."

Referring to one of the statements made in the advertisements Mr. Johnston asked:  
 "Didn't you sell at wholesale grocers' prices?"  
 "Yes."

"So you were in the same position as the guild member dealing with reduction to the wholesale buyer?"  
 "Yes, with the exception of sugar or tobacco."

"So the retailer paid you the same prices as he would to any other?"  
 "Yes."

"And your path, then, was no shorter than that of the wholesalers?"  
 "It was the same."

"And you would not have complained had the manufacturer sold to you at the same prices as he sold to the guild?"  
 "No."

"Are the profits you make excessive?"  
 "I'll never complain about them being that."

"And the wholesale grocers' profits were not large?"  
 "No."

"So what they did was to go to the manufacturer and say, if you allow us a larger profit we will buy from you and no one else?"  
 "I can't always speak as to that."

**Departmental Store System.**

Mr. Johnston then spoke of the departmental stores who, by buying in large lots from the manufacturer can sell cheaper than the retailer.

"They usually make up for the cut prices in another way," the witness said.  
 "There is a glaring example of a sale in jam jars, but of that we will hear more later," said the lawyer, who also referred to how the mail order business hurts the country stores.

**Peculiar Business Morality.**

Then followed rather a remarkable piece of evidence. The witness said that ultimately he tried to become a member of the guild.

"Was it because it was honest, or because it was dishonest, that you wanted to join?"  
 "I didn't know anything about it except that it was composed of a lot of honorable gentlemen."

"It was sometimes necessary to do wrong to protect your business?" asked Mr. Johnston, referring to the agreements mentioned above.  
 "Perhaps so."

"Is that your morality? Would you do wrong to protect your business?"  
 "If it was a question of protecting my business I would look after it."

"Then your moral perception is governed by dollars and cents?"  
 "I would say so. Yes."

"Well, that is perfectly frank."  
 Mr. Blackstock, re-examining, questioned:  
 "Who is there in all this who is looking after the public?"  
 "I object to that question," said Mr.

Johnston. "The public can look after itself; it usually does if left alone."

"Well, if you'll admit that I have no more to say," said the Crown counsel. This, Mr. Blackstock intimated, closed the Crown's case.

Hugh Blain, of Eby-Blain, Toronto, was called as the first witness for the defence.

Examined by Mr. Johnston, Mr. Blain said he had been in the business since 1865.

"What is your property worth for retail grocery purposes?"

"It is only suitable for wholesale purposes. Wholesale houses are not usually in the retail district."

"What was the condition of trade prior to the formation of the Guild?"

"Very unsatisfactory, because some goods were sold at cost. Some of them yielded practically no profit."

The first agitation for terms with the manufacturers was made about 1883-4. At that time there was a small margin of profit on these articles. Often nothing was left and profits did not pay for the risks run.

"How did arrangements begin?"

The First Arrangement—lc

"In 1882, if I remember right, Col. Davidson and myself went to Montreal with the view of discussing the situation in the trade, and we succeeded in making an arrangement with other wholesale grocers to sell tobacco at an advance of two cents per pound."

"Who paid the two cents?"

"They came from the retail trade, whose margin of profit at that time was pretty large."

"Do you know whether there was any increase to the consumer?"

"I do not think it made any difference to the consumer."

Mr. Blain told something of wholesale business methods, how it required large and detail machinery involving complicated internal arrangements, shippers, clerks, travelers, selling agents, and a large amount of capital.

"We had to keep careful watch of all accounts," he said. "At that time we extended long credits and carried many retailers. We also suffered losses from time to time."

Questioned as to what would be a fair amount of profit on ordinary wholesale business, he said, "Between 2 and 3 per cent. net on his turnover, and gross over 10 per cent. You could make a good profit on this percentage on a large turnover."

The Next Move—lc

"The next move was a reduction in time terms. Sugar had been sold on a four months' basis. This was reduced to 60 days, and other articles to three months."

"Was there any organization at this time?"

"Partially so, Mr. Ince was president, Col. Davidson and W. H. Gillard were also in it, though the latter was not particularly active at the time."

"Our first proposition to the manufacturers was that we get  $\frac{1}{4}$  cent a pound on sugar. Our travelers always kept the prices on the staple articles as close as they could so as to sell other goods."

"How long had you been struggling to get better prices and terms with the manufacturers?"

"We have been struggling all our lives, and are struggling yet."

"As a result of the interview with refiners we did not succeed for a long time. They admitted business was done on an unreasonable margin, but they were slow in acceding to the proposals. We had been trying to get this for three or four years."

Reducing Time Terms.

"The next move," Mr. Blain said, "was to further reduce the time term, sugar to 30 days, other goods gradually coming to the same basis."

"Was there any difference between you and the manufacturer?"

"Not till the last nine or ten years. The last change in sugar was made when the equalized rates were established in 1898."

"What is the principle of that system?"

"The principle is that every wholesale house should be able to sell to the retail merchant goods that would cost him exactly the same, no matter from whom he bought."

"Freight rates and all?"

A Fair Arrangement.

"Yes."

"Do you think the equalized rates system is a fair arrangement, giving to the dealers and retailers equal benefits?"

"It is intended to be beneficial and fair, and I believe it is."

"Was it prepared with the view of discriminating against anybody?"

"Certainly not."

"By whom was it prepared?"

"By Mr. Beckett."

"When the guild was organized what was the condition of things in the wholesale trade in regard to cutting prices?"

"We had no means of doing anything."

"Were prices being cut to the detriment of the trade?"

"Yes."

The evils of the time were that some lines were being sold at lower than reasonable profits and that business methods were not satisfactory. There was great trouble, too, from wholesalers selling to consumers through the grange organization.

FRIDAY AFTERNOON SESSION.

At the afternoon session the examination of Mr. Blain was continued.

"At this time Jas. Lumbers took up the matter of supplying the grange and led to a good deal of trouble," he said.

"At this time wholesalers were not making a living profit out of the goods referred to?"

"No."

The witness with others visited some of the refiners at the time. They claimed that their own profits were so small that they couldn't give any favors.

In answer to a question Mr. Blain said the wholesalers had nothing to do with fixing prices. They simply wanted more profits. The wholesalers never disputed the right of the manufacturer to sell to the retail trade so long as they did not sell below retail prices.

"If these staple goods were sold to retailers at the same terms as to the wholesale trade what would be the ultimate result?"

"They would be put out of business."

"Was there any attempt to coerce the refiners in regard to the question of price?"

"Never."

"The main question was one of profit?"

"Yes, and the only one."

Got a Margin of Profit.

"Eventually you got a margin of profit from the manufacturers?"

"Yes, but not so much as we think we were entitled to."

"Did that affect the price to the retailer?"

"I do not think so. I know of no case where it did."

"Did it make any difference in the price to the consumer?"

"I don't think so."

"Could it make any difference under the existing state of affairs?"

"Practically, no."

Object of Forming the Guild.

"What was the object of forming the constitution of the guild?"

"To have a proper system of looking after our business, to have it properly organized, as every institution should have by-laws to govern it."

"And the condition of membership was what?"

"That a member must be a wholesale grocer."

"Was there ever any refusal by the guild to admit a man who was a wholesale grocer?"

"Not to my knowledge."

"Who made out the list of direct buyers?"

"Each manufacturer made out his own list."

"Had the guild any final say as to who should be on that list?"

"No, but we had the right to represent who should or should not be."

"Are there several wholesale houses who are not in the guild, but who are on the direct buyers' list?"

"Yes."

"And you had no objection to that?"

"None whatever."

"Did the guild know that the manufacturers were selling to retailers not on the list?"

"In some cases, yes. If a manufacturer was found doing so we made representations."

"Were any threats made to manufacturers?"

"Only in some cases that we might not sell his goods."

"The Canadian Wholesale Grocers Co., of Hamilton, what objection was there to them belonging to the guild?"

"Because they were merely an aggregation of retailers banded together to buy at wholesale prices."

"Presuming that one of these concerns started up in every trade centre in the Province, what would be the effect upon the wholesalers?"

"Very serious."

"In what way?"

"It would force every wholesaler out of business."

"Was it the intention that your profit should come from the consumer?"

"No, since we are the cheapest method of doing this business. The profit we made came from the machinery needed to carry goods from the manufacturer to the consumer. If the wholesale system was cut out goods would undoubtedly cost more than they do now."

"The guild never made any arrangements to prevent any one going into the guild except the provision that he give up his retail business as Mr. Kinnear, of T. Kinnear & Co., Toronto, did."

"Do you know of any case in which a member violating the rules was penalized?"

"It was not a frequent occurrence." Mr. Blain said he believed the wholesale business to be the cheapest method of handling the commodities under discussion.

"Is there anything in your arrangements with the manufacturers of sugar, tobacco, cereals, etc., which would unduly prevent or limit the sale of these articles?"

"Nothing whatever." Questioned by Mr. Blackstock, Mr. Blain said that though not an officer, he has borne an active part in the arrangements of the guild. Perhaps there was none more active.

"Is it true that you, with others, have formed what is popularly called a combine?"

"I don't think it could be called that."

"So far as the evidence has gone, have you seen any evidence of a so-called combine?"

"No, I have not."

"These arrangements with the manufacturers, whether for good or for bad, have a far reaching effect upon the people?"

"No, only particular classes?"

"The object of your arrangements was to dislocate and interfere with the state of things you found before you made them?"

"I don't think a thing already dislocated can be dislocated," was the retort.

"Was the retail grocery trade in a satisfactory condition at this time?"

"Neither the retail nor the wholesale grocery trade have, to my mind, ever got out of the businesses what they put into them."

"It was impossible for you to look for any improvement in the price of the manufacturer?"

"Yes."

"And you couldn't make any money out of the retailer at that time?"

"We didn't want to."

#### Improved Profits of Retailers.

"Did you succeed in improving the profits of the wholesale trade?"

"I think we did."

"And you were not concerned with the profit of the retailers?"

"Oh, I think so. If he doesn't make a good profit he will not be a good customer."

Referring again to the equalized rates system Mr. Blackstock asked:

"Is it not part of this that sugar should be sold at the same price to every wholesaler?"

"Not at all. Wholesalers are on an equal footing only so far as selling the goods is concerned.

"The retailer is greatly interested in the price at which he can get the commodity from the manufacturer?"

"He is."

"If the retailer had access to the manufacturer or refiner, would he not beat him down in price if he could?"

"As an isolated transaction, that's right."

"And as he can't get at them, the cut is eliminated."

"Yes."

"Was your business in a starved and unsatisfactory condition?"

"We were getting thin, and are having a hard time yet."

#### A Different Case.

Mr. Blackstock then read an extract from a prospectus of Eby, Blain & Co., saying the purposes and objects were "to secure the co-operation of retail merchants in fostering a community of interests between the wholesale and retail trade, and to place stock chiefly with the retail trade."

"You, as a member of the Guild, did not think yourself disqualified by this?"

"Not at all."

"But you thought Mr. Zealand was by handling stock to retailers?"

"His arrangements were upon an entirely different basis."

"Part of your arrangement was that you would not import foreign sugars?"

"Yes."

"Under the agreement if it were strictly kept you and your associates were the only ones handling Canadian refined sugars?"

"Practically, yes, though there were several exceptions."

#### Competing Points.

Speaking of wholesale and railway competing points, Mr. Blain said:

"There is a difference, though these occur at the same places. The former are where wholesale houses are established and where goods are shipped from, such as Toronto, Hamilton, Collingwood. Points like Acton, Brampton, etc., are not."

#### Determining Competition.

"What determines the amount of competition in commercial business?"

"Demand; competition increases with that."

"Before the sugar agreement the small jobbers could buy large quantities of sugar and sell at a price ruinous to other retailers."

"Yes, the manufacturer in most cases has a fixed price to his goods."

Mr. Blain said that the object of the formation of the guild was to protect Canadian industries, and every step made was taken with that end in view.

"Supposing you imported refined sugar?"

"It would have been dishonorable."

"And further?"

"If we imported the goods we lost the rebate."

"That was the lever used?"

"Yes."

"And what else?"

"We were brought into competition with the refiners."

Charles Corley, of the Wholesale Brokerage and Commission Co., formerly the Pacific Selling Co., East Orange, N. J., dealers in Pacific coast products, canned salmon, etc., was examined by Mr. Johnston.

"What has been your methods as to distribution of goods?"

"We reach consumers through the wholesale grocer."

"Has it been your policy to fix a selling price?"

"Yes, on some lines."

"On Clover Leaf salmon?"

"Yes."

"Previous to the Guild arrangement?"

"Yes, sir."

During his testimony yesterday Mr. Zealand said that Mr. Corby had refused to sell him goods. Mr. Corby explained this by saying that his company distributed their goods wholly through legitimate wholesale houses.

"What about a jobber with a retail counter?"

"If he were a jobber and recognized as such, I would sell to him. We have jobbers in the United States with retail stores."

He has some fixed prices in the United States, set by the firm. Not by any combine.

Witness said he wouldn't deal with Wholesale Groceries Co. of Hamilton, as he understands this firm by report to be not strictly wholesale.

"Has it been your policy to fix a selling price at which the goods reach the consumer?"

"On some articles."

"Was it on Clover Leaf salmon, the goods mentioned here?"

"It was."

Cross-examined by Mr. Blackstock:

Not Dictated to by Guild—lc

"Did you decline to sell to the Hamilton firm merely in obedience to the dictates of the Guild?"

"Not at all."

"Did not the Guild raise trouble over selling to this company?"

"Not to my knowledge."

"You know they made their objection to your agent?"

"I possibly do."

"If the man has the money and comes to you for a large order would you sell to him if the wholesalers didn't object?"

"I wouldn't if he were a retailer."

"Why, because you're afraid of the wholesaler?"

"Yes. You can't do two kinds of business."

"You have prices fixed every year?"

"Yes."

"All the wholesalers get your goods at the same price?"

"Yes."

"Then everything is rigid and fixed till we get to consumer?"

"Yes."

Questioned again by Mr. Johnston:

"What settles prices among retailers and consumers?"

"Supply and demand. I suppose."

"What do you mean by being afraid of the wholesaler?"

"Anyone in our business must keep the good-will of the wholesaler."

This ended the examination, and according to the announcement made on Thursday, the hearing was adjourned to be resumed on Tuesday, November 16th, at 11 a.m.

#### FRENCH SARDINE PACK SHORT.

The French sardine catch is over, according to cables received in New York this week from Paris and Bordeaux, and the packers find themselves with even less goods packed than a year ago and virtually no surplus available. None of them will take orders and most of them have been forced into making pro rata deliveries. In many factories the fish were absorbed as fast as packed,

# Milk Condensing, Story of Great Industry

The Life and Struggles of Gail Borden, the Pioneer of the Condensed Milk Business—How the Industry Has Developed—A Description of the Recently Opened Borden Factory at Tilsonburg, Ontario, the Finest on the Continent.

“There is nothing new under the sun.”

One so often hears and reads of this trite expression and when instances are given based on historic records such as that gunpowder, claimed as the invention of the French monk, Schwartz, was known to the Chinese a thousand years before the birth of Christ, or that the ancient Egyptians had knowledge of the manufacture of paper, one is apt to fall into the belief that “there is nothing new under the sun” in our day of advanced civilization. We pride ourselves on the inventions of the telegraph, the telephone, talking machines,

of one of the greatest benefactors of this or any other age; namely, Gail Borden, the undoubted and indisputable originator of condensed milk, and it is no random statement on our part to say that “he stands first among the educators of the world for actual work accomplished in the preservation and condensation, in portable form, of the most perishable and necessary food product.”

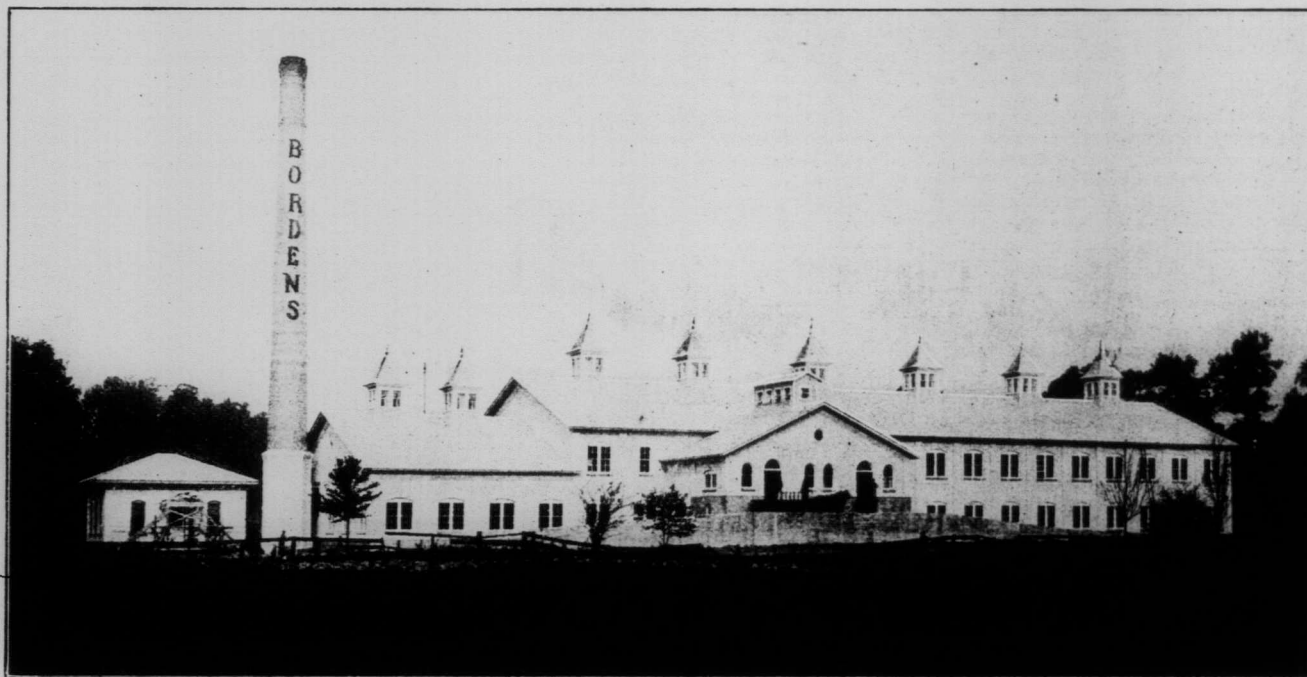
### The Inventor of Condensed Milk.

By grocers and purveyors of food products the name of Gail Borden should be especially revered and as the true grocer should keep himself

tucky and Mississippi brought him into high official positions in the State, and for his services in the struggle, which drove out Mexican rule, put Santa Anna to rout at the victory of San Jacinto and established the Republic of Texas. He was appointed the first collector of the Port of Galveston by President Houston. He surveyed and laid out that city.

### Qualities Which Won.

Honesty and resourcefulness were common qualities among the bold and hardy frontiersmen, who repelled the Mexican invaders. Borden had, in addition, uncommon qualities the height



The New Factory of the Borden Condensed Milk Co. at Tilsonburg, Ont.

steam and electricity and a thousand and one other useful and indispensable appliances and the names of the great discoveries and appliers of the forces of nature. Watt, Stevenson, Morse, Edison and Bell are carved indelibly in the world's history of great achievements. To Jenner, Pasteur and Koch the world owes much and mankind for ages to come will ever remain in their debt. One might enumerate a score of fields in which the genius of man has left the marks of his thought and endeavor for the benefit of his fellowmen. It is however, the writer's intention to draw the attention of the readers of The Canadian Grocer, briefly, and as succinctly as possible, to the achievements

posted on all his goods and thoroughly understand what he dispenses to his customers this brief sketch of Gail Borden and the great work and industry he founded and which is continued on such a magnificent scale by his present successors will be of interest.

Gail Borden was born in New York State in 1801. From that time to 1827, when he appeared at Galveston, Texas, as one of the hardy pioneers driving out the notorious Jean Lafitte and his band of pirates from the Gulf Port, his struggles were those of every sturdy son of the early years of the nineteenth century. He was a surveyor and his honesty and resourcefulness in the discharge of his duties in Indiana, Ken-

of Yankee inventiveness, backed up by the bull-dog determination shown in his rugged features and strict religion, and all this patient ingenuity was constantly exerted in furtherance of his ambition to be a humanitarian, a benefactor, a bequeather to unborn generations of some blessing incalculable in value.

Half-starved at times, the young surveyor on his long and lonely journeys over the desolate plains of the Southwest felt the need of some wholesome food which could be preserved in compact and portable form. His first crude attempt in this direction was a “meat biscuit,” the juice of beef combined with bread. He embarked his entire capital in its manufacture and it is this meat



biscuit that took the highest award at the first world's exhibition at London in 1851.

In 1852 Gail Borden was elected an honorary member of the London Society of Arts. As a commercial venture, however, the "meat biscuit" was not a success, it having appeared too early to be accepted as an article of general consumption. In 1853 he returned to New York. Some four years previous to this he had concentrated his energies in attempts to condense milk. Like all inventors of radically new things, he was laughed at by skeptics and eminent scientists combatted the possibility of preserving the butter fat in its natural condition. His prophetic vision, however, must have seen a glorious future for the child of his brain, for in spite of almost insurmountable obstacles, lack of capital, failure of experiments, ridicule of friends, losses by fire of his plants, discouragements from the U.S. patent offices on the plea that his application "lacked the essential requi-

From this time on (1861) prospects became brighter, and although many disappointments had yet to be overcome, his indomitable energy, pluck, enthusiasm and honesty triumphed, until in 1874 when, with success assured, he left the conductors of his enterprise a heritage far more precious than the right to his invention—the inspiration of his fine personality and scrupulously honest life.

Above all he left them a humanitarian industry—a business which, as carried out in the highest plane, confers an immense specific benefit upon mankind, from the delicate child in its mother's arms to the exhausted soldier in the wilderness.

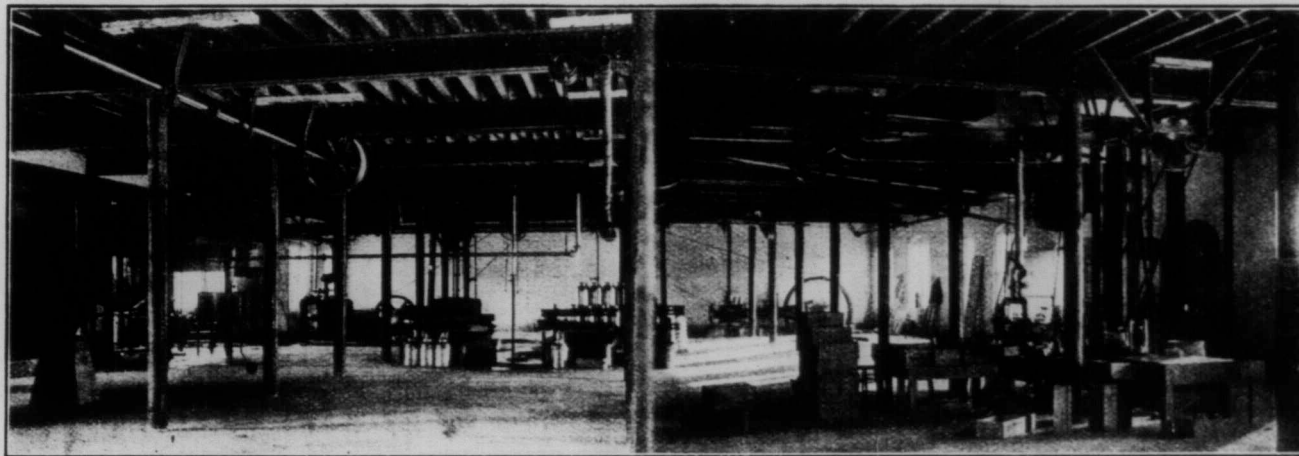
#### Something About the Company.

So much for the humanitarian and undiscouraged inventor. A brief sketch of the great Borden's Condensed Milk Company will be of interest to all Canadian grocers, particularly that there

centrated and portable form of one of man's essential foods.

To describe accurately the wonderful processes of manufacture of condensed milk and evaporated cream is beyond the writer's abilities, and it is not the purport of this article to go into scientific details, but rather to indicate to our readers a few of the very important matters that have placed Borden's brands in the very forefront of the world's milk products.

The primary principle of the founder and the policy of the present company's heads is "the minute and absolute control of the dairyman's milk." The dazzling spotlessness of their factories, the most perfect scientific machinery employed and the strictest hygienic condition of every employe, the spirit of cleanliness, accuracy and thoroughness is a fetish with every one connected with the industry from the president down to the humblest employe, and the harsh but expressive word "cranks" on these matters is the only one thor-



An Interior View of the New Borden Factory at Tillsonburg.

sites of novelty and usefulness," even to the mortgaging of a portion of his prospects, he was finally, on August 19, 1856, granted Patent No. 15553 for "Producing Concentrated Sweet Milk by Evaporation in Vacuo."

Rival claimants to priority of the invention were promptly in the field and the London Saturday Review claimed that Borden had robbed English army officers of the patent. It was finally conceded that Borden's claim was just and the Encyclopaedia Britannica on condensed milk states:

#### An Early Description.

"The credit of originating the industry is due to Mr. Gail Borden, of White Plains, N.Y. In 1851 he introduced his plain condensed milk, which is simply milk from which three-fourths and four-fifths of the water has been removed, and in 1861 he rendered important services to the army in the field by supplying a preserved milk which was in effect milk, similarly concentrated with a proportion of sugar added and hermetically sealed in tin cans."

are now two factories in operation in Canada.

The company own and operate 145 factories in the United States, located from Maine to California.

#### A New Canadian Plant.

The Canadian Grocer, through the courtesy of Wm. H. Dunn, the company's Ontario, Quebec and Maritime Provinces' representative, was a privileged guest of president Wm. J. Rogers, at the opening of the new plant at Tillsonburg, Ont., on October 2nd last. The knowledge possessed by The Grocer of the magnitude of the Borden's Condensed Milk Co., and the process of manufacture of "Eagle Brand" condensed milk and "Peerless Brand" evaporated cream, was superficial and the opportunity of witnessing the manufacture of such an indispensable grocery staple was one not to be lost. To say that what he saw was a revelation is putting it extremely mild. It was an object lesson in the application of hygienic principles and modern scientific methods in the production in con-

oughly appropriate. The result of all this is "perfection, purity, safety and healthfulness" in the product.

#### The Most Perfect on the Continent.

The Tillsonburg factory is undoubtedly the most perfect milk condensing factory on the American continent, as in its construction every tried and modern principle of location, sanitation, hygiene and skill has been employed. It is located just outside of the town in a beautiful valley with pure, clear spring water in abundance. The building itself is of pure white pressed brick with as much light as is possible to allow, ventilation is perfect and clear, clean and sweet. The photos shown in this article will give the reader an idea of the exterior and interior of the plant, but no description can bear the impression on his mind that an inspection of the actual plant does.

#### The Primary Processes.

The approaches to the building are graded to the receiving house, where the milk cans are brought, weighed and

the contents passed into the receiving tanks. After the cans are emptied they are scrupulously cleaned before being returned to the farmer. This cleaning process is not left to the farmer himself, but is attended to by the employes and the farmer given definite instructions in the process and the theory and practice of cleanliness impressed upon him. As an educational feature this system is of great benefit, not only to the milk producer, but also to the company and ultimately is a security to the consumer.

After the milk tanks are filled the fluid is passed through pipes into the sterilizing and heating vessels and when the proper temperature is reached put into milk cans which are placed into long basins of running water where on revolving tables they are turned and the milk automatically stirred until the proper temperature for the large condenser is arrived at. This condenser is located on the second floor and is a marvel of construction and accurate work.

#### Entirely Mechanical Process.

After the condensing process is finished the milk is conveyed in pipes to the filling machines which work automatically. Throughout the entire process, from the reception of the milk at the receiving station to the time it is packed into the tins, there is not the slightest opportunity for the milk to come into contact with the hands thus ensuring cleanliness from start to finish.

The large second floor is undivided by partitions and is used for a storage department. Shipping facilities are provided at the rear of the building where railway sidings run along the entire building and loading is promptly and conveniently arranged.

#### A Banquet to the Visitors.

At the opening of the plant President Rogers invited the Mayor, Councilors and prominent business men of the town and vicinity to an inspection of the plant and the operation of the condensing process. Vice-president S. F. Taylor and Frank Rogers, superintendent of Borden's factories, as well as President Rogers, explained the operations to the guests. Later Mr. Rogers entertained his guests at a banquet at the Arlington Hotel, to which about twenty-five guests sat down. The after-dinner remarks of the leading speakers President Rogers, Vice-President Taylor, Superintendent Frank Rogers and other members of the producing and selling force of the Borden Condensed Milk Co., Mr. Twining and Mr. Hutt, of the Ingersoll plant, gave the guests instructive and valuable news of this great industry. W. H. Dunn, Montreal, selling agent, to whose energetic work and enthusiasm for "Eagle," "Peerless" and "Gold Seal" brands, much of the increase in sales in Canada is due, also spoke of the remarkable demand for condensed milk in Canada. From sales of a few hundred cases a year some six years ago, the business

in his territory alone had grown to one of over a full carload every week in the year. It was easy for Mr. Dunn, as he expressed it, to put enthusiasm into the sale of Borden's brands, as the perfect manner in which the goods were manufactured and the correct straightforward and honest treatment of the trade, made every employe thoroughly loyal and enthusiastic.

#### A Grocer Who Has Risen.

It may be mentioned that President Rogers started in life as a clerk in a grocery store in New York City and it is thus appropriate that his life-work should find him at the head of one of the leading grocery staples of the world. Space will not permit of a sketch of his career, itself an interesting study of what can be accomplished by energy, thrift, business acumen and pluck, but The Grocer will, in a future issue, take pleasure in presenting to its readers a full account of his career. We cannot know too much of the principles that have made men great in our own business.

#### KINGSTON CORRESPONDENCE.

October 30.—The squirrels are laying in their Winter store of hickory nuts. They are wise. The merchants are also on the Q.V., and the sidewalks are piled up with canned goods, corn, peas and tomatoes being most prominent. What they will retail for yet is not known. Big Jim the grocer will likely let us know in his space in the paper and it is a good way for the rest generally to follow.

Saturday's market was larger than the largest this year and everything brought big prices. The outlook for Winter trade is good but there are a lot of people looking around for some grocer to feed them all Winter and many a poor grocer will get stung.

John Randolph has again assumed control of the Hotel Randolph. This will be good news for the knights of the grip, for there is no more genial hotel man in Canada than John.

Roy Gibson has returned from a two months' visit to the Northwest and feels that Ontario is good enough for him. He will work and learn the grocery business in his father's store, corner Princess and King Streets.

We watch with interest the proceedings of the court in the grocers' combine cases. Kingston is interested. Will it be a fine or how will it turn out?

Business is kind of flat. Some blame the elections. People seem to be living on politics. Cold weather is a good tonic. People wear more clothes and get their appetites sharpened.

The students had a big time hazing. New men were mauled till their own friends didn't know them. One poor fellow ran past our store with his face all "2 in 1" and his boots off. Everybody laughed, of course, until he disappeared in his boarding house.

Are there any more jelly powders going to be made? I heard a grocer say he had ten kinds now, but he was going to get rid of all but two, and I think he is wise. There are too many kinds of everything now-a-days hence so much goods that are shopworn, dirty and off-flavor. I cleaned out a lot of 1-lb. tins of baking powder to a man last week.

He said he had a lot of baking to do as he was going to have a bee to raise his barn.

Can't get a good apple. Never saw such culls. The bags and barrels show good samples on top but lower down they are small and shapeless. If a man alters a \$1 bill and makes it a \$10 he is sent to jail. I don't see why a man cheating by putting large fruit on top shouldn't be punished also. It is a swindle sure.

#### DEATH OF HALIFAX FINANCIER.

#### Thomas E. Kenny, President of Acadia Sugar Refinery, Passed Away on Monday.

Thomas E. Kenny, President of the Acadia Sugar Refinery, and also of the Royal Bank of Canada, died rather suddenly in Halifax on Monday morning, Oct. 26. Mr. Kenny was a prominent figure in business circles in the Maritime Provinces and was also familiarly known in Montreal. The funeral took place on Wednesday, October 28.

#### TRADE NOTES.

Elliott & Lambert, Mildmay, Ont., are disposing of a \$4,000 general store stock and \$200 of fixtures. The firm had a \$15,000 turn-over last year but are going out of business for private reasons.

A fine new grocery has just been opened in Uxbridge by P. Shier & Co. in the block formerly occupied by H. H. Bishop. The premises have been thoroughly remodelled and a flour and feed and seed department will be run in connection with the grocery.

#### SOME INTERESTING CATALOGUES

A new catalogue has just been issued by the Walker Bin and Store Fixture Co., of Berlin, which is gotten up in such a way as to be interesting to every grocer. The little book is called "Modern Grocery Fixtures," and is the third issue of a similar nature. The earlier pages are occupied with sketches of suggested bins, shelving, doorways and other store outfits. Following these are a number of photographs showing the interiors of some of the latest stores supplied with fixtures. The catalogue is very attractively gotten up and will prove interesting to any grocer. It will be sent from the company on mention of the name of this paper.

Another bright little catalogue which came to hand this week is one from the Onward Manufacturing Co., of Berlin, showing an attractive line of cash registers, manufactured by the Michigan Register Co., at Detroit. The booklet illustrates various machines for different purposes and explains the details quite comprehensively. A copy of this will be forwarded to any grocer interested by application to the Onward Mfg. Co., and mentioning the Canadian Grocer.

#### AGENTS WANTED.

**WANTED**—Live agent, Toronto district, to sell Wagstaff's Fine Old English Plum Puddings and Mincemeat from now until Christmas on commission. None but good, reliable men need apply. Wagstaff, Ltd., Pure Fruit Preserver, 57 Vine Street, Hamilton.

## THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

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Published every Friday.

## UPS AND DOWNS IN SUGAR.

The past week has seen some rather interesting fluctuations in the sugar market. Last week's market reports noted a firm and advancing raw market with a possibility of an advance shortly. European beets had been climbing in jumps for some time, having gone forward fully a shilling in the last month. Reports of unfavorable weather for the crop added another touch to this at the middle of the week and in the face of this the Redpath interests advanced ten points on Friday.

Official notice of an advance by all refiners came from the Dominion Exchange shortly afterward, but the St. Lawrence Co. continued to accept business at the old prices.

At the first of the week cables from Europe reported a decline of 3d. in the beet market, with the situation generally easier. On receipt of this the refiners declined ten points on Tuesday, so that quotations this week are the same as before last Friday's advance.

At the present time the raw markets are steady, though fairly easy under good deliveries. There is no immediate prospect of another change in refined.

## TURKEYS ENOUGH FOR THANKS-GIVING.

We may safely prepare to give thanks without hesitancy. Dealers in various parts of the country report that the supply of Thanksgiving turkeys will be quite adequate.

What a relief for the hungry head of a family who has been looking forward to tucking the substance of a plump drumstick under his waistcoat on Monday week.

While the supply promises to be adequate, it will not be much above the requirements. Farmers are a little behind-hand with their turkeys this year, and the greater portion of the crop is as yet pretty light. The real harvest will come along well in time for Christmas, when business promises to be very brisk.

Last year the turkey season opened with prices on a very stiff basis, and shortly afterward the decline was somewhat marked. This year opening prices are rather more reasonable and dealers state that if there is any change it will be in the form of a slight advance.

## CANADIAN CRANBERRIES IN DEMAND.

This year, and particularly the last week or so, is seeing a better demand for Canadian cranberries than fruit-dealers have heretofore known.

In previous years the Cape Cod berries have furnished practically all the business. This year the Nova Scotia berry, which is coming into the markets in better condition and better packed than formerly, is commanding a good deal of attention.

Just at present the Cape Cod dealers are holding their berries and prices on Canadian markets are firm at \$10 to \$12 a barrel. Against this the Nova Scotia berries, which compare very favorably are offered at \$8 per barrel, and are selling quite freely. Some Ontario berries, too, are on the market, though not in large quantities.

The Grocer has questioned frequently why our markets should not be supplied with our own cranberries, and indications that such is coming to be the case are gratifying indeed.

## THE SITUATION IN THE WEST.

The Western Viewpoint by our special correspondent.

Winnipeg, Oct. 27.—The situation in wheat has changed very little for the entire week. The market has never been a very rapid one but it had been steady and held remarkably strong all week. The forward movement has averaged rather more than 400 cars daily for the week and this increasing movement

has very naturally lessened the premiums that are paid on spot wheat. On Saturday morning ½¢ was paid on spot No. 1 Northern but later in the same session a large quantity of spot wheat was applied on the option. During the latter part of the week there has been little or no demand for No. 2 and No. 3 cash wheat but there has been fair trading in November.

The Grain Exchange is practically the only place in the city where it is possible to escape the discussion of politics and inside the sacred precincts of the trading rooms you never hear them mentioned. Probably by this time next week the majority of politicians will have ceased even to explain how it happened which will be a relief to people who while taking an intelligent interest in the questions of the day have no use for party politics. The excitement seems to be confined largely to the centres, the farmers being busy hauling grain or ploughing. The weather has been admirable for the latter work and it has been pushed with vigor all through the month of October and not only has a large amount been accomplished but the work has been particularly well done and should insure an excellent seed bed for next spring.

The cattle market is pretty dull, receipts of second rate butchers being very much in excess of demand. Receipts of all classes of stuff are large and by the end of the season it will not be possible for any man to complain that he could not get his stuff out for lack of cars. The hog situation is much the same as the cattle. Farmers are shipping in a great lot of underweight hogs that the packers have no use for. There is absolutely no excuse for this for feed is abundant and the weather could not have been better for the finishing of hogs than it has been for the past two months. There has been such an excess of thin hogs that the market has broken a full cent. There has been no slackening of demand for good bacon hogs; indeed, the packers are receiving far less than their requirements but the forcing of so much undesirable stuff on the market could have but one effect.

The Dominion Live Stock Commissioner for the West is making arrangements with a number of farmers to feed bunches of steers under Government direction this winter. There is an increased tendency to go into winter feeding, but it is not being done to the extent it should be as witness the thin, half-grown stuff that is being offered for sale.

The Dominion Department of Agriculture hope by offering certain inducements, to secure a number of farmers who will take up this work of demonstrating how easily and profitably cattle can be finished in the open in the Canadian West during the winter and thus use up the coarse grains and ship them out in the most concentrated form, viz., that of good fat beef.—H.







# "Men Who Sell Things"

Chapter XX. Continued—Optimism Regarding the Goods a Helpful Factor—A Positive Salesman and the Story of His Success—The Negative Salesman and His Drawbacks.

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

## Salesman Should Be Optimistic.

It's a great thing for the salesman to be optimistic about the goods he has to sell; to take a cheerful view of the buyer's ability. The salesman with a cheerful view will grow and succeed with the poorest sort of backing—that is where personality comes in; a gloomy, discouraged man can never hope to be anything but a trailer. An opportunity to buy United States Government bonds bearing interest at ten per cent., or Bank of England stock at fifty cents on the dollar, would have no rose-colored hue for him.

Gloom depresses the heart and weakens the salesman's selling-talk.

We learn to do by doing—not by complaining. Make the best of things, and see how clear a path is the road that leads to success.

Lucky is the salesman who can put his little individuality on the side of that big giant progress, and do his share to pull in the right direction, and help to take away from others the stupidity that clings so desperately to those who believe in the superiority of their own knowledge of how things should be done, as measured against that of those whom they are serving.

To save myself from being misunderstood, I feel called upon every little while to explain that "Men Who Sell Things" is written for negative salesmen, not positive ones.

## A Positive Salesman.

Speaking of positive salesmen, Billy Morris came in to sell my partner hats one day. After a voluble talk—it was a warm day—Billy took off his coat and began all over again. My partner knew that Billy was up against it with a poor line, but he was a great admirer of men who possess contagious enthusiasm, and he gave him the privilege of showing a few samples.

Billy knew that it was not a very good line that he had, but he singled out one hat and waxed warm with enthusiasm, saying, "I positively want to tell you, Mr. M—, this is, without exception the best hat in the world."

"Do you mean that, Billy—the best hat in the world?" asked my partner.

Quicker than a flash he came back with, "Yes, the best hat in the world."

Billy dwelt on the beauties of that hat so much, repeating that it was "the best hat in the world," barring none, that my partner bought a bill of him.

For years after that, through his having made such a strong assertion, we remembered him always as "the man with the best hat in the world," and he got an order pretty nearly every time he came around through his having made a hit with his superlative.

Billy used to be familiarly known to those in the trade who had salesrooms

in the vicinity in which he was located in New York, in congested Lower Broadway.

## Various Opinions.

He would approach a customer entering his salesroom, and walk him up to his display, and dilate on the beauties of his hats with great force and positiveness. If he succeeded in making a sale, he would come out rubbing his hands, his face clothed in smiles, and had soared to the highest enthusiasm. If things went the other way after he had soared to the highest enthusiasm, and he failed to land his man for a bill, he would come out and tell the boys, with a very solemn face, "That buyer can't last. He don't know good values when he sees them."

Billy is still traveling and prosperous. He owns a partnership in the business he helped to build up by his unbounded faith in his line, and has money from his income to speculate in New York real estate.

A poor workman always finds fault with his tools, and a poor salesman always finds fault with his goods. He may have the most salable line to be found anywhere, but that is generally a small part of what he has to sell. His strong line is excuses, traveling to get ahead of some competitor, or cutting the price. Billy Morris sold goods because he believed in what he had to sell. If secretly he had admitted that his goods were poor, he could not publicly have impressed his customers with their merchantable value.

## The Negative Salesman.

The man who knows, or thinks he knows, that his line is not up to that of his competitor, begins by doing all manner of things not calculated to add to his efficiency, things in keeping with his lack of confidence. He is a negative salesman, imbued with the idea that he must in some manner overcome the fancied weaknesses of the buyers.

For a time his sole object in life seems to be to try to be ahead of his competitors. Meeting you in the lobby of some hotel, he will ask, "Have you seen Jones yet?" Upon receiving a negative answer, he continues with, "I cleaned up with him all right. I was in X— ahead of him, and I have been two days ahead of him all the way around."

He seems delighted and satisfied to be two days ahead of the other man, when it could be shown in numerous instances that his bugaboo, Jones, while following behind him, was selling anywhere from two to four times as much goods with a poorer line of merchandise, simply because he was out to sell merchandise, while our weak-kneed friend was out to make towns ahead of his competitors, in the blind hope of covering the supposed errors in judgment of the buyers of his line.

## The "Starter."

Never quite sure of his goods, we find him again in the role of "starter"—the salesman that is always selling some article below cost for a bill-starter. About three-quarters of his business is done in bill-starters, without profit. He always has the brightest possible prospects on paper, but they never materialize. Cornered by the sales manager for cutting the price, he will begin by excusing his action on the ground that the goods were not right, or that the house around the corner had the same thing at a closer price.

Another idea that he possesses is that one new account looks better to him than twice the amount sold to his regular customers.

He is always chasing new scenery, and giving Jones plenty of room to take his old trade away because of his instability.

He seems willing enough to open his goods if a customer will look at them; which reminds me of a friend who said that when he was a boy he used to call frequently in company with neighboring boys on a lady who lived close by. She would tantalize the boys by telling what lovely cake she had in the pantry, and she would get each of them a piece if they cared for any. Being well-bred boys, they always refused, until one day they broke her heart by saying in chorus that they would have a piece.

The man who never thinks his goods are right is easily led into arguments with his trade. I once had such a salesman. His prices and styles were never right, and apparently he would rather get into an argument than sell goods.

## Where They Sent Him.

One day he got into an argument with a customer who was an ardent Romanist, and in place of selling the man merchandise, began to argue that there was no such place as Purgatory. In the midst of the argument, a young Irish priest came in, and the merchant said, "Father Reilly, what do you think of this man, who argues there is no such place as Purgatory?"

Father Reilly answered, "Let him go to Hell, then." The salesman who is continually endeavoring to defend his right of position and parading the errors of the other fellow by arguing is beyond redemption.

Bring yourself to the point where you believe there are no buyers in the business like the buyers in your house, and you will soon forget that your competitors live in the same block.

While no move of the competitor should be overlooked, it is also well not to lose much time keeping an eye on him. He will perceive your eagerness, and will certainly mislead you.

(To be continued.)

# Grocery News from Coast to Coast

## Quebec and the Maritime Provinces

New Brunswick Canner Carries Off Honors in Elections—Business Brisk in Nova Scotia—Some Good Window Displays in Montreal.

### ST. JOHN.

October 27.—The Dominion elections have been occupying so much attention the past week or two that business has had to take a secondary place, but now that the campaign is over, conditions will quickly return to the normal. There have been few changes of any importance in the markets. Poultry of all kinds is scarce and high and the quality below the average. Chickens and fowl are quoted at from 70c to \$1.25 a pair, and what few turkeys have been received are selling at 25c and 26c a lb. It is expected the supply for Thanksgiving day will be fairly plentiful and prices reasonable.

Contracts for supplying the C.P.R. steamers coming here this winter have been awarded as follows: For meats, poultry and game, F. E. Williams Co.; vegetables, Charles Phillips; fish, P. A. Smith.

Reports received here indicate that the grain shipments from this port during the coming season will be very heavy. The estimate is placed at 12,000,000 to 11,000,000 bushels, which would be about double the amount shipped last year.

The steamer Talisman of the St. John, Boston, Cuba line, sailed from here last week with a large cargo. The greater part of her freight was potatoes that were shipped from provincial points to Cuba. Some 10,000 barrels of the tubers were taken away on this trip, and it is estimated that on her next voyage about 28,000 barrels will be shipped.

Frank Mullin, of Elmore & Mullin, wholesale grocers, on the South Wharf, has made his mark for the season as a hunter of big game. Last week he went into the woods at the upper end of the county and secured a moose weighing 700 pounds.

W. S. Loggie, M.P., for Northumberland County, of the Loggie Canning Co., at Loggieville, was one of the successful candidates in Monday's election. He is a supporter of the Laurier administration.

### HALIFAX.

October 26.—The retail grocery business is good at the present time, but the wholesale trade is dull, due to the elections. Business men will rejoice when they are over and conditions resume their normal state. The prospects for the future are bright. Collections are reported very good, not only in the city, but in other parts of the province. Produce vessels from Prince Edward Island are now beginning to arrive here.

The potato crop on Prince Edward Island this season is very large and of good quality. Great activity now prevails at all shipping points on the island, as scores of vessels are loading produce for the mainland. The oyster crop is also said to be very good. Heavy

shipments are being made to the Montreal market. So far very few island oysters have been received here, and no large shipments are expected this way until after the close of navigation on the St. Lawrence. Cape Breton and United States oysters are in good supply here, and the quality is about the average.

The receipts of Nova Scotia eggs are falling off, and it is expected that they will continue to become less now that the cold weather has set in. Prince Edward Island eggs are in good supply, but the quality is only fair. They are quoted at 21c.

Butter is very firm and the tendency is for higher prices. Very little winter butter has been marketed so far, but it is reported that there is considerable in several of the country districts. The season has been an unusually good one for butter-making and there should be no shortage such as prevailed last year.

There has been a great shortage of bacon on the local market of late, and many of the grocers have not been able to supply their customers. Nearly all the bacon now offered for sale is from Toronto, and the dealers say that their customers prefer it to any other, even though it costs at least 2c per pound more. There is one complaint, however, and that is in regard to shipments, on which there appears to be an unnecessary delay. Orders are not filled until two weeks after they are placed. The dealers here say that with the present transportation facilities, the shippers should fill the orders more promptly.

Large shipments of apples are going forward to Liverpool by every boat. The prices in London are reported to be good.

### MONTREAL.

October 27.—H. C. Smith, corner of Esplanade and Villeneuve Ave., Annex, has recently installed a large ham and bacon slicing machine. Mr. Smith's grocery, while not large, is replete with up-to-date fittings for a modern store and presents a very bright and attractive appearance.

In conversation with a French grocer who has a store in an English quarter, some information regarding the part nationality plays in business, or to be more accurate, the part which it does not play, was obtained. The grocer in question stated that he had been in business in an English community for many years and had been successful. He said he had many customers who lived much nearer English grocers than they did to him, but had remained his customers in spite of that fact. This is certainly an ideal condition to exist in a country where two distinct nationalities reside, and demonstrates the fact that racial prejudice is more of a myth than some suppose. Taking these facts into con-

sideration, it was interesting to find the same conditions existing where there was an English-speaking grocer in a French district.

Attractive tea rooms run in connection with retail tea and coffee stores make a pleasing and evidently profitable addition to such stores. The Castle Tea Co. of this city, operate in connection with their store a tea room which is well patronized. This fact, in a degree, is due, no doubt, to the attractiveness of the room itself, which is decorated in the best of taste.

W. J. Wilson, eastern representative of S. H. Ewing & Sons, spice manufacturers, has been laid up for a few days by injuries which he received in a nasty car accident. He is around again, however, and is quite as chipper as ever.

J. B. Berthiaume, corner Prince Arthur and Park Avenue, is showing this week an attractive window display of cereal breakfast foods.

A window which is attracting much attention is that in the grocery of J. H. Joyer, corner of Metcalf Ave. and St. Catherine St., Westmount, which is displaying Magic baking powder. The window dressing is very clever, which is due to the originality of Wm. Murray, Montreal representative of E. W. Gillett Co., Ltd.

Irving Knights, who for many years was a partner in the firm of Parker & Knights, Hatley, Que., grocers and general merchants, has sold his business to F. D. Melloon, of Rock Island. Mr. Knights has entered a new field of activity and has an office on St. Paul St. in this city. He has recently returned from a trip to the west, where he has been introducing a new lifting jack, and reports business good.

Wm. Murray, Montreal representative of E. W. Gillett Co., Ltd., Toronto, was in Quebec this week. Mr. Murray reports a very heavy business in all his company's lines.

James Duncan, Jr., of Friedland, Cal., is visiting relatives in this city. Mr. Duncan's father and mother were Canadians and went to California in the 50's where his father engaged in various occupations, finally becoming a grocer and following this business until his death some years ago. This is Mr. Duncan's first visit to Canada and he expressed himself as highly pleased with everything he had seen, and said that although a good American, he had always been much interested in Canada. Mr. Duncan and his wife will sail shortly for England and the continent, where they expect to spend the winter.

The Caledonian Biscuit and Confectionery Co. have been remodelling their premises and will shortly be in a position to handle the increase in business which their improved plant is likely to bring them.

Gaye—"Yes, he is what you might term a financial pessimist."

Raye—"What's a financial pessimist?"

Gaye—"A man who is afraid to look pleasant for fear his friends will want to borrow something."



## British Columbia News

British Columbia Apples Finding Good Markets in Japan and China—Mexican Bananas Coming to Vancouver—Saskatoon Fruit Merchants Asking Privileges.

## VANCOUVER.

October 24.—British Columbia apples are in great demand the world over this year, and the product on the whole is of excellent quality. The care taken in packing, also, has been exceptional and has enhanced the value. A feature of the market has been the refusal by the Victoria Fruit Growers' Exchange of eastern orders for a carload of apples and one of pears, because of the demand on Vancouver Island and the mainland. Another gratifying feature is the orders for apples that have been received from the comptroller of the Mikado's household, specifying certain British Columbia varieties by name. The apples had all to be carefully selected, and the order is the result of samples forwarded last season. A Shanghai merchant has also sent an order for a sample shipment and hopes to be able to dispose of apples from this province in China.

Advices from Vancouver Island are that the pear crop is rather short this year, only about half the usual quantity. Growers state this is an off year, and the crop has been further reduced on account of the measures taken to prevent the spread of pests. The quantity on the market at Victoria is too small to fill orders.

Prunes on Vancouver Island, too, are only average in crop, and were marketed too early to take advantage of the firmer prices. The output on the island is placed at 50,000 crates, or about 1,000,000 pounds, and of this 30,000 crates were shipped east, where the demand is exceptionally good.

Stormy scenes took place at a special general meeting of the Kootenay Fruit Growers' Association, when the resignation of Roy Brock as secretary of the association was accepted. A temporary secretary was appointed. Concerning the unsatisfactory returns made to fruit sellers during the past season, much discussion arose and heated remarks were made, the language used being plain, unmistakable and at times violent in the extreme. A general decision was arrived at to reorganize for the next season on new lines, it being claimed that one of the chief sources of trouble was the centering of the business at Revelstoke to the detriment of Kootenay ranchers. It was asserted that more than one member of the association had sold fruit apart from the association and had realized better prices than had members who worked through the officials.

At the Coldstream orchard, near Vernon, 65 tons of apples were taken from 161 trees of the Pewaukee variety. At 13 pounds to the box, this would give a total of 3,023 boxes, bringing close on to \$1,000 an acre gross.

Merchants generally express entire satisfaction at the way their business has kept up to a good level all through the recent quiet times. They state that they have nothing to complain about, and this month actually shows a good percentage increase over the same period of last year.

H. A. Edgett & Co. have added another department to their already very complete grocery store. This is a fresh meat counter, where all kinds of meat are kept under glass in perfect condition.

Jack Drainie, of William Braid & Co., was married the other day to Miss Nora Montgomery, of London. His fellow employees gave as a present on the occasion a fine grandfather's clock.

The Kootenay Jam Company has been incorporated as a limited liability company, and will shortly issue a prospectus containing the financial and business lines along which it will operate in the future. It is proposed to build a new factory and warehouse in Nelson.

Bananas from Mexico are on the market in the coast cities, and are meeting with favor. George A. Williams brought a shipment of 2,000 bunches on the steamer Lonsdale from his plantation at San Blas. As an indication of how the trade expands, Mr. Williams stated that a start was made with one shipment a month from San Blas to San Francisco, and now steamers call four times a

month. There is no difficulty in laying down the fruit here, and if arrangements could be made for the vessels to call, about 5,000 bunches a month could easily be disposed of in Vancouver and Victoria.

## SASKATOON.

October 24.—At the last meeting of the city council the matter of passing a by-law for the protection of the wholesale fruit merchants was considered. The wholesalers brought to the notice of the city fathers the fact that fruit and other goods were being brought to town in half-car and smaller quantities by parties who paid no license for doing business. The matter was discussed by the councillors, but no action was taken, several of them being in favor of allowing as much fruit to come into town as possible.

Early & Early have just received two cars of potatoes, two cars of mill feed and one car of flour. They are making a special effort to supply every customer with what potatoes they require for the winter.

The Rogers Fruit Co. have made application for sewer and water connections for their new warehouse on First Avenue.

Currie Bros., of Second Avenue, have appealed to the city council to have the street in front of their store cleared of building material and made passable for their customers. The matter is being seen to.

## Interesting Ontario Items

## ST. THOMAS.

Oct. 28.—Despite the pouring rain the Norton market was well attended on Saturday by both buyers and sellers. Supplies were quickly purchased and concessions were made in order to get home quickly. Chickens sold from 50c to 75c per pair; butter at 27c to 28c per lb.; eggs, 25c per doz.; apples, 60c per bushel; potatoes 90c to \$1 per bag. Other vegetables were in good demand with no change in prices. The rain lasted nearly all day and the grocers, although it was Saturday, did not complain as it was so badly required. Notwithstanding, everybody had a fairly good day's business.

Police Magistrate Glenn gave judgment this week on the peddling case brought against Burgess, of London, by Inspector Shaw. He dismissed the case on the grounds that the fee of \$75 per annum was prohibitory and raised the point himself, although in a previous case under the same by-law he rendered judgment against the defendant. Burgess acknowledged peddling and has done it for years and is in direct competition with the merchants who have to pay a heavy business tax and this, in the face of the fact that the City Council amended the by-law by reducing the license fee for peddling with a one-horse wagon from \$150 to \$75 per annum. It shows a lack of knowledge of business, as any one who knows

anything about the peddling business knows that they would clear that amount in a month, besides it is a nuisance to have strange men going into the homes of absent husbands and in some instances intimidating the woman to buy and in many cases they do buy to get rid of the impudent intruders and are usually swindled. The magistrate remanded this Burgess case five times and in the meantime the peddling has continued. It is up to the merchants who are interested in this evil to get busy.

## BRANTFORD.

Oct. 28.—Some time ago the working men of the city sent a petition to the City Council signed by over two thousand men requesting that a by-law be passed to enable the butchers on the market to cut up their meat in smaller quantities than the present by-law allows; namely, to sell by the half-quarter and no less. A by-law was prepared and at the last meeting of the Council received its third reading and carried in spite of a great deal of opposition. However, as the butchers and grocers who handle fresh meats have a license until next June it will not go into effect until then. It is also left for next year's Council to provide facilities at the market for handling meat in small quantities.

## THE LOVE OF EXCELLENCE

Doing Things With a Lofty Purpose the Secret of Success and Advancement.

By Orison Swett Marden in Success Magazine.

William Howard Taft's remarkable career is an illustration of the steady and persistent advancement which comes from doing things with a lofty purpose in view.

Mr. Taft did not have great genius to start with, but he decided to make it an invariable rule to do whatever came to him so especially well that it would become a stepping-stone to something higher.

Many young men look for an open door to advancement outside of their regular work; to some mysterious power or good luck. But young Taft knew that his ability to do something more important would be judged by the quality of his daily work, and that the step to something higher, to the place above him was in the thing he was doing at the time. He knew that his record must ultimately stand, not on what people thought he could do if he had an opportunity, but upon what he actually did, and that his advancement depended on the trade-mark which he stamped upon everything that went through his hands.

A love of excellence for its own sake characterized Mr. Taft from boyhood, and it is this, above all else, which has enabled him, amid the turmoil and temptations of public life, to keep his record clean and to stamp superiority upon everything he does, and to do everything to a complete finish.

His career is a good example of the advancing force of high aims and the possibilities that lie in doing everything entrusted to one just as well as it can be done.

### Prepare for Something Better.

Every little while we hear of young men and young women taking sudden, tremendous jumps. Apparently without any intermediary steps they leap from the position of a stenographer or private secretary to a much more responsible situation. If we investigated we should find that the person who seems to advance at a bound has been preparing for the higher position for years; by earning vastly more than he found in his pay envelope, by doing whatever was given him to do to a complete finish, thus building up a reputation for doing things in a superior way, and also establishing confidence in his employer that he is capable of filling a more responsible position.

A new York millionaire told me, some time ago, that when working his way up his salary was raised from seven dollars a week to three thousand dollars a year without any intermediate steps, and he was also made a partner in the

concern for which he was working. He had agreed to work for the firm for so many years at seven dollars a week, but he had grit and determination and no idea of just trying to earn seven dollars a week and then stopping. He was resolved to show his employers that he was equal to any man in their employ, and that he was capable and worthy of being made a partner. The quality of his work very quickly commanded attention.

Put your trade-mark upon everything you touch.

### Every Item is Important.

Every piece of work that goes out of your hands is more important to you than every piece of the work that goes out from the factories of the well-known New York firm, Tiffany & Company, is to them. They can back everything they do with the weight of a reputation which required a century to build up. Everything that goes out from this establishment is guaranteed to be just as they represent it, the best of its kind. How did it get its world-wide reputation? By doing things to a complete finish, by doing them as well as they could be done, by being absolutely reliable.

You are not in the store-keeping business, but you are in business of some sort. What is your merchandise? Everything that comes out of your hand is a piece of your merchandise. You are giving it to the world in your service. It should bear the hall-mark of your character, should have your trade-mark upon it.

Everything you do should stand for superiority, for excellence; should be proof positive that it is not done in a slipshod, slovenly way, but that it is done to a complete finish, just as well as you know how to do it, just as well as any human being can do it.

Some one says that efficiency never has to go begging for advancement; the man that masters his trade goes to the front.

I know a young man who was advanced over the heads of much older men than he is, simply because he filled minor positions with marked superiority and took infinite pains to stamp his efficiency and integrity upon everything he did. His financier employers watching him, took his measure and placed him in the highest office in their institution, a position which he has filled for years with great efficiency. He has recently been offered the presidency of a great institution in which he has had no experience whatever. He was chosen because of the marked

superiority which has characterized his work and everything he has ever undertaken.

### Finishing Things.

I once knew this young man to forego an important banquet to which he had been invited, and keep a force of stenographers in his office until ten o'clock at night, rewriting a large number of letters, because of a mistake which many of those in positions above him would have regarded as too trivial to make such a fuss about. A misspelled word, a carelessly written letter, bad punctuation, a stamp up-side-down or crosswise on an envelope, a blunder or inaccuracy of any kind were not trifles to this man. Everything which went through his hands had to be done to a complete finish. To do it "fairly well," "pretty well," was not enough; it must be done just right. No doubt many of those above him laughed at him for being so particular, for keeping his stenographers after hours to remedy a trifling defect, but they did not laugh long at him. The officers who would not recognize him on the street a few years ago, when he was a "nobody" in the concern, now take their hats off to him.

Make it an unvarying principle of your life to touch nothing upon which you can not put the trade-mark of your character, the patent of your manhood. When any piece of work goes out from your hands, let it bear the stamp of a man.

### WILL LABEL STORAGE FOWL.

Pennsylvania Officials Drafting Law to Regulate Sale of Articles.

Harrisburg, Penn., Oct. 29.—Legislation to prevent the sale of cold storage poultry or eggs, except when distinctly labelled as such, and to drive out of business compounds of partially spoiled eggs, which are sold as egg products, is now being considered by the State officials. Bills to regulate the sale of cold stored articles of food have been in contemplation for some time, and James Foust, dairy and food commissioner, has just completed a draft of one. Recent investigations have shown that some of the egg products are made up not only in a manner which raises doubts as to their fitness for food, but that the business is extensive and growing.

It is Mr. Foust's idea to require that fowls and eggs kept in cold storage for more than 10 days, shall be classed as "cold storage" and before being exposed for sale be labelled in letters at least an inch long. Furthermore, the bill will provide that no fowls shall be placed in cold storage and then offered for sale unless they have been cleaned. The penalty for selling such articles of food against the provisions of the act is a fine of from \$50 to \$500, or the imprisonment of from 30 to 90 days.

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The and th tion w terializ are bey it was the so. not su dition conseq night. the sea one, ar obvious riving. prices, ers are obtaini ply the Englan grades, mainta the Au ducts a is the butters lish ma that th and ha very pl tates a product with th this tin sibility English factor is the finest g supply is held it has a of the way is English seem to values, rants it on hand the arr be nece ments. full and money i but for ture th are uph were fu rise the having creased very pe orders. bull, an have rea tical po only ad falling o is check Prices a ing rega ditions, ers to h the look with he Australi

# Dairy Produce and Provisions

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

## CHEESE AND BUTTER BULLETIN

Montreal, Oct. 28, 1908.

The receipts of butter are falling off and the strong finish which the production was expected to make will not materialize. The effects of the long drought are beginning to be felt now. Although it was broken by a much-needed rain, the soaking which the ground got was not sufficient to revive the parched condition of the grass, and no rain of any consequence has fallen until Monday night. Taking all these facts together the season has been an exceedingly dry one, and this fact is now making itself obvious in the diminished supplies arriving. This fact has led to higher prices, as the demand is good, and dealers are experiencing some difficulty in obtaining the sufficient quantities to supply their wants. Advices arriving from England report a scarcity of finest grades, which will exert a tendency to maintain prices at a high level, until the Australian and New Zealand products arrive in larger quantities. This is the time of the year in which these butters are most sought for in the English markets. This is due to the fact that they are the first of the season, and have a fresh grass flavor which is very pleasing. Such a condition militates against the sale of the Canadian product, which, taken in conjunction with the high prices which prevail at this time of the year, precludes the possibility of doing much business with the English dealers. Then, again, another factor which is adverse to large sales is the fact that Britain takes only our finest grades and such are difficult to supply at the tail-end of the season. It is held by the English importers that it has a slight fodder taste at this time of the year. The market in a wholesale way is rather quiet. Advices from the English importers state that buyers seem to be trying to force a drop in values, but the situation hardly warrants it. The quantity of best butters on hand is not by any means large and the arrivals are not more than would be necessary to meet ordinary requirements. The stock of secondary is pretty full and sellers have to take a little less money in order to keep it moving a bit, but for anything showing flavor and texture there is a fair demand and prices are upheld. The Copenhagen committee were fully expected to take back the rise they imposed last week, especially having regard to the fact that the increased shipments from the Scandinavian peninsula were met by diminished orders. But the Danish committee are bull, and it appears to me that they have reason for being so, as the statistical position is all in their favor, the only adverse factor being the undoubted falling off in the ordinary demand, which is checked by bad trade and strikes. Prices are not easily upheld, and, having regard to the strange industrial conditions, it may not be possible for holders to keep up their end for long. But the lookout is not at present fraught with heavy supplies. The arrivals of Australian are quite insignificant at

present, little having come into London and some of the ports not having seen any this season to date. The shipments from New Zealand are nil, and Siberian imports are fading gradually away. There is little Canadian, indeed, barely sufficient to make a market, and prices of last week are just made: 116s to 118s.

Exports of butter last week were 3,755 packages, as against nil packages for the previous week, and nil packages for the corresponding week of last year. Total exports since May 1, 92,172 packages, as against 66,761 packages for the corresponding period of last year.

For the week, 6,210 packages, against 7,339 the previous week, and 7,006 packages for the corresponding week last year.

Total receipts since May 1, 365,066 packages, as against 360,093 packages for the corresponding period of last year.

The price of butter is quoted at 25½c in round lots, and 26c to 26½c in a jobbing way.

The cheese market in the country is slightly advanced, especially for colored. Export demand is not very brisk. There seems to be considerable lethargy displayed by the consuming public in England and some stimulus to the trade would be welcomed.

An importer of Canadian cheese in England writes his correspondent here

to the effect that he has received very contradictory estimates of the stocks of cheese in Canada, one party stating that they are 80,000 boxes less than at the corresponding time last year, another correspondent from Montreal says they are about the same as last year, whilst a third writes that they are 150,000 boxes less. A fourth states that at the close of the present season they will be between 200,000 and 250,000 boxes less than at same time in 1907. Is it any wonder that parties in Great Britain dub their correspondents here either fabricators or fools? If we take the figures of the Board of Trade here the total receipts of the present season up to Oct. 17 were 1,677,281 boxes, and the shipments 1,480,828 boxes, leaving stocks in store here 196,453 boxes. They were much larger a year ago. The Ottawa Valley Journal says that Russell County farmers are heavy losers financially, and that the amount paid by factories for milk will average about \$70 per patron less than in 1907.

Receipts of cheese for the week were 42,179 boxes, against 61,811 boxes for the previous week, and 51,610 boxes for the corresponding week of last year. Total receipts since May 1, 1,709,400 boxes against 1,891,007 boxes for the corresponding period of last year. Western are quoted at 12½c for white and 12½c for colored, and Easterns at 11½c to 11½c. Total exports since May 1, 1,586,911 boxes, as against 1,828,731 boxes for the corresponding period of last year.

## THE PROVISION SITUATION

Toronto, Oct. 29, 1908.

Notwithstanding the fact that the British market has fallen off a couple of shillings during the week good business at home is keeping the packers fairly well occupied though the situation generally is perhaps a little easier than at last reports.

Very little Canadian goods are going forward just now. The British market is filled up with Danish and Irish bacon, and consumption seems to be materially curtailed this season by reason of the many factory operatives and others out of work by reason of strikes and dull business in some of the large consuming centres. Considering this, there is little enough demand for the Canadian product and packing houses are sending over just enough to keep their name before the public.

Light export business is, however, made up for by large demand and good business at home. Stocks of the finer cuts, long, clear bacon, backs, etc., became very low during the hog shortage a few weeks ago and with a particularly good demand for this time of the year the packers are kept quite busy. Prices on these lines have been quite firm until the last couple of weeks when a tendency to ease off under ra-

ther better supplies is evident. Lard, also, is in better supply and has dropped slightly on local markets.

The run of hogs during the week has been only fairly large, and as yet nothing is heard of the large deliveries which usually occur about this time. That packers are getting all the hogs they want, however, is shown by the fact that prices have dropped at least a quarter during the week. Last week packers were offering \$6 to \$6.10 f.o.b. This week's price is \$5.75 f.o.b., \$6.10 fed and watered.

The New York Journal of Commerce, summarizing the situation in United States markets says:

"The speculative market in hogs and hog products has shown frequent variations during the week, but the absence of influences of a pronounced type has been at the mercy of the professional element. Trading has been marked by no price fluctuations of a sensational nature and business has been restricted in volume. While the receipts of hogs are 55 per cent. larger than last year, quality is decidedly inferior, the average weights being but 208 pounds, against 245 pounds in normal times. Outside speculators, however, are not inclined to force prices upward in the

face of these heavy arrivals, which, by the way, represent the stock usually forwarded in January and February. The receipts for Monday are estimated as high as 42,000, and it is expected that



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

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

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

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

Try a business card in  
The Canadian Grocer.

**SALT**

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

**We Want Butter!**

**Dairy Tubs, Creamery Solids**

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

Write or phone us with best quotations.

**Rutherford, Marshall & Co.**

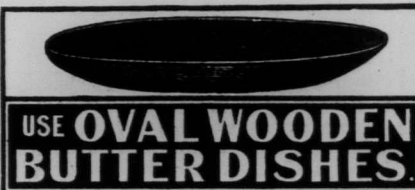
Wholesale Produce Merchants,  
TORONTO.

**FEATHERS**

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

**P. POULIN & CO.**

MONTREAL  
Ask for quotations.



**USE OVAL WOODEN BUTTER DISHES**

THOMAS BROS., St. Thomas, Ont.

at least 150,000 will come in during the week. The condition of the hogs themselves and the speed with which they are being rushed to market are traceable to the same cause; namely, the long-continued dry weather. Grass has been burned up and the animals have had a hard tussle for existence. It has been too early to feed them corn to any extent, and few farmers have had any old supplies of feed on hand. Then again, the weather, while particularly unfavorable for hogs, has been excellent for corn, and its condition is such that the prospect of profits has seemed more alluring in marketing the grain itself than in connecting it with pork. Furthermore, in those sections where farmers are accustomed to do their usual fall plowing and seeding, the ground has been so hard as to make it impossible and they have, therefore, been able to turn their attention to the shipment of live stock instead. Packers are naturally finding considerable fault with the immature hogs now being forced upon them and are exerting all the influence possible to force the farmers to feed the hogs before attempting to sell them and hope to be able to obtain improved stock in the later shipments.

**PROVISION MARKETS**

**MONTREAL.**

PROVISIONS—The provision market is steady and prices continue firm. The supplies arriving are not excessive, which imparts a firm tone to the market. Prices remain unchanged.

Heavy Canada short cut mess pork, in tierce s.	36	50	37	0
bb's	25	00	25	50
Selected heavy Canada short cut clear boneless pork	25	00	25	00
Heavy Canada short cut clear pork	23	50	24	00
Very heavy clear pork	25	50	26	00
Plate beef, 100-lb bbls	08	00		
" 900	15	50		
" 300	23	00		
Pure Lard—				
Tierces, 375 lbs	0	13½		
Boxes, 50 lbs., grained	0	13½		
Tubs, 50 lbs.	0	13½		
Pails, wood, 20 lbs., parchment lined	0	13½		
Tin pails, 20 lbs., gross	0	13½		
Cases, tins, 10 lbs., each	0	13½		
" 5	0	13½		
" 3	0	14		
Compound Lard—				
Tierces, 375 lbs	0	08½		
Parchment lined boxes, 50 lbs	0	08½		
Tubs, 50 lbs	0	08½		
Wood pails, 20 lbs net	0	09		
Tin pails, in cases	0	09		

EGGS—The egg market continues strong at slightly advanced prices. The local demand is large, with the consequence that storage stocks are being drawn on freely now. Arrivals are small and limited to a few new laid.

New laid	0	30	0	32
Selected cold storage	0	25	0	25½
No. 1 Canded	0	21	0	22
No. 2 Eggs	0	18	0	19

BUTTER—The butter market is steady and strong, with a good demand. Receipts are dropping off fast. Owing to the small make in the country prices have advanced.

Fresh Creamery, solids, lb	0	27
prints, lb	0	27 ¼
Dairy, tubs, lb	0	20 ¼

CHEESE—The export demand has fallen largely lately, owing to high

prices prevailing here, which has placed it beyond a profitable basis. There has been an advance in the country, especially for colored.

Cheese, Easterns	0	11½	0	11½
Westerns	0	12	0	12½

HONEY—Supplies arriving are large and demand is good, consequently this market is in an active condition. Small packages are meeting with the best sale. There has been no change in quotations.

White clover comb honey	0	13	0	14
Buckwheat	0	07	0	0 ¼
Buckwheat, extracted	0	10	0	12
Clover, strained, bulk, 30 lb. tins	0	09	0	10

**TORONTO.**

PROVISIONS—The market is fairly steady though a little easier in tone than noted last week owing to the heavier run of hogs. Supplies of bacon are not very heavy but stocks are gradually being filled up. Lard is slightly easier since last reports otherwise prices are about on the same level.

Long clear bacon, per lb	0	12½
Smoked breakfast bacon, per lb	0	15
Roll bacon, per lb	0	11½
Light ham, per lb	0	14½
Medium ham, per lb	0	14
Large ham, per lb	0	13½
Shoulder ham, per lb	0	10½
Backs, plain, per lb	0	16 ½
" pea meal	0	17 ½
Heavy mess pork, per bbl	20	00
Short cut, per bbl	24	50
Lard, tierces, per lb	0	12
" tubs	0	13
" pails	0	13½
" compounds, per lb	0	08 ½
Plate beef, per 200-lb. bbl	15	50
Dressed hogs	8	50

BUTTER—The market is firm though with no advance on last week's prices. Supplies are fair but are eagerly taken up by buyers.

			Per lb.	
Creamery prints	0	25	0	28
Creamery solids	0	25	0	27
Farmers separator butter	0	25	0	26
Dairy prints, choice	0	22	0	24
" ordinary	0	19	0	21
" tubs, choice	0	22	0	23

EGGS—Another advance is to be noted this week. Deliveries are falling off, in fact, are practically nil and this is stiffening up the market. Selects are quoted this week at 26c and the ruling price for good stock is 24c. Strictly new laid are offered at from 27c to 30c.

CHEESE—The market is very quiet with demand light. Prices are unchanged.

Cheese, large, prime	0	13	0	13½
twins	0	13½	0	14

HONEY—There is little new to note in the situation. Demand is not at all brisk and though supplies are fairly heavy the market is fairly firm.

60-lb. tins	0	09	0	10
Smaller sizes	0	10½	0	12
Comb, doz	1	50	2	50

POULTRY—Arrivals were not so heavy at the first of the week, the elections seeming to interfere with the farmers' work. Toward the middle of the week, however, fowl began to come in quite freely. Demand is becoming more brisk as the season proceeds and prices this week are a shade firmer than at last report.

Spring chickens, per lb, live	0	08	0	09
Hens, per lb, live	0	06	0	08
Young ducks, per lb	0	08	0	09
Turkeys, per lb	0	13		
Geese, dressed	0	09	0	10

**MADE IN CANADA.**



# MAGIC BAKING POWDER

**SOLD and USED EVERYWHERE in  
the Dominion.**

**Makes Baking Easy, Dependable and Economical,  
All Canadian Dealers Have It. REFUSE SUBSTITUTES.**

**E. W. GILLETT COMPANY LIMITED  
TORONTO, ONT.**

**THERE WILL BE A GOOD  
DEMAND THIS YEAR FOR**

## Clark's Corned Beef

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

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

**WM. CLARK**  
Manufacturer  
**MONTREAL**

**The Demand For**

# BOVRIL

is increasing. See that your stocks  
are complete so that you lose no  
sales in the best season.

We have now ready two new hangers,  
one an exact representation of a  
member of the N.W. Mounted Police.

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**MONTREAL**

will bring you, Express prepaid, a  
supply of attractive show cards for  
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The Name

# Cowan's

on Chocolate Confections stands for clean, honest manufacture—absolute purity—wholesomeness—and above all, captivating flavor.

Maple Buds,  
Chocolate Cream Bars,  
Milk Chocolate Medallions,  
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and many others

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Toronto, Canada

By Royal  Letters Patent

# Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

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

# Nelson's Gelatine and Liquorice Lozenges


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

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

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

The above can be had from any of the following agents:  
The Smith Brokerage Co., Ltd., St. John, N.B.  
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CANADA: No better Country

 MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

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

# MOTT'S

The CHOCOLATE bearing this name under the brands  
"Diamond" and "Elite"  
is a profitable and ready seller with every grocer—  
They are for sale by all jobbers.

## John P. Mott & Co.,

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## People Are Eating More

# FORCE

than they ever did before. Our advertising campaign makes them ask you for "FORCE" Can you supply the demand? We are selling "FORCE" at a price that will net you a good big profit, and the price is the same to all grocers. Watch our newspaper ads.—they bring you the business that's "empty of trouble and chuck full of profit."

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# THE FLOUR AND CEREAL MARKETS

The Situation Generally Steady—Stocks of Flour on Spot Rather Light—Export Business Less Active.

The situation this week shows little change from last reports. The market is generally steady with good business continuing in flour and conditions a little quieter in oat products.

Flour continues firm with an outlook for pretty steady prices during the winter. Stocks on spot are not at all heavy, the excellent demand of the last few weeks having taken up about everything the millers could turn out. This has had a material effect on export business, as millers have had nothing to offer in reply to active inquiry from several quarters.

Business in oat products is a little quieter than usual at this time of the year and it evidently wants a snap of cold weather to get this going. Some export business is being done, however, in these lines.

## MONTREAL.

FLOUR—At present the outlook is not favorable to a drop in prices. This fact is beginning to be realized by the country, and orders are now being booked with greater freedom. There is a scarcity in flour on the spot, and stocks are generally pretty slim. These conditions will prevent any slump in prices for some time. Quotations are the same as last quoted.

Winter wheat patents.....	5 50
Straight rollers.....	4 70
Extra Household.....	4 10
General Household.....	4 00
Manitoba.....	4 50
Manitoba spring wheat patents.....	4 00
"  strong bakers.....	4 50
Five Roses.....	4 00
Harvest Queen.....	5 50

ROLLED OATS—The decline of 30c per barrel and 15c per bag has lent some impetus to the market, and the demand is a trifle stronger this week. Sales, however, are not yet large and stocks held are light.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated.....	3 05
Gold dust oatmeal, 25-lb bags.....	2 25
White oatmeal.....	2 00
Rolled oats bags.....	2 40
"  "  ".....	2 40
"  "  ".....	5 50

FEED—There is a fairly good enquiry for both short and middlings. Bran is coming in somewhat larger quantities from the small mills. The demand, however, is not up to what it should be. Prices on all feed remains the same as last quoted.

Ontario bran.....	21 59	22 00
Ontario shorts.....	25 00	25 00
Manitoba shorts.....	25 00	25 00
"  bran.....	00 21	00 21
Moullie, milled.....	25 00	27 00
"  straight grained.....	20 00	21 00
Feed flour.....	1 50	1 60

## TORONTO.

FLOUR—The situation is practically unchanged after last week's advance. Business continues very good though it is not quite so active as during the past few weeks. Manitoba wheat is coming

in in fine quality. Export business has been a little dull the past week from the fact that millers had little to offer. Local prices are unchanged.

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

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

CEREALS—The market is steady with no change since the decline noted last week. Local business is rather quieter than usual at this time of the year, but it is expected that with the arrival of cold weather the situation will change. Export demand continues active and a good deal of this class of business is being done.

Rolled wheat in barrels, 100 lbs.....	2 55
"  oats in bags, per bag 90 lbs.....	2 75
"  oats, standard and granulated, in bags 90 lbs.....	2 95

## WHAT ABOUT PRIVATE BRANDS?

Correspondent Discusses Question From a Practical Standpoint.

Does it pay to have your own special brands of tea, coffee, baking powder, extracts, etc., was a question asked the writer this week. Some merchants seem to think it does not. It generally is their own fault if they do not make it pay. It pays provided you are willing to take or give your clerks proper time to introduce to your trade these different articles and also see they are properly handled and advertised. If you blend your own teas and coffees and make your own baking powder see to it that they are kept perfectly uniform in quality. Don't skip one thing this week and another the next, as it is the continuous sameness in regard to quality that holds the trade. The fluctuating of qualities of certain of these articles is generally caused by carelessness in the blending. Make one man responsible for the blending. Quality should be the main consideration in anything you put your own name on. If you do not believe in advertising or feel you can not afford to do so and want quick sales by all means don't have your own brands but take advantage of the popular brands that are properly advertised. Don't get too many different brands at that, but confine yourself to exactly what your own particular trade demands. Some of these you will have to carry in stock anyhow as it is not a wise policy to have to tell your customers that you have not in stock any really good article that is asked for. You need to take advantage of a manufacturer or wholesaler's advertising when you get the opportunity, as it all helps very much to keep you in touch with the best retail trade.



Advertising has made Mooney's Perfection Sodas familiar to almost every Canadian household, but it is the unvarying quality of Mooney's that has caused Canadian housewives to keep them on their tables.

# Mooney's Perfection Sodas

are perfectly baked and packed, which ensures their being always fresh, crisp and pure. Order a trial shipment to-day. Don't be "just out" when your customers ask for them.

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



# GOX'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. Colson & Son, Montreal  
D. Mason & Co., "  
A. P. Tippet & Co., "

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

# MAESTRINI

Genuine Swiss Milk Chocolate

**FREE SAMPLES** To Grocers and Confectioners  
**ALSO PRICES**

SOLE AGENTS FOR CANADA

**Schlesinger Bros. & Co., - Montreal**

## PERFECTION



is attainable only after years of experimenting. We have succeeded in producing a line of coconut which all admit as the leader.

**WHITE MOSS**

The Canadian Coconut Co., - Montreal

## For Xmas Trade

You will find no confection that will give you and your customers greater satisfaction than CHOCOLATS MEURISSE A 1 goods. Attractive packages.

Order To-day.

**CHOCOLATS MEURISSE**

J. A. HERREBOUDT, Manager. 23 Lemoine St., MONTREAL

Agents: Mathewson's Sons, Montreal; T. E. Charest, Quebec; W. C. Scott, 76 Queen St., Ottawa.

## MAPLE SYRUP

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

P. J. GIRARD, - Richmond, Que.



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

**French Vermicelli and Macaroni**  
 The only factory in Canada producing these goods.  
**H. CONSTANT**  
 Manufacturer  
 Sales Agent: L. FONTANEL,  
 187 Commissioners St., Montreal



**TRADE WINNERS.**  
 Pop Corn Poppers,  
 Peanut Roasters and  
 Combination Machines.  
 MANY STYLES.  
 Satisfaction Guaranteed.  
 Send for Catalog.

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

## Keep Posted on Sugar

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

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

## EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

**THE MOST NUTRITIOUS COCOA**

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

The GRAY, YOUNG & SPARLING CO., Limited

**SALT MANUFACTURERS**

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

## BODE'S CHEWING GUM

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

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## CHANGES IN THE CANADIAN TRADE

Notes of New Businesses, Sales, Assignments and Dissolutions Throughout All Parts of the Dominion.

## Ontario.

Sam. W. Cawker, butcher, Whitby, is dead.

J. Fellion, grocer, Toronto, has sold out to E. Hallett.

Elie Monette, grocer, Ottawa, has succeeded J. E. Noiseau.

George McLaughlin, grocer, Toronto, has gone out of business.

H. J. Kennard, confectioner, Toronto, has sold out to F. G. Nixon.

Minetta O'Malley, grocer, Toronto, has sold out to W. R. Black.

J. A. Baldwin, cigar dealer, West Lorne, has sold to R. McDonald.

Alexander Laing, grain dealer, Wyoming, has sustained loss by fire.

S. Macdonald, general storekeeper, Rainy River, has sold his stock.

Thomas McCann, Tweed, is selling his general store business to Wm. Collins.

J. D. Smith & Co., grocers, St. Mary's, have sold out to W. R. Butcher.

The stock of Emil Brooker, confectioner, Toronto, is advertised for sale.

Henry F. Gerhart, confectioner, Fort William, has assigned to John McClure.

H. O. Saunders, general store-keeper, Cayuga, has been succeeded by C. H. Pettit.

W. T. Summers, flour and feed dealer, London, has sold out to McLeod & Marshall.

The business of E. Anderson, confectioner and baker, Toronto, is advertised for sale.

The factory and plant of the Ellice & Logan Cheese & Butter Co., Kinkira, is advertised for sale by tender.

A meeting of the creditors of Gus Lambertus, confectioner, Guelph, who assigned to A. S. Allan, was held on the 27th inst.

A meeting of the creditors of Charles L. Manery, grocer and dry goods merchant, Leamington, who assigned to C. B. Armstrong, London, was held on the 30th inst.

## Quebec.

The Marathon Candy Co., Montreal, have dissolved.

The assets of B. Hogue, grocer, Montreal have been sold.

D. H. Welsh & Co., confectioners, Montreal, are registered.

The assets of J. G. Delage, grocer, Quebec, have been sold.

J. T. Harrower & Co., Quebec, have registered as general agents.

E. St. Germain & Co., grocers and butchers, Montreal, have assigned.

D. L. Nadeau, general merchant, East Broughton, is offering to compromise.

John Gracey, general merchant, Low, has been succeeded by John Morrison.

Theo. Corbeil, general merchant, St. Andre Avelin, has succeeded N. Chene.

The assets of D. Moineau, confectioner, Montreal, were sold on the 23rd inst.

The assets of C. E. Nault, general merchant, Riviere Desert, have been sold.

The assets of Andre Nault, sr., general merchant, Riviere Desert, have been sold.

The assets of Alfred Meunier, general merchant, Chambly Canton, have been sold.

The assets of P. Belanger, grocer and liquor dealer, Stadacona, have been sold.

Joseph Lesperance, general merchant, Lake Megantic, is offering to compromise.

P. Gagnon, general merchant, Sayabec, has assigned to V. E. Paradis, prov. guardian.

The assets of Jos. Morin, general merchant, St. Theodore De Chertsey, have been sold.

V. E. Paradis has been appointed curator to Israel Gosselin, general merchant, St. Edwidge.

The assets of S. Brunelle, general merchant, Ste. Thecle, were to have been sold on the 29th inst.

Lamarche & Laurencelle have been appointed curators for J. D. E. Lafond, general merchant, Frelighsburg.

Herman Klein and Bonet Boodneff have registered under the style of the Lachine Baking Co., Montreal.

William Prentice has registered as President of the John L. Cassidy Co., Ltd., wholesale crockery, etc., Montreal.

A meeting of the creditors of Audet & Tremblay, general merchants, Black Lake, was to have taken place on the 27th inst.

Ernest Cardin and J. A. Lachante have registered under the style of Cardin & Lachante, general merchants, Victoriaville.

## Western Canada.

P. D. Leinster, grocer, Winnipeg, has sold out to S. C. Staley.

Bowie & Moses, confectioners, Winnipeg, have succeeded F. Hansell.

B. M. Banckrick & Co., grocers, Winnipeg, have gone out of business.

Morris Hazlett, confectioner, Winnipeg, has assigned to C. H. Newton.

McGregor & Muir, general merchants, Austin, Man., have dissolved partnership.

A. W. Taylor, general merchant, Glenboro, Man., also the A. W. Taylor Co., Ltd., of same place, have assigned to C. H. Newton.

Mason's  
Number One Sauce.

Enough said.

Toronto, Ont.

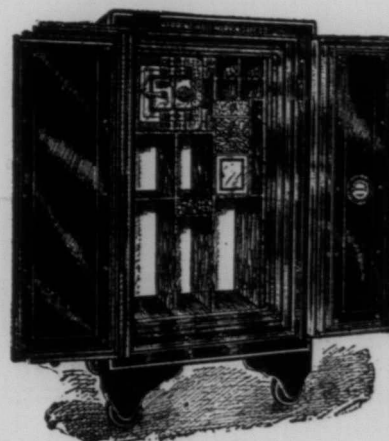
## YOU KNOW

the difference between absolute security and privacy.

¶ There is the same difference between **HERRING - HALL - MARVIN SAFES** and other makes.

¶ A man buys a safe for protection against the assaults of the elements or of man.

¶ **Herring-Hall-Marvin Safes** give this protection and insure absolute security.



IF INTERESTED, WRITE

**The Canadian Fairbanks Co., Ltd.**

444 St. James St., Montreal.

BRANCHES IN ALL THE LARGE CITIES

**POT and PEARL**

FOR CLOSE QUOTATIONS WRITE

**JOHN MacKAY** Caledonia Mills **BOWMANVILLE, ONT.**

**BARLEY and FEED**



limited. The first car of Florida grape fruit came in during the week and the season is this favored line promises to open well. Fancy California Tokay grapes are on the market in good quality and are attracting considerable attention. Florida pineapples are selling fairly freely as are also Almeria grapes.

California Elberta Peaches, box	1 25
Plums, Idaho, blue, crate	1 25
Pears, Canadian, Bartlett	0 50
" preserving	0 25
Grapes, Canadian, blue, basket	0 17 1/2
" green	0 17 1/2
" Rogers and Delaware	0 20
" California, box	1 75
" Almeria, keg	5 50
Apples, Canadian, snow, bbl	2 00
" cooking, bbl	1 75
Crab Apples, basket	0 35
Musk Melon, Canadian, basket	0 40
Oranges, late Valencia, California, box	5 25
" Jamaica, bbl	4 00
" boxes, new	2 50
" Florida, boxes, new	3 50
Lemons, Messina	2 75
" California, box	4 75
Bananas Jamaica, first	1 50
" Jamaica eight	1 00
" jumbos	1 40
Cranberries, Cape Cod bbl	9 50
" Nova Scotia, bbl	8 00
" Ontario, cases	2 50
Citrons, doz	0 75
Grape Fruit, Florida, box	4 50
Pineapples, Florida, crate	5 00

VEGETABLES—Ontario potatoes are in excellent demand this week and the quality and supply is so good that there is little call for New Brunswick potatoes. Canadian tomatoes are rather scarce on the market, but a supply from California, the first by the way, ever to come to Canada, came in early in the week. This stock was in very presentable form, being carefully wrapped in tissue and packed in crates of about 22 lbs. Selling at \$1.25 per crate, this ought to be a favorite line. Other lines of vegetables remain fairly steady though the market is firm all round.

Tomatoes, Canadian, red, per basket	0 30
Beets, Canadian, basket	0 25
Egg plant, basket	0 25
Beans, wax, per basket	0 40
Potatoes, Ontario, per bag	0 70
" New Brunswick, per bag	0 90
" sweet, barrel	2 75
" hamper	1 40
Onions, Spanish, per 50 lb. crate	0 90
" white, pickling, basket	0 75
" Canadian, dried, bag	0 85
" Valencia extra, cases	2 50
Carrots, new, per bushel	0 40
Green Peppers, basket	0 25
Red Peppers, basket	0 30
Cabbage, Canadian, bbl	1 00
Vegetable marrow, basket	0 25
Squash, basket doz	0 30
White turnips, bush	0 40
Cauliflower, doz	0 50
Celery, native, doz	0 35
Pumpkins	0 50

FISH—The season is opening up very favorably and with the large assortment of both fresh and smoked lines, buying is beginning to be somewhat active. There is little change from prices given last week and about the same lines are quoted. Just at present demand for dried and smoked lines is most brisk.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 05	0 07
White fish, Georgian Bay, per lb.	0 09	0 10
Herring, medium, per lb.	0 05	0 07
Whitefish	0 10	
Cod, fresh	0 08	
Trout, fresh, per lb.	0 09	
Halibut	0 09	
Shredded cod, per doz	0 20	
Bludina, small white, per lb.	0 06	0 07
Haddock, fresh	0 07	
Sturgeon, per lb.	0 15	
Sea salmon, Silverside	0 10	
Pike	0 07	
Pickeral, yellow	0 07	
Soft shell crabs, doz	4 00	
Soles, Nova Scotia	0 06	
Herring, Digby, smoked, bundle 5 boxes	0 85	
" kippered, 15-lb. box	1 30	1 40
" Labrador, b'l	0 75	
Mackerel, each	0 18	0 20
Smelt's, per pound	0 11	

# THEY'RE HERE EXTRA FANCY LONG KEEPING Almeria Grapes

The best we ever imported

WE ARE GRAPE SPECIALISTS

Pleased to submit sample kegs and prices to intending purchasers.

## WHITE & CO., Limited

TORONTO and HAMILTON

"THE STANDARD OF QUALITY"

## CANDIDO'S LEMONS

Ask the wholesale for them. A compliment is paid when "just as good" is offered—maybe they are. Be assured of profits and quick sales—order Candido's.

W. B. Stringer, Toronto represents B. P. Candido, Italy

## JUST ARRIVED

our first full car Extra Fancy Cape Cod

# CRANBERRIES

Also car

New Layer Figs

Sweet Potatoes

"Camel" Brand

## Oyster and Haddie

Season now on, and as usual we will handle only BEST produced.

## HUGH WALKER & SON

GUELPH, ONT.

Everything in Oranges, Lemons, Grapes, Apples, Sweet Potatoes, Spanish Onions. Also Haddies and Oysters.

YOUR PATRONAGE SOLICITED

THE DAWSON COMMISSION CO., TORONTO

Pollock.....	0 65
Oysters, Long Island, standard gal.....	1 80
"    "    medium selects.....	1 75
"    "    extra.....	1 85
"    shell, per 100.....	1 50
Sole, Nova Scotia.....	0 15
Ciscoes, basket, 15 lb.....	1 00
Finnan Haddie, smoked, 15-lb. package.....	0 08
Boneless cod, quail on toast.....	0 95
"    "    imperial.....	0 07
"    "    steak.....	0 06
Shredded cod, doz.....	0 90
Acadia cod, crate.....	2 40
"    tablets, box.....	1 60
Bloaters.....	1 25
Qualla.....	0 09
Catfish, dressed.....	0 09

**PAYING THE GROCERY BILL.**

Now that the tumult and the shouting of the prosperity-boomers are dying away it is becoming evident that

**Highest price paid for  
DRIED APPLES**

**O. E. ROBINSON & CO.**

Established 1860

**Ingersoll - Ontario**

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

## Dried Apples

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE, Manager

the return of good times must be induced by other means than the beating of drums and the clashing of cymbals. "Thrift, thrift, Horatio!" is the remedy indicated, and wherever it has been applied the recovery from business depression has been more or less manifest.

Practice thrift and pay the grocery bill! That's the motto which should be hung up in every home in the land. If it were lived up to, the present dullness of business would soon give way to activity, and we would either escape another panic entirely or suffer very little in the event of another business crisis showing up.

Paying the grocery bill would be the first lesson in thrift for many people, and it would easily pave the way for great economies. Let the pulpit preach it and the press urge it. Let the schools teach it and the bench enforce it. Let the Big Stick be swung in the air a few times, to awe the slow payer and the beat. Let the grocer's advertising matter ring the changes on the pay, pay, pay text, until its importance is recognized throughout the length and breadth of the land.—Merchants' Review.

**MR. NISHIMURA RETURNING.**

The Montreal office of S. T. Nishimura & Co., Japan tea importers, received a cablegram Monday stating that

Mr. Nishimura has sailed from Yokohama by Empress of India for Canada. He will arrive in Vancouver Nov. 7.

**MEETING OF SALES MANAGERS.**

The first meeting of the National Sales Managers Association was held at the Automobile Club, Chicago, on the evening of Oct 23. This association, as the name implies, is composed of sales managers from the different mercantile concerns, its object being to promote the interests of its members as managers of sales departments. Walter D. Moody, secretary of the Chicago Association of Commerce, with whom such an organization has always been a pet theme, is the prime mover in the association and occupied the chair at the inaugural meeting.

**TRADE NOTES.**

W. H. Lawlor, general merchant, Dunrae, Man., has sold out to A. P. McClure.

E. Justement, confectioner, White-mouth, Man., has sold his business to J. D. Clercq.

Fletcher & Snell, general merchants, Adanac, Sask., are selling out to Snell & Humphries.

The stock of A. C. Ford & Co., grocers and bakers, Central Park, B.C., has been sold.

Everything in

# FISH & OYSTERS

Ask for quotations

## The F. T. James Co., Limited

Church & Colborne Sts.

### TORONTO

# FISH AND OYSTERS

Lines that there is call for now :

**New Malpeque Shelled Oysters**, in barrels.

**New Haddies and Kippered Herring**

**Bloaters and Smoked Herring**

**Boneless Cod and Prepared Fish**

**Labrador Sea Trout and Salmon.**

**Fresh Fish, all kinds in Season**

**Low prices.**

**Write us for price list.**

**Prompt shipment**

FOUR  
LONG DISTANCE  
TELEPHONES.

## LEONARD BROS.

Branches :

MONTREAL  
ST. JOHN, N.B.  
GRAND RIVER  
GASPE

P.O. BOX 639

THE LARGEST FISH WAREHOUSE IN CANADA

20, 22, 24 and 26 Youville Square, - MONTREAL

## General Storekeepers!

### Here's a Proposition

Don't forget that we will accept  
your **Poultry and Eggs** in exchange  
for all varieties **Fish and Oysters**  
purchased of us.

## O'CONNOR'S Wholesale Fish Market

(Between the two Depots)  
MONTREAL

Established over half a century



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

"Brunswick Brand"



### Connors Bros., Limited

Black's Harbor, N.B.

# Our Clerks' Page

HELPFUL HINTS FOR THE GROCER'S ASSISTANT.

It takes enthusiasm to make a successful grocery clerk. I believe that the clerk who makes a success of his work and builds well for the future should be willing to work long hours if necessary.

There is always something to do around a grocery store. The clerk should always be busy. He is forming habits. Loafing is a poor one to form. Industry is better. It is rarely necessary to look for work around a store, as the opportunity is usually in plain sight.

Section hands keep their eyes on the boss. They work where he points. The clerk should never imitate the section hand. He should not wait for the proprietor to "point."

The clerk who cannot unpack a case of goods and arrange them on the shelves carefully and neatly cannot take an order straight or fill it properly. Careless in one duty, he will be careless in another. Such clerks are more likely to be sitting on the counter, complaining of small wages than the more up-to-date clerks.

To be faithful in small things includes the proper tying of parcels. Make them neat and secure. Make them as attractive as possible. This counts with the customer.

Study the trade and try to please them, cranks and all. Remember that every crank has a soft spot. Try to reach it. Ask yourself: "Am I selling my trade all of the goods they use? If not, why not?" Then go after the business. If you have all of Mrs. S—'s trade but the butter and coffee she uses, endeavor to get that. You may be able to please the first twenty of your customers every time. The twenty-first may be the crank which all of the other clerks dodge. Once you get the crank with you, a big point has been gained. Hold your temper. Be serene if the crank gets mad. Slide around the rough corners in his or her makeup. Don't argue.

Sell goods to those customers who pay promptly. Take orders from those who have a big balance left on the books each month. Never tire presenting the merits of your lines to the gilt-edged customers. That is the fertile soil in which your trade will grow into dividends.—Retail Grocers' Advocate.

## THE WOMAN CLERK'S SUCCESS.

The woman grocery clerk is gradually but surely finding her way into the ranks. The matter is one that merits the attention of clerks of the male persuasion and the stories of the experience of a couple of grocers, given herewith will be valuable as a suggestion of how they can make themselves more valuable.

A correspondent in St. John, N.B., discussing the matter, says:

"A few years ago lady clerks were practically unknown in the grocery stores of St. John, N.B., now a majority of the merchants have young ladies for bookkeepers or cashiers, and in at least one instance the chief clerk is a lady. Walter Gilbert, who conducts one of the largest retail grocery establishments of St. John, on the corner of Charlotte and Princess Streets, right in the business district, is a firm believer in the superiority of the female clerk over the male.

"They are much neater in appearance and are quicker and more trustworthy," he claims. "I have had a young lady working for me for the past year," he said, some time ago, "and I do not hesitate to say that she can put up orders as fast as any male clerk in the city. Of course, it is necessary to have young men, too, for the heavier work, but I find I get better results in having young ladies attend to the wants of my customers and in putting up orders than I did with men.

"I have just engaged another lady clerk," said Mr. Gilbert, "and while she has hardly got into the swing of things yet, I expect she will make good."

"One feature of the young ladies as clerks is that they are more dependable than men. If they are away for a holiday you can at least be sure they will come to work the following day prepared for work, and not looking as if they had been on a spree. Then, again, they have not as many temptations as a young man, not so many engagements or so many ways to spend their time and money. They are not always looking at the clock to see when closing time is, either, and in lots of ways they are preferable.

"I think, also, that they take more interest in keeping a store looking clean

and bright and are more tasty in decorating.

"It has been my experience also that they are better at making sales. For instance, if I get a new line of goods in and want it introduced, the young ladies will sell more of it than two or three young men would. For my part, the young lady clerks have come to stay."

Godfrey Wolf, vice-president of the St. Louis Grocers' Association, has the following to say on the same subject:

"I am surprised that more grocers do not employ young women in their stores, I have tried it with excellent results. I find that a girl clerk can handle the cash and look after the books better than a man will and she is also extremely useful in waiting on trade, if she is interested in the business.

"When waiting on trade a woman clerk is at her best. She is invariably polite and attentive, and I find that women customers like to have a woman wait on them. The woman clerk naturally has a knowledge of cooking, and she talks over ways of cooking foods in such a manner as to interest the customer, and in that way she frequently makes sales that a man clerk would miss.

"A woman clerk has no bad habits. She is apt to be honest. She does not smoke cigarettes or drink when the boss is out. She also saves a good deal for the merchant from the fact that she does not smoke, because, not liking cigars or cigarettes, she does not help herself to the stock.

"A woman about a grocery store raises the tone. She prevents by her presence roughness, ill manners, and dirt. The average woman has a horror of dirty floors or counters or scales or bins, and her complaint about such things will lead to their being cleaned. A woman about a store is in fact a bit of brightness, who is bound to keep her place."

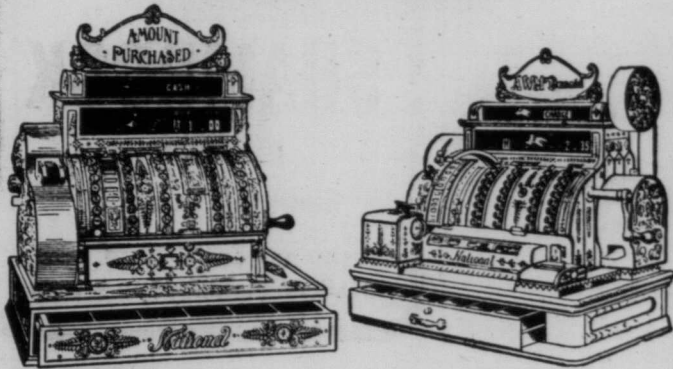
## TRADE NOTES.

C. A. MacMillan, treasurer of Sugars and Canners, Montreal, has returned from a trip to Southern Illinois.

Ernest Kiefer, special representative of Piper-Heidsieck, Reims, France, is making a trip throughout Ontario and Quebec in the interests of his firm. Laporte, Martin & Co., Montreal, are the general agents of the Piper-Heidsieck Champagne for Canada.



# They Pay!



Ask the Man  
Who Has  
One!

Guaranteed the Cheapest  
Registers on Earth

**THE NATIONAL CASH REGISTER CO.**  
Corner Yonge St. and Wilton Ave., Toronto, Ont.  
F. E. MUTTON, Canadian Manager.

## The Case Against Preservatives is Settled

The Government has found them harmful and it is only a question of time before their sale will be prohibited. With pure goods on your shelves you will be safe when that time comes.

# HEINZ

## 57 VARIETIES Pure Food Products

are the kind that are always safe to sell because they contain no preservatives or harmful ingredients of any kind. The label guarantees absolute purity.

Anything that's  is safe to sell

**H. J. HEINZ COMPANY**

Pittsburgh      New York      Chicago      London



There's many a good thing comes from Old England. In the eating line there's one good thing that has no superior and that is

## CARR & CO.'S BISCUITS

World famed for quality they are good lines for you to recommend.

# CARR & CO., CARLISLE, ENGLAND

AGENTS.

Wm. H. Dunn, Hamblin & Brereton, The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver: B.C.,	Eastern Provinces Lakes to the Rockies British Columbia
---	--	---

## We Distribute Cars

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

Correspondence Invited.

**R. B. Wiseman & Co.,**  
123 Bannatyne Avenue East      **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers.

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

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



SOLD BY ALL  
JOBBER

3/4-lb. tins—3 doz. in case

## FACTS ABOUT GROCERIES

Information for Grocers and Clerks About the Goods They Hand Over the Counter.

The development of the rice industry goes on rapidly in British Guiana. As we have sometimes stated to our readers in this journal, Demerara is spoken of out there as a great mud flat. The discharges of the floods of the Orinoco River seem to have accumulated these great flats along the northwest coast of South America. Under Dutch domination and, thus far, under English domination, the chief production of British Guiana has been sugar. Lately, quite a mining business has sprung up in the mountainous region far up in the interior of British Guiana and quite a quantity of gold has been brought out. The sugar industry, however, remains the dominant industry, but the large East Indian population who have worked out their indentures and are now free laborers in the country, seem to have taken very kindly to raising rice on the flat lands of Guiana and they are exercising all of the intense culture that they were taught to practice in rice culture at home. In a recent issue of the Demerara Chronicle it is stated that in one section, known as the Corentyne Coast, some 1,300 laborers are engaged in planting rice, the idea being to get in as early a crop as possible. In addition these and laborers employed in other localities, such as Canje, East Bank, Berbice River and on the West Coast, there are many laborers engaged in the same work and it is estimated that there are as many as 3,600 East Indian and negro rice cultivators now actively engaged in the work.

### The Legend of the Salmon.

The Arabs of upper Egypt tell us why all flat fish are white on one side and brown on the other. Moses, like the other Israelites, was very fond of fish, and, as a rule, he cooked it splendidly, says an exchange. He had cooked a sole only on one side, when his fire went out, so he angrily threw the half-broiled fish into the sea. But this fish happened to live, and that is why all its descendants appear to be half cooked.

Upon the back of the haddock are strange imprints, said to be the work of the devil. On the Yorkshire coast, in England, they say the evil one long ago determined to build a bridge at Filey. This he did for no good purpose, but for the destruction of ships and sailors and the annoyance of fishermen. While at work he dropped his hammer into the sea. As he hastily picked it up he grasped a haddock at the same time; so the haddock carries the imprint of his fingers to this day.

But the legend of the salmon, told by the Scandinavian fisherfolk, is the most interesting of these tales. Would you like to know how the salmon came to have such a delicate tail? Here is the story:

Loki, the mischief-maker among the gods, had offended Thor grievously. In fact, he had stolen the mighty hammer which was Thor's most precious possession.

You may know that Loki fled as swiftly as he could when he found that Thor was in pursuit. But Thor was not minded to let the rascal escape, so

he followed after, his wrath increasing with every stride.

At last, finding his enemy close upon his heels, Loki ran toward the water and leaped in, turning himself into a salmon. Thor, however, was so close behind that he caught the fish by the tail. For punishment he squeezed it so hard that ever after the tail of the salmon has been fine and thin.

### The Evolution of Food.

What would be the sensations of one of our ancestors if he could sit down to a modern breakfast table? asks an ingenious student of old manners in the current Harper's Weekly. "To begin with fruits," he answers, "these were almost unknown to the menu of his period; certainly in their present form. So were most of our vegetables. The only vegetable which seems to be more or less indigenous over the greater part of the world is the squash-pumpkin tribe. The pumpkin is very ancient, for it dates back to Cinderella. Of course, he knew the small wild cherry, with its bitter flavor, the little wild strawberry, the raspberry, blackberry and plum. Apples, or 'crabs,' as Shakespeare calls them, were used in England, and generally roasted in order to deprive them of their astringency. The wild hedge orange of China and India filtered into Europe occasionally, but it was scarcely eatable. Potatoes were, of course, unknown. Bananas were introduced in quantity to Europe within the lifetime of many middle-aged men. The grape fruit is the product of the past two decades, and even yet has seldom crossed the Atlantic. The peach was a poisonous shrub in Persia. Our worthy ancestor, then, broke his fast upon salt fish, or meat, if he were wealthy, or had access to some deer forest. He washed down his food with hot beer, spiced, or honey brew."

To Avoid The Financial Crisis, Handle

# SHAMROCK

BIG PLUG  
SMOKING TOBACCO

It will pay you a good profit  
Besides building you a trade

## CLAY PIPES

A perfect article. Sell it  
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

### MR. GROCER—

The house that secures the finest and most reliable Smokers' Requisites, and from whom you will secure greatest satisfaction, is, undoubtedly,

JOS. COTE  
IMPORTER AND WHOLESALE  
TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272  
Branch - 179 St. Joseph St. Phone 2097  
QUEBEC

Tel. Up 2076 Tel. East 5964  
YOUNG'S PATENT PIPE  
in Seven Shapes  
W. J. GRANT  
Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

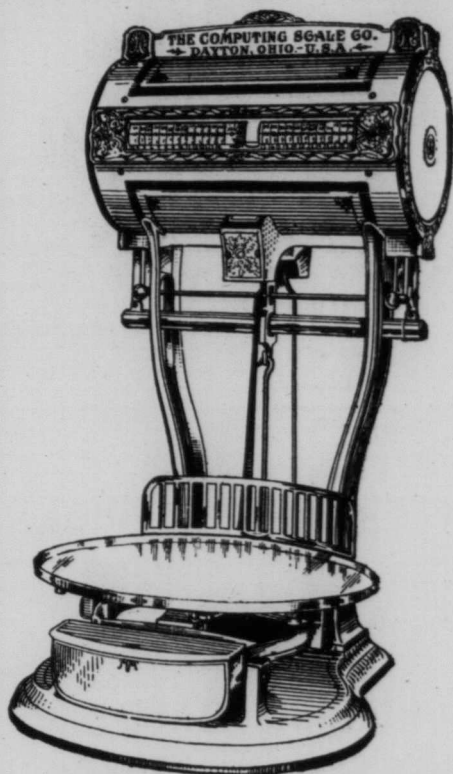
# BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





DAYTON MONEYWEIGHT SCALE  
NOTE THE LOW PLATFORM

# Overweight Problem Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

## Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.  
Gives the exact weight to all customers.  
True as steel and built for a lifetime of exact weighing.  
Weighs to an ounce, computes to a cent.  
Low platform—only 6½ inches from the counter.  
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.  
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

## The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

# Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

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

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

HAMILTON, CANADA

**Our New  
"Walker Bin"  
Catalogue**

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

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

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

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

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



**The  
Elgin National  
Coffee Mills**

40 Sizes and Styles

They are the  
**Fastest Grinders  
Easiest Runners**

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

**WOODRUFF & EDWARDS CO.**

MAKERS  
ELGIN, ILLINOIS, U.S.A.



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

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

Write for prices and samples.

We manufacture

**SHIPPING TAGS**

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

**TORONTO - MONTREAL  
Canada**



**OIL  
TANK  
PERFECTION**

Complete as a circle

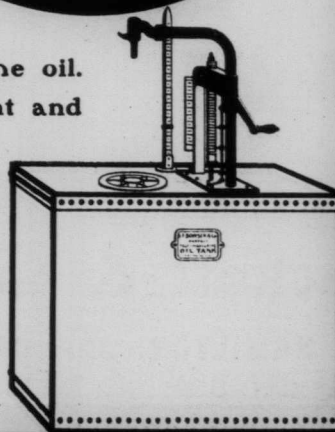
**THE BOWSER  
SELF MEASURING  
OIL TANK**

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin 5055 will tell you many more things a Bowser will do for you. Better send for it before you forget.



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

**It Costs Something to Secure  
a New Customer**

and when one leaves you from any cause it means a dead loss of a certain amount



**Allison  
Coupon  
Books**

are as popular with the patrons of a store as they are with the manager of the store himself. They work to the advantage of both, and by

reducing friction enable you to secure new trade and hold the old.

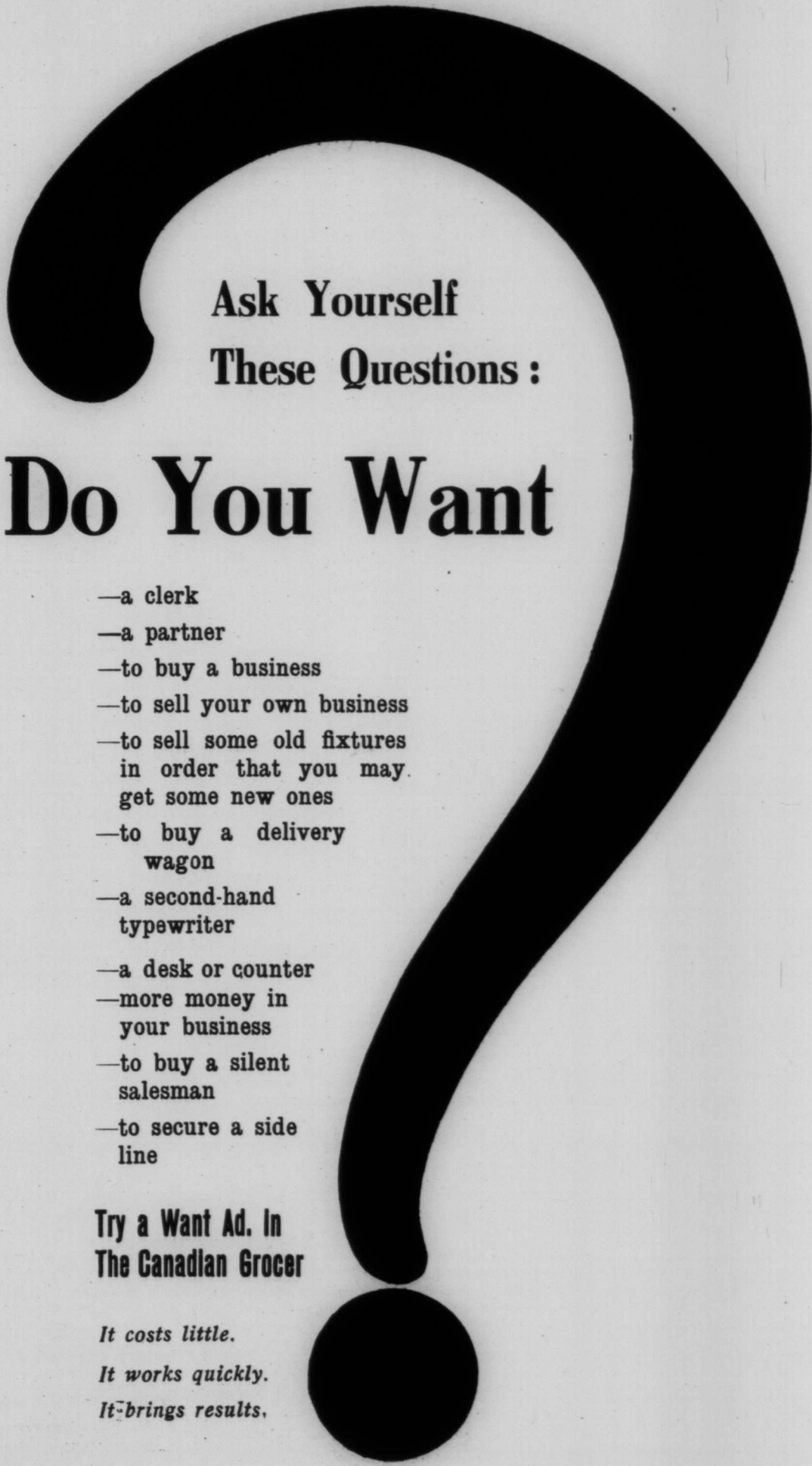
**Here is the Plan**

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

For sale by the jobbing trade everywhere. Manufactured by the

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

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



Ask Yourself  
These Questions :

# Do You Want

- a clerk
- a partner
- to buy a business
- to sell your own business
- to sell some old fixtures  
in order that you may  
get some new ones
- to buy a delivery  
wagon
- a second-hand  
typewriter
- a desk or counter
- more money in  
your business
- to buy a silent  
salesman
- to secure a side  
line

Try a Want Ad. In  
The Canadian Grocer

*It costs little.*

*It works quickly.*

*It brings results.*

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
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HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited, Office, No. 3 Jarvis St., Toronto. Telephone, Main 1578. Art, good workmanship, business methods.

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IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

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NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

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SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steam-fitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR SALE.

FOR SALE—A live and established general business in Saskatchewan. Best stand in town, only one opposition, business improving each year. Stock \$15,000. Reasons for disposing, poor health. Further particulars by addressing Box 219, CANADIAN GROCER, Toronto. [46]

THE PEDDLER NUISANCE.

If a canvass of housekeepers of this city were taken it would be found, we believe, that very few of the customers of the peddlers of tea, coffee, butter, eggs, fruits, vegetables, fish and other food products really approve of the practice of buying goods at their doors, as the practice is most annoying in respect of the labor it entails upon some member or members of each household in answer to the summons at the door many times a day. Even the people who buy goods at the door are among the complainants because of the practice, but it is natural that they should take advantage of the opportunity to buy a necessary article

when they have already gone to the trouble of answering the summons of the bell. Still, as we have already pointed out, the housekeepers in nearly all neighborhoods would gladly do without the peddlers' services, provided they could insure themselves against a continuation of a custom which has grown into a literal nuisance in some parts of this city, and probably in other cities also.

Whatever the grocers can do towards forcing the peddlers out of business would be heartily welcomed by many over-worked women of this city, housewives and servants, for although early purchases of peddlers' wares sometimes seem to show something of the nature of a real bargain, the later ones are apt to cause the purchaser to reflect that she could have done better at the grocer's.

Legislation may offer promise of some relief, but the grocer could do better by calling upon his own resources, and by bringing all customers to the store, or by providing the order clerks with samples of goods, so fill the wants of the neighborhood before the peddlers make their calls as to leave the latter no opportunity to make sales.

It is possible to get customers to the store by holding out sufficient inducements. It is possible to provide the order clerk with samples of the things that are usually bought at the door from peddlers.

That the neglect of customers to regularly visit the grocer is a serious evil and an old evil, cannot be denied, but when their wants are so generally supplied by peddlers, who would ring the bell and cause a visit to the door anyway, no one can be surprised that his neglect is so common.

We are acquainted with grocers who provide for the wants of housekeepers who can only visit the store late in the day, by setting aside some of the choicest fruits and vegetables in order that the late comers may have an equal chance with early customers to get first-class specimens, and not be forced to take the leavings of the early comers, and in this manner these dealers protect themselves to some extent against the peddling fraternity, so far as fruits and vegetables are concerned.

Grocers who find that customers are buying tea, coffee or butter elsewhere, and probably from a peddler, are trying the efficacy of this plan: They learn what the customer's taste is, and, obtaining a special blend or a special creamery make, they send a sample to the customer until they get something that suits, and, as they have no difficulty in meeting the peddler's price, they get back the trade that has been lost to the grocer fraternity. Eggs are subject to the same treatment. Grocers are better able to suit the public's varying tastes than the peddlers are, for the latter do not carry as large an assortment as a rule, nor have they often as good facilities for obtaining a uniform quality, a point which is of prime importance in regard to the products mentioned.—Merchants' Review.

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respon:  
Grocer,  
  
Diamon  
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1-lb. tins, 1  
1-lb. tins, 1  
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3-dos.....  
1-dos.....  
1-dos.....  
  
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NEW STALL  
  
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Gillett's Ma  
  
Nelson's—  
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Good Luc  
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Bamboo...  
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The GENI  
  
Price  
Less than 5  
Five cases,  
  
White Swa  
White Swa  
White Swa



**RISING SUN**  
**SUN**  
**STOVE POLISH**  
**IN CAKES**

**SUN**  
**&**  
**PASTE**  
**STOVE POLISH**  
**IN TINS**



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

**The Long Evenings of November**

Afford the busy man and woman as well as the young people of the household many hours for quiet, profitable reading — evenings that may be filled with pleasure and instruction. A good habit to form—if you have not already done so—is to subscribe for and regularly read a wholesome, clean, bright and well illustrated magazine.

The **NOVEMBER EDITION OF BUSY MAN'S** is now out. Procure a copy. It will prove satisfactory in every sense.

**System and Business.**

- The Greatest Game in the World.
- The Business Woman of the Future.
- A Trade Opportunity That Has Been Neglected.
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- Contents of November Magazines.

**The Busy Man's Magazine**

**Montreal Toronto Winnipeg New York Chicago London, Eng.**

**Any Boy who has One Cent can Turn it Into Ten Dollars**

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

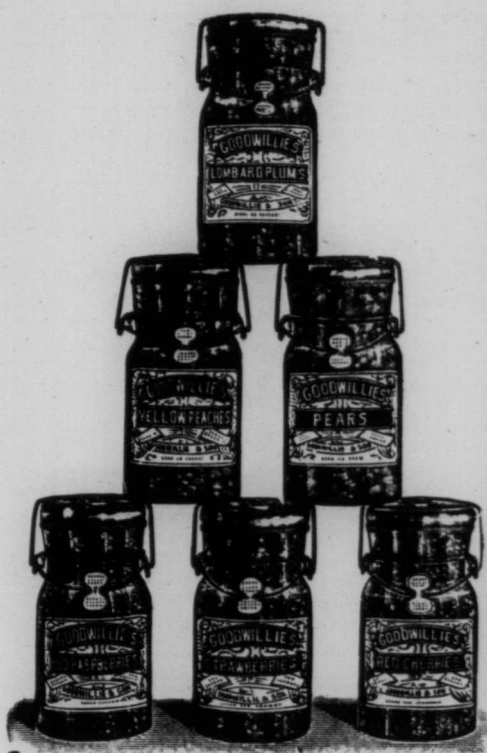
No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

**The MacLean Publishing Co., 10 Front Street East, Toronto**

BATGER Agent  
 1-lb. gla  
 Prices  
 Compo  
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 Assorted  
 Assorted  
 Lemon  
 Orange  
 Raspbe  
 Strawbe  
 Chocolat  
 Cherry  
 Peach  
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The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents: ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

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Valencias and Jordans

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You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

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ROSE & LAFLAMME Limited  
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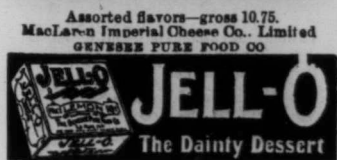
**Jams and Jellies.**  
**BATGER'S WHOLE FRUIT STRAWBERRY JAM**  
Agents, Rose & Laflamme, Montreal and Toronto.  
1-lb. glass jar, screw top, 4 doz., per doz. 2 20  
**THOMAS J. LIPTON**  
Prices on application.  
E. UPTON & CO.

**Compound Fruit Jams—**  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case..... per lb. 07 1/2  
5 and 7-lb. tin pails, 8 and 9 pails in  
crate..... per lb. 07  
7 and 14-lb. wood pails..... per lb. 07  
30-lb. wood pails..... " 06 1/2

**Compound Fruit Jellies—**  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb. 07 1/2  
7 and 14-lb. wood pails, 6 pails in crate  
per lb. 07  
30-lb. wood pails..... per lb. 06 1/2

**Pure Jams—1-lb. glass jars (16-oz.  
gem) 2 doz. in case..... per doz. \$1 80**

**Jelly Powders**  
IMPERIAL DESSERT JELLY



Assorted Case, Contains 4 doz. \$3.80  
Assorted Case, Contains 2 doz. \$1.80  
Lemon (Straight) Contains 2 doz. \$1.80  
Orange (Straight) Contains 2 doz. \$1.80  
Raspberry (Straight) Contains 2 doz. \$1.80  
Strawberry (Straight) Contains 2 doz. \$1.80  
Chocolate (Straight) Contains 2 doz. \$1.80  
Cherry (Straight) Contains 2 doz. \$1.80  
Peach (Straight) Contains 2 doz. \$1.80  
weight 2 lbs. per case; freight rate 2nd class

**THE ROBERT GREIG CO.**  
White wan, 15 flavors.  
1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's' (all flavors), per doz. 0 90  
Discounts on application.

**Lard.**

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.... \$0 10  
4-bbls.... 0 10 1/2  
Tubs, 80 lbs. 0 10 1/2  
20-lb. Pails. 2 10  
30-lb. tins. 2 00  
Cases 3-lb. 0 11  
" 5-lb. 0 10 1/2  
" 10-lb. 0 10 1/2

**Ll price**

**NATIONAL LICORICE CO.**  
5-lb. boxes, wood or paper.... per lb. \$0 40  
Fancy boxes (25 or 30 sticks).... per box 1 35  
"Ringed" 5-lb. boxes.... per lb. 0 40  
"Acme" pellets, 5-lb. cases.... per can 3 00  
" (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans..... per can 3 00  
Licorice lozenges, 5-lb. glass jars.... 1 75  
" 20 5-lb. cans..... 1 50  
"Purity" licorice 10 sticks..... 1 45  
" 100 sticks..... 0 75  
Dulce large cent sticks, 100 in box.....

**Lye (Concentrated).**

**GILBERT'S PERFUMED.** Per case.  
1 case of 4 doz. .... \$3 80  
2 cases of 4 doz. .... \$5 80  
5 cases of more .....

**Marmalade.**  
J. W. WINDSOR, MONTREAL

**Balmoral's Brand SCOTCH MARMALADE ETC.**

ABSOLUTELY PURE

Scotch Marmalade, 1 and 2 lb. glass jars  
1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass  
5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "

Prices and special quotations.

**T. UPTON & CO.**  
12-oz. glass jars, 2 doz. case.... per doz. \$ 1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case,  
per doz. .... 1 75

**SHIRRIFF BRAND**  
"Imperial Scotch"—  
1-lb. glass, doz. .... 1 55  
2-lb. " " " 2 90  
4-lb. tins. " " 4 85  
7-lb. " " " 7 35

"Sbredded"—  
1-lb. glass, doz. .... 1 90  
2-lb. " " " 3 10  
7-lb. tins. " " 8 35

**THOMAS J. LIPTON**  
Prices on application.  
**Mince Meat.**  
Wethey's condensed, per gross net .... \$12 00  
per case of doz. net ..... 3 00

**ST. CHARLES CONDENSING CO.**  
PRICES:  
St. Charles Cream, family size, per case \$4.70  
" hotel .....

**Mustard**  
COLMAN'S OR KERRY.  
D.S.F. 1-lb. tins.... per doz. \$ 1 40  
" 2-lb. tins..... " 2 50  
" 4-lb. tins..... " 5 00  
Durham 4-lb. jar..... per jar. 0 75  
" 1-lb. jar..... " 0 35  
F. D. 4-lb. tins..... per doz. 0 85  
" 1-lb. tins..... " 1 45

**Olive Oil.**  
LAPORTE, MARTIN & CIE, LTD  
Minerva Brand—  
Minerva, qts. 17's ..... \$5 75  
" pils. 24's ..... \$ 30  
" 4-pils. 24's..... 35

**Sauces.**  
PATERSON'S WORCESTER SAUCE.  
Agents, Rose & Laflamme, Montreal and Toronto.  
1-pint bottles, 3 & 6 doz., per doz. .... 0 90  
Pint " 3 doz. .... 1 75

**Soda.**  
COW BRAND.  
Case of 1-lb. containing 90 packages per box, \$3 00  
Case of 4-lb. (containing 120 pkgs. per box, \$3 00)  
Case of 1-lb. and 4-lb. (containing 50 1-lb. and 50 4-lb. pkgs.) per box, \$3 00

**DWIGHT'S BAKING SODA**  
Case of 50 pkgs. containing 20 pkgs. per box, \$3

**MAGIC BRAND.** Per case  
No. 1, cases, 50 1-lb. packages..... \$ 3 75  
No. 2, " 120 1-lb. " ..... 3 75  
No. 3, " 20 1-lb. " ..... 3 75  
No. 4, " 20 1-lb. " ..... 3 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 3 00  
5 cases..... 15 00



Brunner Mond & Co.'s

# WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	284 "	Bags,	934 "
"	112 "	"	112 "
"	100 "	"	100 "

## Concentrated Sal Soda

Casks, 560 lbs.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

## R. CAMPBELL'S SONS

HAMILTON POTTERY  
HAMILTON, ONTARIO

## Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

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REAL

and Oeylon.

H M B, 1's and 1's ..... 0 42 0 60  
H M B, 1's and 1's ..... 0 75 1 00  
Ridgway's Standard Bulk Blend in stock  
at all our branches in Canada.

HOKAS

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Bobson

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### TWENTY EIGHT DAY EXCURSION CRUISE

Brown (with day & 11P & 8P steamer  
Leaves Halifax for Bermuda, the British  
West Indies and Demerara, and re-flags  
has top outfit. The food tele-graphs thirty  
eight days and the cost is small. Sister  
write for illustrated booklet.

### PICKFORD & BLACK

HALIFAX

### DAKEY'S "WELLINGTON" KNIFE POLISH

The original and only genuine  
Preparation for Operating Cut-  
lery, Sh. and Sh. Cutlery

### JOHN DAKEY & SONS, Limited

Manufacturers of  
Zircony, Black Lead, Zircony, Glass and  
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Wellington Hill, London, England  
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MONTREAL.

### THE PEOPLE OF JAMAICA

are now buying things in the  
United States which they ought  
to buy in Canada. They don't  
know what we can do. A small  
advertisement in the

### KINGSTON

### "GLEANER"

mights bring inquiries. Please  
write for rates to  
L. O. STEWART, MANAGER.

### Slow Collections Cured

Our business is to collect overdue  
accounts owing to our clients. No  
need to bother yourself with slow  
collections—send them to us. For  
the year we've been in business,  
we've made collections to the entire  
satisfaction of a large number of  
clients.

WE KNOW HOW!

### The Boardwood Agency

212 Bow Bow Lane Building - MONTREAL

### CURRANTS

For best values in

Get quotations on fruit exported by

### J. Caramandanl & Co.

Royal France

Cleaners and Exporters, Est. 1878

Agents in General Agents in Canada:

E. G. Hall & Son, Toronto  
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The Condensed Ads. in  
The Canadian Grocer  
bring results. Try one.

Bad weather now fully  
due. Are you  
supplied with

**SALT?**

**VERRET, STEWART & CO.**

LIMITED

**MONTREAL**

**WETHEY'S  
Condensed Mince Meat**

is becoming as

**Staple as Sugar**

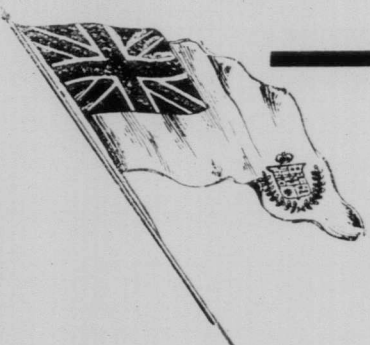
One package (retailing at 10c.) makes  
two large or three small pies.

Why sell from the unsanitary, disease-  
breeding open pail when you can  
offer your customers better goods in  
a dust proof package?

*Ask your jobber for it.*

**J. H. WETHEY, LIMITED**

**ST. CATHARINES**



**Empire Brand**

GET OUR PRICES FOR

**MOLASSES**

In stock

**LABRADOR SEA TROUT.**

New Dates due 1st November—advancing in  
price—buy **now**.

**4 Free Phones  
for Use.**

USE THEM FREELY

**GEO. E. BRISTOL & CO.**

(Successors to Lucas, Steele & Bristol)

**Hamilton,**

**Ontario**