

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 6, 1907.

NO. 36.



The support of the consumer
has been the best advertisement.

Keen's Oxford Blue

Their judgment is your
guide as to what to buy.

For sale by all jobber

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



There will be from now on a demand for Table Syrup. Your
experience in the past will endorse re-ordering the best Corn
Syrup on the market-

"Crown Brand" Table Syrup

made from selected white
corn and a perfect syrup

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

10 L. East
TORONTO, Ont.

St. James Street
MONTREAL, P.Q.

St. James Street
MONTREAL, P.Q.

Xmas Plum Puddings in Bowls

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

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

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

CROSSE & BLACKWELL,

LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS:

C. E. COLSON & SON,

MONTREAL.

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

Taylor's Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—*not* from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Cox's" Gelatine

Quality always the same—always the best and purest.

Both Powdered and Shredded

You never have a dissatisfied customer who uses

—Cox's—

These are the best money can buy

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
84 Victoria Street, Toronto.

Sept 6



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

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

REGINA.

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

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

NEWFOUNDLAND

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

TORONTO.

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

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

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

You Don't Throw Good Money
After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get
yours—or we get nothing.
23 Scott St. and 28 Front St. East
TORONTO, ONT.
Established 1890

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

TORONTO.

**SELECTED
VALENCIA RAISINS**
BEST BRANDS
Now in Stock.
Anderson, Powis & Co.
15 Wellington St. E., Toronto

VANCOUVER.

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

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

WINNIPEG.

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

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

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

(Continued on page 4.)

TWO WAYS of making money selling cigars

The First

Selling cheap goods
with a long profit—
(You won't sell many)

The Second

Selling a good line with
a reasonable profit—
(You'll sell lots)

The "second way" is the better—Sure profits and increasing trade

If you decide on the "second way" you'll have to have our

"ANCHOR CIGAR"

The best 5c. straight on the market—and there's more profit
than some other 5c. lines.

Send us your orders

The EBY, BLAIN CO., Limited

Wholesale Grocers

TORONTO

IF YOU DON'T STOCK

Blue Ribbon Tea

YOUR CUSTOMERS WILL GET IT ELSEWHERE

WHY LOSE GOOD BUSINESS?

Samples and prices with full particulars from

THE BLUE RIBBON TEA CO., LTD., 12 Front St. East, TORONTO

Manufacturers' Agents—Continued.

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

CARMAN-ESCOTT CO.
Wholesale Grocery Brokers and Agents
Established 1887
722-723 Union Bank Building
WINNIPEG, MAN.

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

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

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

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

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

QUEEN CITY WATER WHITE OIL
GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.
FOR SALE BY ALL DEALERS

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

—OFFICES IN CANADA—

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

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

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

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

Wide Awake Manufacturers

know best results are obtained by

Active Resident Agents

Your line will be in good hands if placed with

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

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

BASKETS

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

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

The Oakville Basket Co.,
OAKVILLE ONT.



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.

BUSINESS CHANCES

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

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

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

A Pleased Customer is Your Best Advertisement

To please your customers **sell** only
Canned Fruits and **Vegetables** guar-
anteed by the **Canadian Cannery**,
Limited. Brands as follows :

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

QUAKER CANNED GOODS

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



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"SALADA"

Quality

And

"SALADA"

Value



Is Best for you in a thousand ways---Our warrant for this conviction is the enormous and ever increasing sale. All argument to the contrary availeth "NOTHING."

Our Sales Show
22%
Increase This Year
Over Same Period
Last Year

Wholesale terms and samples on application to the

"SALADA" Tea Co.,

Toronto

Montreal

New York

A cordial invitation to our elegant display at the Toronto Fair is given to all

PHENIX WASHING POWDER

THE LEADER

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

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

You should handle *Phenix*.

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

Sole Canadian Distributing Agents

Strictly on merit, year by year, there grows the demand for

STERLING

BRAND

PICKLES

These pickles are on popular call by consumers, and for this reason it is profitable for grocers to keep well stocked.

Made in Canada By

The T. A. LYTTLE CO.

Limited

TORONTO, - CANADA





National Licorice Co.
Brooklyn, N.Y.

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

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

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

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

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

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

When Buying Your
Valencia Raisins

*Ask your Wholesaler
for these Reliable Brands*

MAHIQUES, DOMENECH & CO.

"M. D. & CO." Special Fancy Quality
"W. Abel" Standard Quality

*4 Cr. Layers
Selected
Fine Off Stalk*

They Will Please You

AGENTS—
ROSE & LAFLAMME, MONTREAL
TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's
"Edinburgh"
Coffee Essence

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

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

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

Thos. Symington & Co.
EDINBURGH

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

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscateles, from Malaga	Raisins, from Valencia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Cinger, from Jamaica
Red Peppers, from Zanzibar	Capsiouns, from Zanzibar
Nutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Carlice, from Italy
Shallots, from Channel Islands	Soy, from India
	Lemons, from Messina
	Virgin Malt Vinegar

A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Georg Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas: London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nisse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

Telephone. Main 6265

GEO. MASON & CO., LTD.,

LONDON, Eng.

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

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

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

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited
Windsor, Ont.

JAPAN TEAS

“Since my last advices there has been no change in the market. I have just to hand several lines of desirable Teas. Kindly ask for samples and particulars.”

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

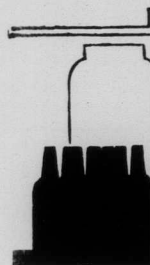
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SIGN OF PURITY

WAGSTAFFE

THE ONLY

PRESERVES, JAM and MARMALADE

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

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

Long Distance Phone 596.
Free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON



KEEP IT HANDY!

"CAMP" is worthy of a place on your counter—the foremost place. Every bottle you sell verifies our advertising and proves—to somebody—that "Camp" is just as delicious, wholesome and economical as we say. Not only so—but

"CAMP" Coffee

sells quickly and easily, and affords the distributor a very handsome profit.

Your Customers are looking for "Camp."
Keep up your stock and let it be seen.

Manufactured by R. Paterson & Sons, Coffee Specialists, Glasgow

AGENTS:— ROSE & LAFLAMME, MONTREAL

**Lots of Ladies
Come to Your Store**

for their Laundry Soap. Why don't you sell them Toilet Soap as well? You can, when you have

"ROYAL CROWN"

**Witch-Hazel
Toilet Soap**

It is a perfect skin soap—keeps hands and face soft and smooth. You can build up a splendid trade with it. Write for prices.

**The ROYAL CROWN Limited,
Winnipeg, Man.**

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

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

F. NICHOLSON

CABLE ADDRESS
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBY'S 1901.



BANNATYNE ST EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS :

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

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY

WINNIPEG

ESTABLISHED 1882.

EDMONTON

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Mr. Grocer! Are You Sure That You Are Safeguarding Your Profits?



I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

**E. D. S. Brand
JAMS and JELLIES**

you are not taking the necessary precautions. **E. D. S. Brand Jams and Jellies** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. **Ask for the proofs!**

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

**E. D. Smith's Fruit Farms,
WINONA, - ONTARIO**

THE BEST SUMMER BEVERAGES

**Kops
Ale and Stout
(NON-ALCOHOLIC)**

These are scientifically brewed from the finest Kentish hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

This is our first season in Canada, and we would like to make arrangements with you to supply a sample lot.

The Best for Your Trade

KOPS BREWERIES, LONDON, S.W., ENGLAND

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

DRIED FRUITS

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

**Thos. Bell, Sons & Co.
Montreal**

REPRESENTING:

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

ALL RELIABLE SHIPPERS

**VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.**

THOS BELL, SONS & CO., Montreal

Do You Know, Mr. Grocer

CANADIAN CASTILE SOAP has many points of superiority to those old brands you have in stock?

It will make a great sight more money for you, too. Write and ask us how.

The CANADIAN CASTILE SOAP CO., Limited
 Berlin, Canada



TEA TASTING.

Ridgways Celebrated Teas

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

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

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

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

Allison Coupon Books

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



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

The EBY, BLAIN CO.
 Canadian Agents

Manufactured by

ALLISON COUPON CO.
 Indianapolis, Indiana.



QUEEN QUALITY PICKLES
 Sweet—Mixed and Chow
 Bulk Pickles
 Tomato Catsup
 Worcester Sauce

Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
 OWEN SOUND



DELICIOUS

Nothing else so properly describes our

White Swan blend

It is a Coffee prepared for particular people. Its peculiar excellence always satisfies. It is a Coffee that sells readily and **stays sold**—the kind that critical customers come back for. The handsomely decorated pound tins are an ornament to any store. High-grade throughout. Try a lot.

THE ROBERT GREIG CO., LIMITED
TORONTO

GREIG'S White Swan BRAND



YOU MAY BE A GOOD SALESMAN

but—are you giving yourself a fair show? The particular women of Canada insist on the best—they demand

BURLINGTON BRAND CANNED GOODS

because the name is their surety of purity.

The best fruit and vegetables are carefully selected—then scientifically processed in one of the largest, most sanitary and best equipped factories in Canada. Yes, you may be an excellent salesman, but you're not giving yourself much of a show unless you stock and talk **Burlington Brand**.

The brand is famous from ocean to ocean. Are you getting your share of the profits?

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

THE CANADIAN GROCER

PICKLING SPICE

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

A Trial is Convincing

Order Without Delay

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined

Walnuts

Raisins

Sugars

Almonds

Currants

Molasses

Filberts

Shelled Nuts

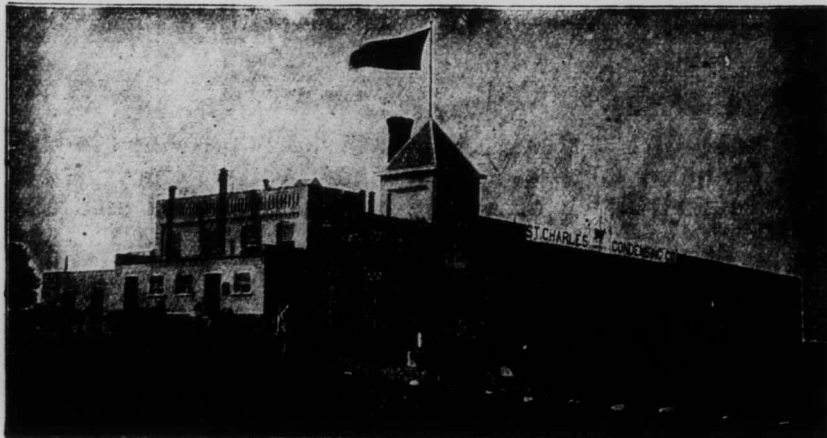
Either from import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA



INGERSOLL, CANADA-FACTORY

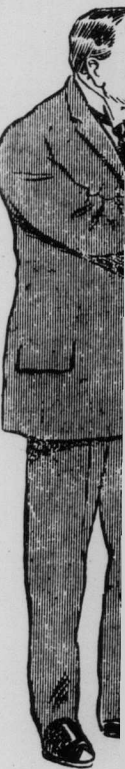
AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK**. Can be purchased through any wholesale house.

St. Charles Condensing Co.



Factory

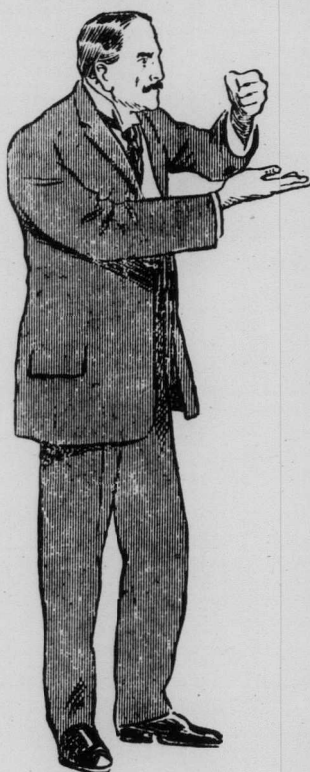
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Western R



Essex Quality!

The persistent argument of Essex goods is quality, with cleanliness of surroundings, superior methods and care in the selection of materials as prime factors in our success. You run no possible risk in ordering

- Essex Peas
- Essex Beans
- Essex Corn
- Essex Apples
- Essex Tomatoes
- Essex Pumpkin

unless it is the chance of not getting as many as you want. Orders are coming thick and fast, and in some lines the season's entire output has already been sold. If you don't anticipate requirements you will miss the best quality canned goods in Canada.

The Essex Canning and Preserving Co.

28 WELLINGTON STREET EAST - - - TORONTO, CAN. LIMITED
Factory at Essex, Ontario.

Every pound of

Crystal Granulated Sugar

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

Insist on getting **CRYSTAL** granulated

MANUFACTURED BY

The Wallaceburg Sugar Co.
LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

**You Must Have the Best
Spices**

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

**Red
Feather**

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

WH
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DELAY



Shipp
THE AMERIC

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

36 YONGE ST.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

Perpetual Advertising assures success. Of course, the quality of your goods must be above suspicion. The ordinary way of advertising comes high. That's why shrewd grocers push

CEYLON TEAS

A good **Ceylon Tea Trade** affords the best possible advertising and it costs you nothing. Stock **Ceylon Teas** and scores of women will sing the praises of your values every week.

DELAY IS COSTING MONEY



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

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

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

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



Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

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

CANADA'S PRIDE

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

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

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

Our "**Home Sweet Home**" **Ceylon Tea** in 1-lb. and ½-lb. tops all competitors.

New crop Japans, secured before advance, now in.

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

William Galbraith & Son

Wholesale Grocers and Importers

80-82 St. Peter Street, - MONTREAL

How You can make more Money Out of Your Business



There are more than a few dealers in Canada who are making more money—lots more than their fellows. One of their reasons for their success is that they make it their business to handle the best Brushes manufactured on this Continent, the

BOECKH BRAND

No practical man, knowing Brush Goodness, but asserts the superiority of Boeckh's Brushes. And they are easy-priced, too, because our foreign representatives are in close touch with the bristle markets in the countries of the Old World where the best bristles come from.

You certainly can make more money by stocking the famous **BOECKH BRAND**.

UNITED FACTORIES, Limited
TORONTO, CANADA

GET

Balmoral
scotch
MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

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

If you do not know

**Our
Matches**

you are unacquainted with
the most profitable line
on the market.

Quality right.
Prices right.
Freight terms the best.

Write for Particulars.

The Improved Match Co.,
Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

Sell Syrup in Hot Weather?

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

GOLDENETTE

Pure Cane
Table Syrup

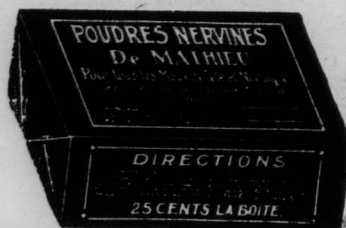
The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

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

Imperial Syrup Company

Refiners of Natural
Flavor Food Products

Montreal - - - Canada



Sell The Best

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

Don't offer any substitute, but sell

Mathieu's Nervine Powders

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



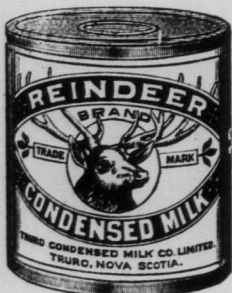
J. L. MATHIEU CO.,
Proprietors, **SHERBROOKE, P.Q.**

A LONG STORY IN FEW WORDS

Reliable



Preferable



Saleable



Profitable

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

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

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

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

For Prices and all Particulars apply to

KIT Coffee Ltd., Govan, GLASGOW.



The Man Behind the Counter

I BELIEVE I am known as a man who values, and secures in a very full measure, the friendship of the retail merchant and his clerks; and I am very proud of the fact.

But why is it? It is not easy to secure the friendship of thousands of men one has never seen; and I am not egotist enough to think that it is through any personality of mine.

It is, **FIRST**, the quality of Red Rose Tea that has helped make these friends. To men who sell it day in and day out, from year to year, it has become a standard of quality. They **know** it can be depended on. "Good Tea," **always good.**

SECOND.—They are treated as business men should be. Every enquiry has immediate attention—mistakes are corrected promptly. Reasonable favors are granted pleasantly.

THIRD.—My travellers are not mere order takers. They are men who gain the respect and confidence of their customers by their upright business methods.

If one of them calls on you I know you will corroborate my opinion—and if you are not doing business with him now, you feel that you will some day. When you do, I am sure we will be friends.

Why wait? Can't we commence business right now? Send me an order for a c/s of Red Rose and I think it will be soon followed by a repeat.

T. H. ESTABROOKS

ST. JOHN, N.B.

Toronto Office—3 Wellington St. East
GEO. H. CAMPBELL, Mgr.

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

ASK FOR SAMPLES

OF

250 ^{H/c} _{..of..} Condor XX Japan Tea ... coming in... at 18¹/₂c

There is nothing so good at the price in the whole Dominion.
Our constant efforts are towards giving you the best liquoring teas, and if we consider the large and increasing demand for our **CONDORS** they are appreciated.

GIVE US A TRIAL

In and coming in shortly:

- | | | | | |
|-----|---|-------|----|----------------------------------|
| 87 | H/c Condor Japan XXX | - - | at | 20c |
| 25 | Chests Assam Pekoe, "Deauston" | - | at | 18 ¹ / ₂ c |
| 48 | Chests Assam Pek., S. "Khadun" | - | at | 17 ¹ / ₂ c |
| 20 | H/c Choicest Ceylon Green Yg. Hyson,
fancy finished leaf | - - - | at | 21c |
| 107 | Cads Ping Suey Yg. Hyson Tea | - | at | 13 ¹ / ₂ c |
| 138 | H/c Moyune Yg. Hyson | - - - | at | 13 ¹ / ₂ c |
| 75 | H/c (55 lbs.) Ceylon Black Orange Pekoe,
small leaf, extra fine liquor | - | at | 22 ¹ / ₂ c |
| 50 | H/c Largest and finest Japan Fanning | | at | 11 ¹ / ₂ c |

IF YOU CONSIDER QUALITY

you should try our Condor Mustard—Our Condor Japan and Ceylon Black Teas, in lead packets—Our Old Crow Black Teas—Our Vinegars—Our Condor Coffee, 1 lb. fancy packets—Our Madam Huot's Coffee—Our Baking Powders, Old Crow and Condor.

All our coffees are selected for their high cup qualities; they are carefully blended and roasted by the most improved gas machines.

We turn out the most perfect coffees. JUST YOU TRY THEM

THE E. D. MARCEAU CO., Ltd., Montreal

The success gained by

TODHUNTER'S Select Pickling Spice

is due to a perfect combination of carefully selected spices. The result is an article which enjoys a reputation of 30 years' standing. It has the confidence of the trade and the favor of the public. See our travellers or send your orders to

TODHUNTER MITCHELL & Co.
TORONTO

VALENCIA RAISINS AND ALMONDS

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

F. W. ROWLEY

*Canadian Standard—
Quality Extra Fine—Valencias*

S. BODI

Finest Selected

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

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

How About Shelled Almonds?

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

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denia, Spain

Agents:

Wm. G. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.



Not Until Shirriff's Marmalade

was placed upon the Canadian market was it possible for any manufacturer to claim equality with the most celebrated English and Scotch brands. Canadians have in

SHIRRIFF'S MARMALADE

the most perfect and purest marmalade on the market. A trial order will make business for you.

THE IMPERIAL EXTRACT CO. 18-22 Church St.
TORONTO

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MATHEWSON'S
RED
VICEROY SALMON

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

There's a good deal in name when it's

"Rowat's Pickles"

This name stands for the best in the pickle line, price for price, imported into Canada.

ROWAT'S OLIVES

are a standard in Canada now.

For sale by grocery jobbers.

BEE BRAND JELLIES **6 for 25c.**

SNOWDON, FORBES & CO.

449 St. Paul St. MONTREAL

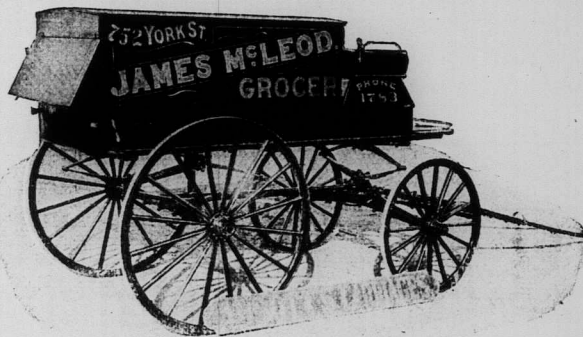
are the makers of **Bee Brand Jelly Powders**. If you are not selling **Bee Brand** communicate with this house to-day. Since **Bee Brand Jelly Powders** have been on the market sales have been enormous.

Profits are large. Share them!

Some of the Flavors attainable are:

RASPBERRY
PINEAPPLE
LEMON

STRAWBERRY
CHERRY
NUTTO



Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want a good, first-class, dependable waggon—that's the kind we build—a waggon that will advertise your business. We have interesting news for you.

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

Olives Olives Olives

WE HAVE A COMPLETE LINE

Manzanilla Queen Stuffed

ATTRACTIVE PRICES

**WARREN BROS. & CO. Limited
TORONTO**

Mr. Grocer! If you could take out a policy assuring commercial success wouldn't you do so? Most of Canada's successful grocery and provision merchants do the next best thing—they stock

Farmer Brand

Canned Fruits and Vegetables

because our process of canning assures the retention of all that is good, appetising and invigorating about ripe, juicy fruit and fresh vegetables. Besides, both soil and climate are especially adapted for securing the acme of perfection in fruits and vegetables, and

Farmer Brand Retains This Perfection.

Since the particular women of Canada are aware of these facts you certainly should stock Farmer Brand.

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

WE MANUFACTURE TOILET

SOAP

AT PRICES TO SUIT EVERYBODY

SAVONS FRANCAIS, C. Pagneulo, Manager. Office: 392 St. James St. Factory: 1653 Notre Dame St. E. Montreal

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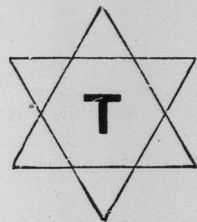
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W. F. Young, P.D.F.
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SPICES

We are making special prices on our

Beaver Brand Pure Spices

to close out the brand.

On account of the need we have to close these out quickly we are offering figures that cannot be duplicated on **PURE GOODS.**

Enquire of our travellers or wire or write us.

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



Seldom See

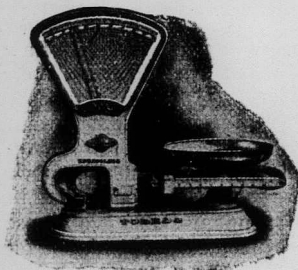
a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, delivered. Book B-C free. **ABSORBINE, JR.**, for mankind, \$1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

W. F. Young, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, Lyman Sons & Co., Montreal

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



Stop Calculating Mr. Grocer

Toledo Computing Scales

Will do it for you

They'll save you time, trouble and mental worry. They'll save money—more of it than you think. Let us tell you how.

The Toledo Computing Scale Co., Hamilton, Ont.



Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock.

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Government.

SATURDAY EARLY CLOSING

Kingston Minister Makes Pulpit Reference to it, and the News Takes Up the Question and Publishes the Views of Local Merchants.

The Kingston News has enterprisingly taken up the question of early closing of shops on Saturday nights and its published interviews with grocers will interest a great many merchants elsewhere, for conditions in this regard are pretty similar all over the country. Here are some of the views expressed:

"The question has many sides," said Ald. Elliott when approached by the News and asked his views on the subject of earlier Saturday closing. "I am not one of those," he went on, "who believe that the late hour to which shops are kept open on Saturday has any thing to do with church going. If one is inclined to attend church the fact that he or she was detained a little longer on Saturday evening will make no difference to them. I venture to say if it was not too much trouble to find out, that the majority of clerks and merchants do not retire any earlier on week nights than they do on Saturday night. In fact, from my observations the merchants and clerks retire earlier, or, at least, go home earlier than on week nights. Whereas if the stores were closed at nine o'clock on Saturday it would be hard to see some of the clerks in their pews Sunday morning. So much for that side of the question."

"What of its effect on those who go to church?"

"I am free to admit that it would impose an inconvenience on these, for the reason that all the stores are closed on five nights a week. Consequently, the working man would not have an opportunity to make his small purchases. For instance, the purchase of boots and shoes. Consult any of our shoe merchants and they will tell you that they do fifty per cent. more after six o'clock on Saturday night than they do on any two days during the week and fully seventy-five per cent. of these purchases are by people who have not an opportunity to purchase during the week."

"What percentage of the clerks are church-goers?" was asked.

"In one church that looms up prominently in my mind I find, by actual count, one-quarter of 1 per cent. are clerks."

"Then are we to seriously consider this aspect of the case as against the percentage mentioned above?"

"At a future date, if time will permit, I will give you a few suggestions which, in my opinion, might be to some extent a remedy for some of the causes."

Mr. Steacy Says "No."

Mr. Edward Steacy, of Steacy & Steacy, dry goods, was a dissenting voice. To the question, "Are you in favor of the early closing on Saturday night?" Mr. Steacy replied emphatically, "No. I am not. We close at six o'clock every evening and on Saturday

nights at ten sharp. This rule is rigidly enforced, and, I think, if every store in the city did likewise there would be fewer complaints. We have a large establishment, and take in enough money between eight and ten o'clock every Saturday night to pay seventy-five hands. You are at liberty to question the clerks if they are satisfied with their

EARLY SATURDAY CLOSING.

Kingston News.

The question of earlier closing of the shops on Saturday night, brought to the attention of the public by Rev. Dr. McTavish in a sermon last Sunday, is one worthy of consideration. The early closing on other evenings is now generally approved, and where late hours now prevail most are desirous of shortening the time. On Saturday evening, however, nearly all cling to the old system of open shop till the night is far advanced. Yet it may be found that there is no imperative need for doing business late on Saturday night than on any other evening. Some employers pay their hands on Friday, and with a little more effort this number might be increased. In which case, it is as easy to order goods on Friday evening or early Saturday, and have them delivered early in the day, as to place the orders on Saturday evening. Moreover, there are few families where they are living so much a hand-to-mouth existence that they are dependent on the present week's income for Sunday's food.

To close at, say eight o'clock on Saturday evening would enable the merchants and their employees to get home in time to acquire a night's rest, and be thus better prepared to spend Sunday as a day of worship and rest, instead of now, in many cases a day of rest mainly or entirely.

hours." This was done and unanimously they were perfectly satisfied.

Mr. F. G. Lockett Says "Yes."

"I am strongly in favor of the movement towards earlier closing of all stores on Saturday evening," was Mr. Lockett's (shoes) first statement. "It is simply a matter of education," he continued, "in a very short time it would be as popular as is the present daily early closing. If merchants are unanimous and honorably carry out any

agreement entered into in this direction, there is much to be gained by the movement and nothing to be lost. The consumption in every line of business would be as great. What is now purchased late Saturday evening would be purchased before then as on the following week. So that the yearly sales of each merchant would not suffer in the least. I do not forget that the mechanic and laboring man by the present five o'clock early closing is debarred from making any personal purchases during the first five days of the week, but if nine o'clock was decided upon as the closing hour for all business on Saturday evening, there would then be four good, long hours, which should be ample for all their requirements. A good deal could be said as to the moral advantages of such a movement, but I am looking now simply at the business side, and I say let us agree to nine o'clock closing on Saturday nights and thus keep in line with the spirit of the present times, which is strongly towards shorter hours for all labor."

Mr. Shaw Says Close Early.

Mr. Shaw, of Newman & Shaw, dry goods, said:

"Say that I am strongly in favor of it. It will benefit both merchants and employes. The groceries close at seven, though a few years ago the suggestion was pooh-poohed as impossible. Now it is universal and the nine o'clock movement could be just as well carried out. The majority of houses pay their clerks on Friday, which gives them ample time to get around before nine o'clock Saturday evening. If clerks stay in stores till nearly 12 o'clock you can not expect them to be at church Sunday morning. It is a habit more than anything else to shop late. We certainly would be glad to see early closing."

Redden & Co. Assent.

Both Mr. Redden and Mr. Dyde (grocers) were heartily in favor; indeed, both gentlemen said they would be glad to close as early as six o'clock on Saturdays. The only difficulty was the Saturday market. If it could be possible to have two good market days, say Tuesday and Friday, instead of three indifferent ones, this would do more toward the early closing than anything else.

George Mills in Sympathy.

Mr. George Mills (hats) was one of those in deepest sympathy with the scheme. "There is no necessity of late shopping," said Mr. Mills, "and if a by-law was passed requiring the merchants to obey to the letter, it would be a move in the right direction. But for one to close and two keep open, it would spoil the attempt. The strongest point is there must be unity from the beginning. Some of the stores keep open till twelve o'clock waiting for others to close. Let us all close at nine and both merchants and employees will be benefited."

"Say for me that I am heartily in favor of the early closing," said Mr.

Laidlaw (with the there will be enforced close at nine days, but holiday with pleasure for tion and would I al Household nights, it i kept in ti thoughtful ployees wo get aroun would he scheme."

"What ment in t said the seller), a ceremonio briskly to "Now," ; doing the questions by all mea of closing and five c ple can b and shop will be of

Jack liquors) i closing is whether i gests a gr hours, say for anoth o'clock. have beco early and tion of co evening. derson, " public car if they tl not put u striction. of early c

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Laidlaw (dry goods), "but it must be with the distinct understanding that there will be a by-law and one that will be enforced. I think every store should close at nine o'clock, not only on Saturdays, but on every night preceding a holiday which often spoils the day of pleasure following it. With one exception and that only on Christmas Eve, would I allow the stores to remain open. Householders do not shop on Saturday nights, it is mainly maids who have been kept in till after eight, but a little thoughtfulness on the part of their employees would give them ample time to get around earlier. Friday markets would help wonderfully with the scheme."

Mr. Uglow is for It.

"What do you think of the new movement in the matter of early closing?" said the News to Mr. Uglow (bookseller), as this gentleman was unceremoniously stopped when walking briskly to his business this morning. "Now," said Mr. Uglow, "you are doing the right thing in taking up local questions and this is a good one. Say, by all means, that I am strongly in favor of closing at nine o'clock on Saturdays and five o'clock every other day. People can be educated to consider others and shop early just as well as late. It will be of public benefit all right."

Jack Henderson (groceries and liquors) is of the opinion that the early closing is a good thing, but is in doubt whether it can be enforced. He suggests a gradual reformation of the late hours, say ten sharp for a month. 9.30 for another, or even two, and then 9 o'clock. By that time the people will have become used to getting around early and will not feel the extra exertion of coming down town earlier in the evening. "Education," said Mr. Henderson, "is a wonderful thing, and the public can be educated to early closing if they think it is for their good and not put upon them as a compulsory restriction. Yes, I am certainly in favor of early closing."

Early Closing All Right.

"The News is making the people wake up and find that there is a paper in Kingston alive to the people's interests," said Charles Livingston (tailor). "Early closing is all right, and I am decidedly in favor of the scheme; in fact, I would prefer it at eight o'clock instead of nine. Like every new movement, the citizens think at first ruin stares them in the face; at the first hint of change in an old-fashioned arrangement. Wake them up to new ideas; to getting out of ruts and the ways of their forefathers. Why, it is like barring up your windows twenty-five years ago. A man would not sleep at night if by chance he had left a shutter off his store window; now he would be ridiculed if he attempted it. All a matter of education. Never mind the opposition from the few. Keep ahead with the other big cities and close up early. Don't be afraid to push the matter and to write up other good local

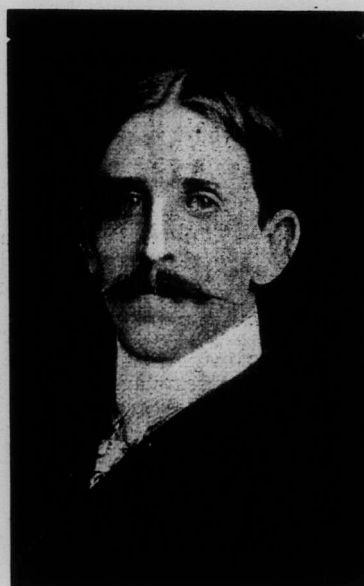
topics. That is what business men like to read about in the papers."

Mr. Waldron Favors Present.

Mr. Waldron, who is one of the oldest dry goods merchants in Kingston, was approached by the News this morning in regard to the early closing, and had this to say: "I think with closing at five for the two warmest months of the year and at 6 every night, with the exception of Saturdays, when the hour is ten, is fair treatment to both customers and clerks. The hours are strictly adhered to and we treat our employees with every consideration. There are no complaints about the hours from our clerks; they are satisfied with the present arrangement, and so am I."

A HUSTLING SALESMAN.

Winnipeg has a reputation as a city of hustlers, and the E. W. Gillett Co. may be relied upon to have as their representative in the Manitoba capital a



Geo. D. Sinclair, Winnipeg.

man who can hustle with the best. George D. Sinclair, who has been the Gillett representative in Winnipeg for two years, is well able to hold his own with the best salesman in the West, and has been responsible for an increase in their Winnipeg sales that must be a source of considerable satisfaction to his firm and to himself.

Mr. Sinclair understands the grocery business, having been brought up in it and having had long experience in positions of responsibility in first-class retail grocery stores. A big part of his success in selling goods to grocers is due to the fact that he understands the grocer's point of view, and is able to look at the business proposition from the standpoint of the retailer to whom he wishes to make a sale. He understands his customers and every salesman knows how important this knowledge is.

For a number of years Mr. Sinclair was manager of the grocery department

of Mills & McCartney, of Minnedosa, Manitoba, and when John I. Miles went to Stratheona, Mr. Sinclair went with him, retaining the charge of the grocery department. A little later he joined the staff of Whitelaw & Nairn, of Edmonton, from whom he won golden opinions. "George was the best clerk I ever had," Mr. Whitelaw said recently to a business acquaintance. Under Mr. Sinclair's management a first-class grocery business was developed in a store which had formerly been devoted entirely to flour and feed. The foundations were laid for one of the particularly successful grocery businesses of the West.

Three years ago Mr. Sinclair went East to Toronto, where he joined the selling staff of the E. W. Gillett Co. After a year's experience as city traveler in Toronto, Mr. Sinclair was sent West to take charge of the company's business in Winnipeg, and a big increase in the Winnipeg business has followed as a result.

Mr. Sinclair is known as one of the best window dressers in the trade and he has done a great deal to raise the standard of grocery window dressing in Winnipeg. He has shown many grocers that their windows give them an opportunity for cheap and effective advertising and has placed many an order for Gillett goods by dressing a window for a grocer and showing him that when properly displayed his goods will sell themselves.

C. A. CHOUILLOU RETURNED.

C. A. Chouillou, of C. A. Chouillou & Company, Montreal, has returned from a two months' trip to France, where he went on business and in connection with the meeting of the representatives of the Chambre de Commerce Francaise. The meeting was held in Bordeaux, France, and was attended by representatives of the various bodies, forming part of the Chambre de Commerce Francaise from all over the world. Much interesting business was put through, and the meeting was a great success. Mr. Chouillou was the organizer of the congress, and acted as representative of the Montreal section with Mr. Revol and Mr. des Etangs.

Mr. Chouillou stated that the walnut crop in France promised to be small, and supplies would likely be ten days to two weeks late in reaching this market. French prune crop appeared to be in bad condition owing to unfavorable weather.

BRIGHT OUTLOOK IN NOVA SCOTIA.

J. Frank Crowe, of Halifax, one of that city's important wholesale grocers, is in the city and called on The Grocer on Wednesday. Mr. Crowe is quite enthusiastic over trade prospects in Nova Scotia. The hay crop, he says, is exceedingly good, and the fruit crop, unlike that in Ontario, is well up to the average. Conditions as a whole, point to a good fall and winter trade, which is just beginning to open up.

GROCERY NEWS FROM
ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.
CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

MONTREAL.

One of the worst effects of keeping open late evening after evening is the gradual falling off in the number of good grocery clerks. Retailers about town are finding to their dismay that it is really difficult to secure a clerk who can be depended upon, a man who has a thorough knowledge of groceries. First-class men, clerks with ability, can secure employment in wholesale grocery houses, and in the offices of brokers and manufacturers, where they work less time for more money than they do in the average grocery store.

* * *

In many instances their inclinations lead them to a position behind the counter, rather than a place on a stool in a broker's office, or a job behind the shipping desk in a jobber's warehouse, but it is against the grain, contrary to human nature, to work fourteen hours a day for a stated weekly salary when the same weekly remuneration awaits effort put forth in a ten-hour day.

* * *

While they recognize the danger likely to result from the lack of good clerks the retail grocers are not doing anything to prevent it. In one way they cannot be blamed. It is not natural that one man should start closing early and his competitor remain open and capture his trade. Every good grocer must act if the situation is to be saved. All must unite in the early closing movement. Then clerks, men who are born first-rate salesmen behind the counter, will not be tempted to forsake the scales for the office stool. And it will be the better for the retail grocery business.

* * *

"Modern methods must be used in the grocery store these days," said a Bleury street grocer recently, "if a man wants to make money. Labor is too dear to keep on in the old rut. I have the latest labor saving devices for carrying on my business. Notice my meat cutter there; it saves a lot of time and easily pays its cost. We have not time to use the butcher knife. Anyway, the butcher knife does not do the work so satisfactorily."

* * *

It is the man who is best equipped to meet competition that secures the most and best business to-day. The day of

crude devices is gone, and modern methods must prevail if success is to be gained. It costs money to buy perpetual ledgers, install first-class refrigerators, put in up-to-date store fixtures, but it all comes back to the investor. Purchasers are not slow in recognizing a progressive grocer, and they would much rather patronize him than the old stay-in-the-rut, for they can be sure his goods are clean and fresh—he would not carry old stock. Then, when the word gets around, what a nice store Brown has, and what good service there is, people go for curiosity, and, as in old biblical times, "Those who come to scoff remained to pray," so those who come to look stay to buy.

* * *

"Yes, sir, you can just bet window displays have paid me," said a north end grocer the other day, "everytime. Of course, a good deal depends upon location. It happens that where I am now the public cannot conveniently see the window, I am so far back from the street, but a few years ago I had a stand on one of the busiest streets in the city, and week after week I dressed different windows and sold various groceries in large lots.

"I remember on one occasion I bought a job lot of preserves. I made a good price, and was able to sell them at a discount and still obtain a good profit. I dressed a window and advertised, and I tell you it was a caution the way they went. I had about one hundred and twenty-five dozen when I began selling, and every bottle just walked out, so great was the demand. This is only one instance; I could give you plenty more from memory. A good window will sell groceries every time, provided you have the goods to back up your display."

* * *

Insurance is a fine thing for a grocer and many do not realize it. Come to think of it, when a fellow loses his entire stock, he has to work mighty hard to get a new line of goods. Having insurance to cover half or two-thirds of your property, helps out wonderfully.

* * *

I know one grocer who was burned out last year, who did not suffer at all. He had wisely carried a policy and when the fire had run its course, he was little more than inconvenienced. To-day he

has a better store than when he was in the old premises.

* * *

John Currie, or "Jack," as he is better known to his friends, of Currie Bros., Bleury street, spent some days in Ottawa at the Dominion Rifle Association meet. Mr. Currie is an enthusiastic rifleman, and a bowler. He belongs to the 5th Royal Highlanders.

* * *

H. David, with Fraser, Viger & Co., who has been laid up with appendicitis, will be around again in two or three weeks. Mr. David is considered one of the best window dressers in the city.

* * *

There have been three additions to the staff of Fraser, Viger & Co., lately. Messrs. Davies, Kennedy and Watkins.

PETERBOROUGH.

For selling a print of butter, which was supposed to contain sixteen ounces, and only contained thirteen, a well-known local grocer was called to the police court one day last week. While there was no evidence to show that the grocer was guilty of fraud in any way. His Worship severely addressed the prisoner, and indirectly, all the grocers in the city. It appears that a woman purchased a print of butter from the grocer, believing it to be a pound. She suspected it was light and took it to another store, had it weighed, and found that it contained only 13 ounces. The merchant was not fined, but he had to put up with the disgrace of appearing in police court and also to take the reprimand of the police magistrate.

This case is the outcome of the police raid on the market two or three months ago, when the women selling butter were dragged into police court. A little later farmers selling bags of potatoes that were short in weight, were fined by the magistrate. As far as butter is concerned, farmers never buy printers, which are supposed to hold a pound. Probably the women are a little careless and do not always fill the print to an exact ounce. That is a matter for them to look after and they should be compelled to be more careful. Merchants buy butter from the farmers and buy the prints, believing them to be a full pound. As a matter of fact, many of the prints are not. Thus every merchant who handles dairy butter is likely to be selling underweight pound prints. The police could walk almost any day into any store and find a case for the police court. It is, therefore, very urgent for the grocers to be careful in buying butter from farmers, to see that they are getting full pounds, and then be just as careful that they sell it for full weight. A grocer has little idea what amount of money he loses by his appearance in police court for selling light weight or short measure. He could have no more injurious advertising.

Thursday pleasant in players. If the clerks mer. Durin afternoon l ing time Jas. R. grocer who he thorough not know l out it, unl which he c busy season again next all the groc er merchant

The word the prospec crop. The was except tomatoes c reasonable orable, and matoes we would help yield of fruit however, tl fully. The sun none to not ripening green ones very much l frost will c from all dis the grocers tomers to urging them

Farmers f scarcity of l The late sea weather, ar temperature big differenc of farm and short this greater. Ta chants and l to pay \$18 60c for the l are now pa oats.

James Co has returned where he wa tion with hi

The asset: fectioners, v cently to C. tion on Mon purchasing f lar. After so and costs ar be a divider the dollar f

Geo. A. C Thompson's about Sept. he has accep large grocer Codville-Geo C. Jeffrey. erty in Bler understood t

THE CANADIAN GROCER

Thursday of two weeks ago will be a pleasant memory to all clerks and employers. It was the last weekly holiday the clerks will enjoy until next summer. During the past season Thursday afternoon has been a decidedly interesting time to everyone in the stores. Jas. R. Bell, who was the only grocer who closed his store, stated that he thoroughly enjoyed the rest and did not know how he would get along without it, unless he took two weeks off, which he could not afford to do in the busy season. He will close his store again next summer, and it is hoped that all the grocers will join in with the other merchants.

The word among the merchants now is the prospect of a very small tomato crop. The outlook early in the season was exceptionally bright and the early tomatoes came in in quantities and at reasonable prices. The weather was favorable, and it was felt that at least tomatoes would be plentiful, and that would help to make up for the small yield of fruit. During the past few days, however, things have changed wonderfully. The weather has been cold and the sun none too bright. The tomatoes are not ripening, and in some cases the small green ones are dropping off. It looks very much like a great setback, and the frost will catch them too soon. Reports from all districts are the same and now the grocers who were advising their customers to wait for the late crop, are urging them to buy and take no chances.

Farmers from many districts report a scarcity of potatoes of the late varieties. The late season, lack of rain, and cool weather, are the causes. A change in temperature and weather would make a big difference. It seems that every kind of farm and garden produce has been cut short this year, while the demand is greater. Take hay and oats. The merchants and buyers are expecting to have to pay \$18 and \$20 for the former, and 60c for the latter. The cereal companies are now paying over 50c a bushel for oats.

James Connal, of P. Connal & Son, has returned home from Stony Lake, where he was spending a month's vacation with his family at their cottage.

CHATHAM.

The assets of MacKenzie Bros., confectioners, who made an assignment recently to C. J. Moore, were sold by auction on Monday, Barrister R. L. Brackin purchasing for clients at 45c on the dollar. After some \$196 of preferred claims and costs are paid, there will probably be a dividend of two or three mills on the dollar for the ordinary creditors.

Geo. A. Carnes, head clerk in E. G. Thompson's grocery, Blenheim, leaves about Sept. 22 for Calgary, Alta., where he has accepted the management of a large grocery, boot and shoe store for Colville-Georgeson Co.

C. Jeffrey, who has conducted a grocery in Blenheim for the past year, is understood to have practically closed a

deal whereby he sells out to Mr. Little, of London.

John McCorvie has installed a new electric coffee grinder in his grocery.

Last week Harry Keeley, the King-street butcher, had on exhibition what he claimed to be a record-breaker in the fatted calf line. The animal, raised in Raleigh township, was three months and three weeks old, and weighed over 250 pounds.

The C. W. & L. E. electric line is practically complete to Charing Cross. It is understood that the M.C.R., which was expected to raise objections to the crossing of its lines by the C.W. & L.E., has come to an understanding with the electric road, and that a further result of the understanding will be regular connections between the M.C.R. and Chatham, and the building of a fine new M. C.R. depot in the Maple City. The electric line will run their first business trip over the new extension on Sept. 15 or 16.

Farmers state that the scarcity of rain during the past few weeks has seriously injured the bean crop throughout the county. They declare that beans will be only half a crop as a result of the prolonged drought.

Bean prices advanced on Saturday to \$1.50 for handpicked, the grades ranging from \$1.30 to \$1.50.

One of Chatham's pioneer merchants passed away on Sunday evening at an advanced age, in the person of John Rice. Many years ago he came to Chatham, a poor farmer's boy, and, after working in various establishments, set up for himself as a grocer and general storekeeper. He retired from business quite a few years ago. Two children survive him.

STRATFORD.

John Baker, employed with Mr. Durkin, at Mitchell, during the past three years, has gone to Saginaw, Mich., there to enter a wholesale grocery. Mr. Baker was a clerk of good ability, and a general favorite with the customers.

The other day your representative ran across a retired grocery man, who said: "The tendency of the merchants to-day is to get away from the old methods of doing business, and to strike a more scientific system, a system wherein accounts are better kept, credit watched much closer, more intelligent salesmen employed, and trained advertising men engaged. In other words it has been found that the selling of goods can be reduced to an exact science in the retail trade. Old-fashioned storekeepers paid little attention to the cost of doing business, but they were economical men in their own lives and they also ran their stores on an economical basis.

The S. H. Knox Co. opened up a large 5, 10 and 15-cent store here last week; the Board of Trade is dickering with one or two outside manufacturing concerns, with a view to their locating

here, which all goes to show that the city of Stratford is going ahead.

HAMILTON.

September, the golden month, redolent of flowers and fruit, the glorious crowning of this beautiful summer—the month for the big, yellow, harvest apples, the luscious Crawford peach, the Green Gage plum, the cantaloupe—and last, but not least, the Canadian watermelon—which latter in this part of God's good country has a flavor that the southern melon knows not of—a firm delicious, satisfying meat that discounts the American every time. And right here I might say that all the products of this northern zone, in my opinion, excel those of our neighbors, not only in the products of the field, the orchard, the forest, the mine, but in human kind.

This month is the grocers' month in the city. More important than any other time in the year. With the holiday for Labor duly celebrated, comes the opening of the schools, the return of customers who have been away to the pleasure resorts, and the looking up of these people and the care to see that none of them have got away, is enough work for one or two people the beginning of the month. The proper way to greet them and the little helps that you can give them in settling back to the old life is peculiarly the work of the good grocers. It's the time when the dust and the flies cease to trouble, and everybody around the store can clean up, with the satisfaction of knowing that this time it may stay clean, at least a little longer than during the summer. The good clerk, he that loves the grocery business, not only for the weekly salary, but for the business in itself, now takes a fresh grip, and says to himself, that it begins to look towards Christmas and there is nothing like starting in time to have everything in ship-shape for the fall trade, so that the really good grocer and the really good clerk are plugging away for results, which are bound to come from united efforts wherever found. All grocers should make a hustle this month. Time is now on to look out for slow pay customers, and to win over the newcomer. Ontario is prosperous and nearly every town and village is being added to by the influx of new people. To the grocers who read this paper, I say, get after them. That's the start for your winter trade.

LONDON.

Grocery business is only fair, and brokers and wholesalers report very little change in prices. Teas of all kinds keep high, and sugars continue dull. Buyers are holding back on currants and raisins, expecting lower prices when the new crop fruit arrives. The first shipment leaves Patras about the 10th inst., but as the steamer takes on goods at Denia and other points, it will not likely reach Montreal before the middle or end of next month.

One of the largest poultry transactions on record in this province was completed on Saturday, when F. A. Faulds, of this city, sold to one dealer in New York 350 Black Minorcas, for an aggregate price of \$1,400. Mr. Faulds got \$8 apiece for his rosecomb pullets.

It would seem by this transaction that there is some money in poultry.

* * *

There is said to be every probability of an increase in the price of bread shortly, as an advance in flour is looked for. Local bakers declare they are now paying almost twice as much for flour as they paid a few years ago.

* * *

In compliance with the request of the Retail Grocers' Association, the market committee of the city council, has instructed the market clerk to proceed against all hucksters found violating the by-law. Six or seven of these people have been in the habit of cornering all the produce brought in by the farmers and selling it again on the market or peddling it from house to house. They are all non-residents and pay no taxes or license.

* * *

Martin O'Meara, who died on Saturday, was one of London's best known citizens. For a number of years he conducted the Grigg House, and thus came in contact with the traveling public of the entire continent. He was a widower, but leaves a grown-up family, one of whom is Mrs. E. J. Ryan, wife of the treasurer of the Retail Grocers' Association.

GUELPH.

Toronto fair and other special inducements by the railways knocked out the grocery trade in this city on Saturday, and, my! how pleasant we feel when even some of our best customers come in and leave an order and say, "Oh! I am going to take a trip to Toronto. I can't settle this week. I will see what I have left when I get back." The G. T.R. and C.P.R., don't sell tickets on tick, and I don't see why a grocer ought to stand for this kind of business. But you do it—we all do it, and will continue to do so, I expect, until we get a united front. Then, again, you see it done every day during the fruit season. A person picks out your choicest fruit and says, "Just send it up. I will call in again and pay you." You know what "again" means as well as the rest of us. The fruit dealers must have the cash from the grocer, and we should insist on getting the cash from our customers also. If we had in Guelph a good Grocers' Association, it would help us all and need not interfere at all with the Merchants' Association, which does some good work, but does not meet the requirements of the grocery trade exactly, as our own association would.

* * *

There were some surprised people on our market Saturday, who came to buy cheap tomatoes. The price was firm at from 35c to 40c by the load, and a few grocers, as well as other people, did not get any. One firm went so far as to advertise a slump in tomatoes, but the slump did not slump on Saturday. It must have went with the crowd to Toronto. Tuesday's fruit market showed some of the finest tomatoes of the season, and prices a good deal easier, from 25c to 35c a basket being paid. Plums and peaches are being picked up quickly, as quite a number of people did not get any small fruits put down.

The house numbering, that has to be done before the Government start the mail delivery, is being pushed along, and when we get our letters delivered, and the new permanent road, costing \$40,000, on Wyndham street, we will feel like bragging about our city. But at present the roads are really a disgrace to us. The contract for the road was signed this week, and to-day we have the report of the manager of the water-works that we have in the eleven springs at present being weired a capacity of two million five hundred thousand gallons of pure spring water every twenty-four hours, which will be a great help in relieving the anxiety of not only the commissioners, but a good many others.

* * *

The Guelph Co-operative Association got their meal store, alongside of their grocery and baking business, going last week, but they were summoned to appear in the police court for breaking a city by-law by selling too near the market. At the request of the president of the company, the case was adjourned for a week, but no restriction was placed upon the sale of meat in the meantime.

* * *

The prospects for a pleasant outing on the 12th September are getting brighter every day, and the G. & G. are going to run three trains from here on that day, all going within an hour, from 7.30 to 8.30. The general opinion is that the holiday will be observed, some of the largest merchants deciding to close, and the rest will likely fall in line. Come along and meet the people. It ought to bring a lot of new business our way.

* * *

Our Thursday half-holidays are done for this year and have been enjoyed immensely, but, after all, we had to work hard to get all the business done in half a day, and we won't be quite so busy on Thursday mornings now.

* * *

The Fels Naptha soap people are booming their soap here this week, sampling the city and dressing windows. It certainly helps the sales.

QUEBEC.

The grocery trade is fairly active for retailers and wholesalers, and a fine volume of business is being put through. However, the usual calm of the present month has evidently settled upon the trade. With berries coming in, the demand for sugar increases and will likely continue for some time. Prices are firmly held. Fruits are generally in good supply, the only notable change reported this week, is for Jamaica oranges, which are quoted \$8.50 per barrel. The first Duchess apples of the season have just made their appearance on the market. They are selling from \$3.25 to \$4.00 per barrel.

Maple sugar is in great demand. Large lots from Quebec are sent to the American market. Present prices to the trade are: 8c to 9c per pound, and syrup, 75c to 90c per gallon. The supply is not heavy, and, on account of the exceeding demand, still higher prices are expected.

* * *

The blueberry harvest in the Lake St. John region is now in full swing. The

crop is a heavy one and the figures may exceed the \$100,000 mark. Last year the total value of blueberries picked in this northern district amounted to \$90,000, which with the cheese and butter export trade, which annually amounts to over \$1,000,000, makes a very handsome revenue coming into this part of the province. The Quebec blueberries are sold from 50c to \$1.25 per box.

* * *

New potatoes are plentiful and of fine quality, the prices ranging about 60c per bag. Tomatoes show an advance of 10c, and are quoted 85c per box. It is reported that in the same part of the district vegetables have suffered from the heavy rains of July.

* * *

On account of the holiday on Labor Day, a great many of the wholesale groceries, flour, grain and provision establishments of our city were closed.

* * *

Crops from various sections of the district are satisfactory. It is expected that the average will be greater than last year. Pasturages are in excellent condition. In the Lake St. John region the hay crop is said to be very good.

* * *

There is a scarcity of fresh fish on the local market at present, and the supply is barely up to the demand. Prices are very firm.

* * *

The demand for butter and eggs is very good. The supplies coming forward are in small lots, and an advance in prices is expected this week by our local dealers. Prices are quite firm.

FORTIER & MONETTE REORGANIZED.

Letters patent have been granted Adelard Fortier, P. W. McLagan, C. W. Bowman, R. M. Ballantyne and F. Monette, Montreal, by which they will carry on business under the name of Fortier & Monette, Limited, as produce brokers, dealing in cheese, butter, eggs and other provisions and foodstuffs. They may also conduct, if they so desire, a cold storage and warehousing business. They are capitalized at \$250,000, made up of 25,000 shares of \$100 each. The new concern will take over the business at present run by Fortier & Monette.

NOTES.

The assets of Alfred Ricard, grocer, of Shawinigan Falls, have been sold.

Winfield & Logie, confectioners, of Quebec, have dissolved partnership.

J. E. Gwatchma, baker, of London, suffered a serious loss by fire this week.

On Tuesday the assets of C. Kirouach, general store, of L'Original, were sold.

The assets of MacKenzie Bros., confectioners, of Chatham, have been sold by auction.

The assets of Dufour & Dufour, who conducted a general store at St. Jerome, Que., have been sold.

Woodcock & Martin, of Norland, general store, have assigned to E. A. C. Clarkson, of Toronto.

Established

MACLEAN

JOHN BAYNE

Publishers of The Provinces of Saskatchewan, Manitoba, New Brunswick and abroad.

CANADA—

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TORONTO

WINNIPEG

VANCOUVER

ST. JOHN, N.

UNITED STATES

CHICAGO, I.

GREAT BRITAIN

LONDON

MANCHESTER

FRANCE—

PARIS

SWITZERLAND

ZURICH

Subscription, Great Britain,

Put

Cable Add:

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The new action of meats at the last went into effect September 3rd. should, if right the minds of confidence that have by past even house scandals any way connected managed to Canadian trade shown to have under conditions arouse the Europe and America impressed with also was imp exposure. Can were shown, singularly free anyone could t lution, however number of fo either unable c ate between t classing the S wholesales, and products no le former's. Can covered her r still a few dou

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN *President*

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 { Adscript, Canada.

A NATIONAL SLOGAN.

The new act, "Respecting the inspection of meats and canned foods," passed at the last session of Parliament, went into effect on Tuesday last, September 3rd. The regulations of this act should, if rigidly enforced, restore to the minds of foreign customers a confidence that has been somewhat shaken by past events. The recent packing-house scandals in Chicago, while not in any way connected with Canada, still managed to make themselves felt in Canadian trade. Because meats were shown to have been packed in Chicago under conditions so insanitary as to arouse the hostile criticism of all Europe and America, many people were impressed with the idea that Canada also was implicated in the subsequent exposure. Canadian houses, as a fact, were shown, on examination, to be singularly free from conditions to which anyone could take exception. This absolute, however, did not prevent a great number of foreign buyers, who were either unable or unwilling to discriminate between the two countries, from closing the States with the Dominion wholesales, and shunning the latter's products no less scrupulously than the former's. Canada has now almost recovered her reputation; but there are still a few doubting Thomases who have

not yet returned to the fold. It is to these that the new act will appeal with the greatest force.

It is gratifying to note that more attention is given to cleanliness than to any other of the regulations. It is provided that "All appliances must be kept clean and sanitary. All steps in the course of production shall be carried on carefully and with strict cleanliness, and under the supervision of an inspector. Rooms in which carcasses, parts or products thereof are prepared shall be frequently whitewashed or painted, and shall contain facilities for cleaning all equipment. Employes of the establishment engaged in handling foods must be free from tuberculosis or other communicable diseases, and must observe such general rules as to sanitation as may be deemed necessary by the inspector in charge.

"No carcasses or parts thereof entering into the production of food shall be allowed to come into contact with anything that will contaminate or deteriorate them. Coverings used by employes to protect their clothing or persons shall be of material easily cleaned. Dressing-rooms and lavatory accommodations shall be ample, sanitary and fully equipped, and shall be entirely apart from any room or compartment used for the production or storing of food. The yards and pens belonging to or used in connection with any establishment shall be maintained in a clean, comfortable and sanitary condition, and shall not be used for the fattening of swine or other animals, nor shall any offal or other refuse from the establishment be utilized for feeding purposes. Inspectors in charge of each establishment will suggest to the manager or owner any needed changes in the sanitary conditions, and will be required to report weekly to the Veterinary Inspector-General as to the general observance of this section. Inspectors are authorized to refuse inspection if sanitary conditions are not observed."

The regulations apply only to establishments doing an export or inter-provincial business, but as this includes practically every packing house and canning factory of any size in the Dominion, the act may be said to be all-embracing in character.

Every can or package exported under the new act must be stamped with the words, "Canada: approved." Let us hope that this will, in time, come to be recognized as the national slogan of Canadian commerce in all markets of the world, and that by virtue of the confidence engendered thereby, Canada will receive, as she deserves, the recognition conceded to quality wherever quality is found.

A SLUMP IN POULTRY.

The past week has seen a peculiar condition of affairs in the local poultry market, which, like a good many other changes in the current foodstuffs situation, is indirectly attributable to the exhibition. The worthy farmer seems to think that Torontonians feed their exhibition visitors on the fat of the land and, as a consequence, at this time every year he chops the heads off his spring chickens and ships them in by the hundred, expecting high prices and a pocketful of money, which, in turn, will help him to have a good time at the big fair. In reality, exhibition visitors, particularly in the restaurants and most of the hotels, have to put up with just what they can get, and, outside of the very best hostelrys, there is no great demand for poultry. These things became evident last week, and on Friday and Saturday spring chickens, which have only recently been scarce, almost glutted the market. On Saturday the supply was away above the demand and the price fell accordingly. The drop was two cents per pound straight on undressed chicks, and from two to four cents on the dressed variety. The situation was a little easier at the beginning of the week, but the previous condition of affairs is likely to occur again on Friday and Saturday. Ducks are plentiful and prices are going down. Turkeys, on the other hand, are as scarce as hen's teeth. "If I could get hold of half a car of turkeys," said a large dealer this week, "I could clear enough to pay my winter's coal bill." The cold storage stock is almost completely exhausted, and as the young birds will not have assumed their layers of plumpness sufficient to take their place on the market for a month or six weeks yet, the supply of turkeys is practically nil, and this condition will not be remedied for some time.

BE A BOOSTER.

Everybody likes the man who goes around with a smile on his face. Some way or other he seems to help you by his good humor. It's an old saying that happiness is contagious, and so is a smile. On the other hand the fellow that turns up at the wrong moment, and other times, with a long face and a tale of woe makes you feel that you have lost something. Therefore look pleasant. Be a booster. If something goes wrong do not tell all the world of your trouble, but quietly go about righting things, and never lose your smile.

People want to be amused, and they like to hear someone talk who always has a good word for somebody or something. Be a booster.

THE CANADIAN GROCER

Pure maple syrup, bulk, per lb.	0 06 1/2	0 07
Compound maple syrup, per lb.	0 04 1/2	0 05 1/2
Pure Townships sugar, per lb.	0 08	0 09

CANNED GOODS

MONTREAL—Latest reports would indicate that the corn and tomato pack would be in the neighborhood of fifty per cent. One factory has written the Montreal agent to this effect, and from what can be learned, it would appear that others will not be able to pack much more than this. Other canned vegetables are not being inquired for very extensively, and deliveries being made are not great. Salmon is scarce and high.

TORONTO—Retailers are not yet buying to any extent, but it will not be long now before everyone knows how they stand with regard to the tomato and corn packs. No serious shortage is looked for, but neither are low prices. The salmon pack being a total failure, practically speaking, retailers who are fortunate enough to have any salmon on hand will do well to think twice before parting with it except at a pretty stiff figure. They will find it difficult to replace it once it is gone.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle" and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.		Group No. 1	Group No. 2
Apples, standard, 3s.	1 07 1/2	1 05	
" preserved, 3s.	1 32 1/2	1 30	
" standard, gal.		2 95	
Blueberries—			
2s, standard.	0 95	0 92 1/2	
2s, preserved.	1 45	1 42 1/2	
Gals, standard.		4 50	
Cherries—			
2s, red, pitted.	2 27 1/2	2 25	
2s, " not pitted.	1 77 1/2	1 75	
Gals., red pitted.		8 90	
" " not pitted.		7 40	
2s, black, pitted.	2 27 1/2	2 25	
2s, " not pitted.	1 77 1/2	1 75	
2s, white, pitted.	2 42 1/2	2 40	
2s, " not pitted.	1 92 1/2	1 90	
Currants—			
Gals., red, solid pack.		7 65	
Gals., red, standard.		5 40	
2s, red preserved.	2 12 1/2	2 10	
2s, red, H.S.	1 92 1/2	1 90	
2s, black, H.S.	2 02 1/2	2 00	
2s, black, preserved.	2 25	2 22 1/2	
Gals., black, standard.		5 90	
Gals., " solid pack.		8 40	
Gooseberries—			
2s, H.S.	2 27 1/2	2 25	
2s, preserved.	2 50	2 47 1/2	
Gals., standard.		6 75	
Gals., solid pack.		8 75	
Lawtonberries—			
2s, H.S.	2 27 1/2	2 25	
2s, preserved.	2 52 1/2	2 50	
Gals., standard.	7 77 1/2	7 75	
Peaches—			
1 1/2s, yellow (flats).	1 72 1/2	1 70	
2s, yellow.		2 25	
2 1/2s, yellow.	2 65	2 62 1/2	
3s, yellow.		3 25	
3s, yellow (whole).	2 42 1/2	2 40	
2s, white.	1 77 1/2	1 75	
2 1/2s, white.	2 55	2 52 1/2	
3s, white.	2 75	2 72 1/2	
3s, pie.	1 32 1/2	1 30	
Gal., pie, peeled.	4 67 1/2	4 65	
Gal., pie, not peeled.	3 72 1/2	3 70	
Pears—			
2s, Flemish Beauty.	1 67 1/2	1 65	
2 1/2s, Flemish Beauty.	2 02 1/2	2 00	
3s, Flemish Beauty.	2 17 1/2	2 15	
2s, Bartlett.	1 82 1/2	1 80	
2 1/2s, Bartlett.	2 22 1/2	2 20	
3s, Bartlett.	2 37 1/2	2 35	
3s, pie, not peeled.	1 32 1/2	1 30	
Gal., pie, peeled.	4 02 1/2	4 00	
Gal., pie, not peeled.	3 42 1/2	3 40	
Pineapple—			
2s, sliced.	2 02 1/2	2 00	
2s, grated.	2 12 1/2	2 10	

2 1/2s, whole.	2 82 1/2	2 80
Florida 2s, sliced or grated.		2 60
Singapore, 1 1/2s, sliced.		1 50
2 1/2s, whole.		2 30
Plums, Damson—		
2s, light syrup.	1 20	1 17 1/2
3s, light syrup.	1 72 1/2	1 70
2s, heavy syrup.	1 35	1 32 1/2
2 1/2s, heavy syrup.	1 67 1/2	1 65
3s, heavy syrup.	1 97 1/2	1 95
Gal., standard.	3 37 1/2	3 35
Plums, Lombard—		
2s, light syrup.	1 25	1 22 1/2
3s, light syrup.	1 75	1 72 1/2
2s, heavy syrup.	1 40	1 37 1/2
2 1/2s, heavy syrup.	1 72 1/2	1 70
3s, heavy syrup.	1 97 1/2	1 95
Gal., standard.	3 57 1/2	3 55
Plums, greengage—		
2s, light syrup.	1 30	1 27 1/2
2s, heavy syrup.	1 45	1 42 1/2
2 1/2s, heavy syrup.	1 72 1/2	1 70
3s, heavy syrup.	2 00	1 97 1/2
Gal., standard.	3 87 1/2	3 85
Plums, egg—		
2s, heavy syrup.	1 72 1/2	1 70
2 1/2s, heavy syrup.	2 00	1 97 1/2
3s, heavy syrup.	2 32 1/2	2 30
Rhubarb—		
2s, preserved.	1 77 1/2	1 75
3s, " "	2 52 1/2	2 50
Gal., standard.	3 52 1/2	3 50
Raspberries, Red—		
2s, L. S. (Shafferberries).	2 12 1/2	2 10
2s, H. S.	2 21 1/2	2 25
2s, preserved.	2 52 1/2	2 50
Gals., standard.	7 77 1/2	7 75
" solid pack.	10 52 1/2	10 50
Raspberries, Black—		
2s, black, H. S.	2 27 1/2	2 25
2s, preserved.	2 52 1/2	2 50
Gals., standard.	7 77 1/2	7 75
" solid pack.	10 52 1/2	10 50
Strawberries—		
2s, heavy syrup.	2 27 1/2	2 25
2s, " preserved.	2 52 1/2	2 50
Gals., " standard.	7 77 1/2	7 75
Gals., " solid pack.	10 52 1/2	10 50

VEGETABLE

Asparagus—		
2 1/2s, tips, California.	3 77 1/2	3 75
2s, Canadian.	2 80	2 77 1/2
Beets—		
2s, sliced, sugar and blood red.		1 10
2s, whole, " "		1 00
3s, sliced, " "		1 35
3s, whole, " "		1 25
Beans—		
Fancy brands.	1 32 1/2	1 30
2s, golden wax.	0 92 1/2	0 90
3s, " "	1 37 1/2	1 35
Gals., " "	4 02 1/2	4 00
2s, refugee or valentine (green).	0 92 1/2	0 90
2s, crystal wax.	1 02 1/2	1 00
Red kidney, 2s.	1 07 1/2	1 05
Lima 2s.	1 32 1/2	1 30
Corn—		
2s.		0 92 1/2
Gal., on cob.		4 65
Carrots—		
2s.	0 97 1/2	0 95
3s.	1 07 1/2	1 05
Cabbage—		
3s.	0 92 1/2	0 90
Cauliflower—		
2s.	1 47 1/2	1 45
3s.	1 87 1/2	1 85
Parsnips—		
2s.	0 97 1/2	0 95
3s.	1 07 1/2	1 05
Peas—		
1s, extra fine sifted.	1 07 1/2	1 05
2s, standard.	0 92 1/2	0 90
2s, early June.	1 02 1/2	1 00
2s, sweet wrinkled.	1 07 1/2	1 05
2s extra fine sifted.	1 37 1/2	1 35
Gals., No. 4.	3 72 1/2	3 70
Pumpkins, 3s.	0 95	0 92 1/2
Gal.	3 02 1/2	3 00
Spinach—		
2s.	1 52 1/2	1 50
3s.	2 02 1/2	2 00
Gals.	5 17 1/2	5 15
Squash—		
3s.	1 20	1 17 1/2
Gal.	3 52 1/2	3 50
Tomatoes—		
2s.	1 00	0 97 1/2
3s, all kinds.	1 20	1 17 1/2
Gals., all kinds.	3 62 1/2	3 60

ONTARIO MARKETS.

POINTERS—

Plums—Easier.
Pears—More plentiful.
Sugar—Steady.
Slump in hides.

Toronto, Sept. 6, 1907.

Trade for the past week is reported good by the wholesalers, and with the stimulus given to most lines by the Exhibition, there are no complaints. New prices have been given out by the Sugars Limited, on maple goods, and these quotations show an advance of from 40c to 60c, according to size. New crop currants are expected in New York about the last week in September, and samples received show that the stock is of good quality. The sugar market continues very strong, locally, and there appears to be no prospect of the other refiners following the lead of the Acadia Company in lowering the basis of prices last week. The arrival of the plum crop has not so far stimulated consumption to any extent and it is doubtful if this fruit will show more than seventy per cent. of an average yield, some wholesalers considering even this estimate a liberal one.

Canned goods are going out well, and interest now centres around the tomato and corn packs. The only point on which everyone seems to be agreed is in not looking for low prices.

SUGAR—Nothing of special interest has developed since last week, but there is an indication of weakness to the market, the consumption of refined being greater, if anything, than last week. Early arrivals of the plum crop have not yet had any noticeable effect on the market, and, if present indications are to be taken as a criterion, the entire crop will not be sufficiently large to effect more than a temporary stimulation in the consumption. The general tone, however, is very strong, and there seems no likelihood of a similar action on the part of other refiners to that taken by the Acadia Company last week.

In the New York markets for raws a firmer tone has developed during the week, an advance of .03c having been made in spot quotations on sale at 3.92c for 96 degree test, Porto Rico Centrifugals. On this basis there is a firm undertone to the market, though according to Willett & Gray, reported transactions are not large.

The same firm, in reviewing the situation in raws, says:

"The strength of the position is due to the decrease in the visible supply, to the unfavorable reports of the new crops of Europe and Cuba, and to the action of the Permanent Commission of the Brussels convention accepting England's proposal and renewing the convention until Sept. 1, 1913.

"Receipts at the U. S. Atlantic ports for the week were 7,546 tons smaller than those of last week, and only 425 tons more than the requirements for melting. In Cuba, the stock at the prin-

George Fleming, of Penhold, has discontinued his general store business.

Walsh Bros., of Oxbow, Assa., suffered a serious loss by fire in their general store business during the week.

almonds applies equally to both early and late shipments.

Almonds, Tarragona, per lb.	0 15
Formigetta	0 13 1/2
shelled Valencias	0 32 1/2
Walnuts, Grenoble	0 12 1/2
Bordeaux	0 11 1/2
shelled	0 27 1/2
Filberts, per lb.	0 11

RICE AND TAPIOCA—Nothing has appeared on the horizon, so far, to relieve the tapioca famine. Prices are about unchanged, but firm.

Rice, stand. B.	0 03 1/2	0 03 1/2
Rangoon	0 03 1/2	0 03 1/2
Patna	0 05 1/2	0 05 1/2
Japan	0 06 1/2	0 06 1/2
Siam	0 05 1/2	0 06 1/2
Sec'd tapioca	0 08	0 08 1/2
Carolina rice	0 10	0 10
Tapioca, medium pearl	0 08	0 08

BEANS—In the opinion of some wholesalers, there is a slight tendency to lower prices in prime No. 1s. It is too early yet to get an accurate line on the crop prospects.

Beans, hand picked, per bush	1 75	1 80
prime N. 1.	1 60	1 65
Lima, per lb.	0 07	0 07

HIDES AND WOOL—Inspected hides are a cent lower for both ones and twos, country hides are 1c to 1 1/2c easier, and horse hides have dropped to \$3 straight. If there is to be any improvement in the hide market it will take place within the next two weeks. Opinions are divided as to whether there will be any improvement or not, some dealers expecting a return to former quotations almost immediately, and others looking for firm prices, but immediate advance.

Hides, inspected, cows and steers, No. 1	0 08
No. 2	0 07
Country hides, fat, per lb., cured	0 06 1/2
Calf skins, No. 1, city	0 12
No. 1, country	0 11
Lamb skins	0 50
Horse hides, No. 1	3 50
Rendered tallow, per lb.	0 05 1/2
Wool, super, per lb.	0 25
extra	0 25
Horse hair, per lb.	0 25
Wool, washed	0 12
washed	0 23
rejections	0 17

LONDON GROCERS' PICNIC.

Last of the Summer's Outings on Saturday Furnishes Fun in Abundance.

The last of the mid-week half-holidays of the London retail grocers was celebrated on Wednesday afternoon last by the biggest, most enjoyable and most successful outing of the season. The weather was ideal and the street railway took to the delightful park at Springbank, five miles down the river bank, nearly five thousand citizens, who witnessed the best programme of sports presented there this year. Many novel events were provided in the bill-of-fare, affording unlimited amusement to both speculators and contestants. There were certainly "parcels of fun" in the boxing contests in barrels, the manner in which they tumbled helplessly about after receiving the knock-out blow being a source of great merriment to all. W. Bustin, a young pugilist with a great future, was cleaning up on them all, until J. H. Boyd, who travels for Red Rose Tea, got in the way, and he demonstrated that he could travel some in other lines by knocking Mr. Bustin

out of his barrel amidst the frenzied cheering of his favorites, who were legion. As a grand finale to the boxing bouts a special three-round go was put on between Chancey Smith and Dick J. Woods, who, after some little squeezing, were forced into the barrels and with Ald. Gillean and Ed. Ryan as seconds respectively, the mill-work began. The fun was fast and furious for three rounds and Richard was getting the better of the argument when his second treacherously let go the barrel which he had been endeavoring to support, and Chancey, seeing his chance, sent home a straight jab to the solar plexus and over went Richard in a heap "down and out," and the championship belt was presented to the winner amidst the triumphant yells of his backers. Where the horde of youngsters who entered the melon-eating contest came from no one could tell, but there was a host of them, and whether they secured a prize or not all secured ample compensation by the enormous juicy slices of melon placed at their disposal. The event that perhaps attracted the greatest attention, and justly so, was the three-legged race arranged between Ed. Ryan and Mrs. Cartledge against Alf. Johnston and Mrs. Finch. Almost from start to finish it was a dead heat, and the judges had to give both teams a prize. Each lady is a 200 pounder—a fact that by no means detracted from the fun. The baseball match between the clerks and the bosses was fast and furious, in spots, and resulted in a tie, 11 to 11. It was called in the seventh inning for lunch. The batteries were as follows: Clerks—Bird and Hamilton; bosses—Ranahan and Abbott. Clem Garvey acted as umpire in a most satisfactory manner, and at no time allowed any brilliant plays to count. There were other races, a dozen and a half of them, and all contributed to the general enjoyment. The committee in charge were: President Harry Ranahan, First Vice-president Thomas Shaw, Second Vice-president W. T. Mullins, Treasurer Ed. Ryan and Secretary C. Hayes. Judges—J. H. Boyd, Clem Garvey, McK. Millman, Ald. Gillean, John Dillon and Mr. Baker, traveler for Sapolio. Grounds committee—Thos. Shaw, Alf. Johnston, J. Wilkey, Frank Paul, G. Leach and H. J. Granville.

LAKEFIELD GROCER MARRIED.

Percy Spence, an enterprising young grocer, of Lakefield, son of Samuel Spence, was married on Wednesday, August 28th, to Miss Victoria Nugent, daughter of Mrs. Nugent, of the same town. The ceremony was performed at the home of the bride's mother, Queen street, by the Rev. Hamilton Spence, of Tyrone, Ont., uncle of the bride, assisted by the Rev. J. Bedford, pastor of the Lakefield Methodist church. The happy couple left for a short honeymoon, to be spent in Toronto and other points, and on their return will reside in Lakefield, where Mr. Spence will have added inspiration toward the building up of a first-class grocery business.

ATTRACTIVE PACKAGE.

Goods for British Markets Should Have Neat Appearance.

Consul Albert Halstead, of Birmingham, reports that in the British market care in packing, attention to making products appear well, and, in general, everything calculated to attract the eye are of the greatest usefulness in promoting sales. The importance of this has been brought more clearly to his attention by an article in a British publication, from which he quotes the following:

"The successful sale here of numerous continental articles of food is due almost entirely to the neatness of the container. Such things as fruit, eggs, and vegetables, which come to us from the Continent, are neatly inclosed in boxes, and have apparently been washed before being packed. An edging of tinted or face paper occasionally serves to make the produce more tempting to the purchaser. Home-grown produce is not, as a rule, so attractively displayed and, in consequence, does not always command the sale. As a guide to the American sending goods to this market, the following incident will be of interest, because it shows something of the spirit of the purchaser with reference to the way goods are offered for sale: A farmer noticed customers in the grocer's shop picking over the celery to find the best-looking bunches, and it occurred to him to take more pains with his celery and see if it would bring a better price. He bought some pink tape and tied the celery with it in neat bunches, and found that it sold quickly and brought more money, while the same kind of celery without the tape sold slowly and brought less.

"After that he marketed all his produce in the most attractive manner, putting labels on his fruit baskets with the name of the variety, wiping his apples, selecting and labeling his tomatoes, always treating his fruit and vegetables as if they were worthy of distinction. The fame of his produce grew, he enlarged his business and became a wealthy man, all because of the pink tape on the celery.

"The bottles, labels, and other items connected with the packing of American proprietary medicines are much admired here, and the chemist readily concedes the fact that such matters are potent in assisting him to make sales. In considering this country as a market for American goods which reach the purchaser through retail shops and stores, I would advise the manufacturer to bear in mind the fact that the package forms an important detail in display either in windows or on the retailers' shelves."

There is a lesson in this for Canadian manufacturers.

F. F. Adams, one of Cardinal's leading grocers, called at The Grocer office on Tuesday.

GROCERY AND TRADE
NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

BUTTER—Produce houses are paying 18c per lb. for No. 1 dairy, and 16c for No. 2, delivered in Winnipeg. Creamery is selling to the retail trade at 24c per lb. for 1-lb. bricks.

CHEESE—Ontario cheese is selling at 13c per lb., and Manitoba at 12½c.

EGGS—Produce houses are paying 17c per dozen for eggs delivered in Winnipeg, and subject to candling.

Cured Meats.

Quoted as follows:

Hams, selected, mild cure, 10 to 14 lb., 100 lb. crates	17½
Bacon, selected, mild cure, 5 to 7 lb., 100 lb. crates	21
Backs, selected, mild cure, 8 to 10 lb., crates	18

Sugar Cured.

Prices for 100 lb. sacks; add ¼ for 200 lb. boxes; ¼ for 100 lb. boxes; ½ for 50 lb. boxes.

Hams, light, 10 to 14 average	17¼
Hams, medium, 14 to 16 average ..	16¾
Hams, heavy, 25 to 30 average	16
Hams, skinned, 20-25 average	17
Picnic Hams, 6 to 10 average	13
Shoulders, 10-14 average	13¼
Breakfast Bacon, clear, bellies, 8 to 10 lb.	18¼
Breakfast Bacon, clear, bellies, 10 to 12 lb.	17½
Breakfast Bacon, wide 14-16, or strips 6-8 lb.	17
Clear backs, bacon, 8 to 10 lb.	17½
Clear backs, bacon, 12 to 16 lb.	17
Spiced rolls, long	16½
Spiced rolls, short	14½
Dried beef hams, sets	16
English cured bacon, bellies, 14 to 18 average	17
Smoked beef tongues, choice	18
Smoked hams, boned and rolled, 3 cents per lb. additional.	

Dry Salt Meats.

Prices for 200 lb. sacks; add ¼ for 200 lb. boxes; ¼ for 100 lb. boxes.

Unsmoked. Smoked.

Long clear sides, 50 to 75 lb.	12	13½
Short clear sides, 45 to 60 lb.	12½	14
Extra short clear, 35 to 50 lb.	12½	14
Boneless backs	13	14½
Clear bellies, 20 to 25 lbs.	13½	15
Clear fat backs, 12 to 14 lbs.	11½	12¾
Square shoulders, 14 to 16 lbs.	11½	13

Barreled Pork and Beef.

	Brls.	Hf. Brls.
Mess pork	\$25.00	\$13.00
Short cut mess, standard	26.00	14.00
Pig pork, boneless, bris-		
kett	23.00	12.50
Setkirk bean pork, clear	21.00	11.50
New mess beef	12.00	7.00
New plate beef	11.00	6.50

Byron Cutler, grocer, of St. Thomas, has sold his business to Cutler Bros.

Johnson & Baulus, general store, of Lethbridge, Assa., are succeeded by Baulus & Co.

St. John, N.B., Sept. 2.

During the past week flour has shown some activity, Manitoba patents having gone up ten cents a barrel. Dealers are expecting Ontario to follow suit at any time. Quotations now are: Manitoba, high grade, \$5.85 to \$5.95; Ontario, medium patent, \$4.90 to \$5; Ontario, high grade, \$5.05 to \$5.15.

Sugars are steady, present prices being: Standard granulated \$4.50 to \$4.60; Austrian granulated, \$4.30 to \$4.40; bright yellow, \$4.30 to \$4.40, and No. 1 yellow, \$4 to \$4.10.

All kinds of fruits, both green and dried, continue very high.

In the produce line, butter and eggs are reported scarce, and are held for slightly increased prices. Potatoes and all kinds of vegetables are down in price and are coming in freely.

The first lot of Nova Scotia apples brought here this season arrived on the schooner Maudie, of Port Lorne, a few days ago. There were fifteen or twenty barrels of fair quality. The Maudie also brought the first apples of the season last year.

* * *

St. John is thronged with visitors today, who are here to attend the big firemen's tournament. Merchants in all lines of trade are expecting to reap a harvest to-morrow from the out-of-town buyers, who have taken advantage of the cheap railway and steamship rates.

The retail dealers report that business is showing some improvement since the schools re-opened, and families are returning from their suburban residences.

Judging from the progress already made in the construction work of the new cold storage plant on Main street, the building will be in readiness for business early in October. Definite arrangements have not yet been made about the three stores that will be provided on the Main street side of the structure, but it is probable that one will be used for vegetables and fruits, another for meats and the third for dairy products.

Good progress is being made with the wharf building operations on the west side, and there is now no doubt that there will be at least one more berth and warehouse than there was last season for the handling of the immense import and export business that is expected.

GRECIAN CURRANT CROP.

A Summary of the Situation and a Forecast.

In view of the present situation in currants the following remarks by vice-consul H. J. Woodley, of Patras, are of considerable interest:

"The regular development of the currant crop so essentially depends upon a sequence of favorable climatic conditions that a survey of the weather during the past six months and its effect upon the currant plantations forms the only reliable basis for forecasting the size of the forthcoming crop.

"The winter of 1906 proved one of the most severe experienced during the last forty years. An abnormal quantity of snow covered not only the higher slopes of the mountains, but also extended down to the lowlands around the coasts, which contain most of the currant plantations. The rainfall during the months of February, March and April was almost incessant. The heavy rains and melting snows resulted in the flooding of many low-lying districts, and cultivating operations were generally retarded in consequence.

"During May and June the weather continued favorable for the regular development of the currant crop, which, according to the most reliable information obtainable at present, is estimated at about 155,000 tons. On the whole, the severe winter appears to have been beneficial to the currant plantations, and the extreme cold is generally believed to have prevented the appearance of the "peronosporos." This disease, which is a species of white blight, is usually most destructive in seasons during which heavy rains alternate with hot weather, and develops most rapidly in the moist heat generated.

"It should be borne in mind that at this period all estimates regarding the new crop are premature and necessarily subject to modification by adverse climatic influences before the crop is finally secured.

No Old Crop Available for Export.

"The general course of the local currant market during the past six months has been remarkably steady, and in consequence of the comparatively small crop shippers have shown no inclination to operate except at full market value. Prices which at the beginning of the season opened at about 15s. 6d. (shilling=24½ cents; penny=2 cents) per hundredweight for provincial fruit, rapidly advanced to about 23s. per hundred weight cost and freight New York.

"In spite of the higher prices ruling, the demand has been greater than in previous seasons, and shipments to the United States up to June 30 totaled about 14,700 tons, against 13,700 up to the same period in 1906. Practically no old crop fruit is now available for shipment, except that held by the Privileged Company, and this fruit can only be exported at the fixed minimum price of 200 drachmas (5½ drachmas=\$1) per 1,000 Venetian pounds, which is equal to about 21s. 9d. per hundredweight packed in barrels and cost and freight New York."

**EXERCISE CARE IN EXTENDING
CREDIT TO NEW CUSTOMERS**

F. T. Longley, secretary of the Little Rock Retail Grocers' Association, in the course of some remarks on the best methods of extending credit to new customers, said:

"Beyond a doubt the most important item in all that goes to make a successful credit business is that of handling book accounts.

"No other feature of the business is so necessary if success is to be achieved, and certainly no other one thing is so often neglected.

"A man may have sufficient capital for the volume of business he is doing, may be a good buyer, confining his stock to good selling lines bought at right prices, may be able to establish and maintain a proper ratio between his gross sales and his expenses, may get prices that should leave a fair margin of profit after allowing for expenses and a reasonable percentage for bad accounts, and yet if he does not adopt and follow a definite and correct system in handling his book accounts he is bound to fall short of success and is almost certain to eventually wind up in failure. To this end he should begin by getting the name and address of every applicant for credit, whether married or single, where employed, in what capacity and at what wages, names of persons or firms with whom he has traded on credit, or good references in case he has never run an account, as might be the case of a young man leaving the parental roof.

"With all these precautions," adds

Mr. Longley, "losses are bound to occur."

TRAVELERS' HOLIDAYS.

By a Salesman.

Another short week or two will see the close of the summer holiday season, and the last of vacation days for the army of salesmen all over Canada. Instead of being able to look forward to the fishing trips, boat excursions, camp life and summer resorts, all this will soon be a thing of the past for another year.

A good many firms neglect the vacations of their salesmen. Does this pay? If one contrasts the jaded, lack-adaisical manner of those who go vacationless from year to year with the refreshed vigor and animated enthusiasm of the men who have enjoyed a brief holiday, one cannot help but think the question fully answered. The most progressive business houses to-day are those who look carefully after the vacation season of their men, help them plan for it in some cases, but under no circumstances allow them to miss it.

The holding of summer conventions inaugurated several years ago by our enterprising neighbors across the border and now being followed by some of our most progressive firms, cannot be too

highly spoken of. These conventions not only allow a relaxation from business, which is in itself refreshing, but affords an exchange of ideas, an insight into the working methods of the "other fellow" that stimulates each attendant towards better results on his own part.

Another thing that should not be overlooked in mentioning the advantages of holidays for the traveling man is the opportunity they give him of visiting his family for more than two days at a time.

H. CONSTANT

First and sole maker in Canada
of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BUSINESS CHANCES.

FIRM in Montreal is willing to communicate with packers of gallon apples in large quantities, with reference to buying for export. State full particulars. Highest references. Apply A. W., care of The Canadian Grocer, Montreal. [36]

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

FOR SALE.

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

Cans! Cans! Cans!

Whatever you require in cans we are able to supply.

Fruit, Vegetable, Meat, Syrup, Baking Powder, Coffee, Spice

and an infinite variety of cans for other uses. We are making millions for packers in every part of the Dominion. Cans made by expert workmen, from the best material obtainable. We guarantee satisfaction—our reputation stands behind every can that leaves our factory.

Order at once, before we are booked up for the Fall.

GALLON APPLE CANS

We are still open to book a few orders if you are not fully supplied, provided you order at once.

**ACME CAN WORKS
MONTREAL**

"I've Now More Than I Can Read"

¶ Yes, Mr. Business Man, we are well aware you have not time to read all the publications that come your way each month.

¶ But do you really devote the time you should to reading? Do you get the timely and instructive articles which a man in your business should read in order to be up to date?

¶ Isn't a great part of your time spent in ransacking the various publications in search of these articles? Think of the advantage of having them selected for you each month. How much more profitable your time devoted to reading would be. This is exactly what

THE BUSY MAN'S MAGAZINE

will do for you.

¶ It will select the timely, interesting, and entertaining articles from the CURRENT issues of the world's magazines and periodicals.

¶ Each issue will contain the Cream, the Choicest, and the Best appearing in the magazines of the month.
Write for a sample copy TO-DAY.

**The Busy Man's Magazine
TORONTO**

AS REGARDS TEA SALES

Let us help you. We can do it.

Every grocer is in business for profit, and tea sales are the important feature of his business.

To buy bad tea or to buy tea badly is equally disastrous to his trade. He must sell the right tea at the right price right along if he would hold and increase trade.

Now, that is just where we come in. We are tea experts exclusively. We make every feature of tea our study. Our customers get the advantage of all our knowledge and experience. We have now arriving some very choice new teas, and would be pleased to send you samples.

Remember! It is quality which wins out and only quality. If it is quality you need, we can help you. If it's "package" tea you want, our "Melagama" is the one tea of quality and uniformity and shows good profit. Write us.

MINTO BROS., - - TORONTO
OF MELAGAMA TEA FAME

A SPECIAL OFFER

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

Gold Standard

BAKING POWDER

as well as our other products.

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

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

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

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

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

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

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

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality
of our
Mild Cured Hams
Boneless Breakfast Bacon
Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

FRESH PORK SAUSAGE

With the coming of September comes the opening of the season for Fresh Pork Sausage. Anticipate the desire of your customer and have a stock of delicious, toothsome Sausage on your counter. We shall be glad to book your daily or weekly order for them.

F. W. FEARMAN CO.
HAMILTON Limited

A Tasty Breakfast

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



CORONA BACON

It will satisfy the most particular.

At other times get her to try

CORONA HAM

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

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

Bring Customers Back

That's the only way to build up business. Our goods will be a mighty weighty factor in helping you do this, our

Bacon
Ham and Eggs
Cheese
Butter
Sausage
Bologna
Lard

Reach the top in purity and wholesomeness. That's why!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Cheese quotations are generally high for the week 11½c. was a fair figure to have been talked, would consider

At the end of a sharp advance in manipulation. The advance is a record day are higher than ago. Some holders for Quebecs. but tarios sell as low as 12½; town prices difficult to-day to meet the id

English houses followed the advance at a little above last week, but a falling off in price is confined almost entirely to mand, dealers in this district are reasonable dis

In the Old West not changed a steady. There is talk of a bull market, but not to be blinded by which indicate

Receipts of flour to 81,388 boxes previous week, pending week May 1 amounting against 1,475, period last year

This week's advance of ½c. in trade is dull, and is concerned.

Buyers simply

Receipts of flour have been light 20,000. Farm prices loosen up on account of the yield. Prices of flour are now low. country market has declined. There is no immediate improvement in receipts of flour, which was of last week's reduction. A fall has also been above

Though prices next week, they will be lower, very pessimistic guard to the future

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese quotations to-day are surprisingly high for a normal season. Last week 11½c. was thought to be a very fair figure to mention when high prices were talked, but this week no seller would consider that price.

At the end of the week there was a sharp advance, due, some believe, to manipulation. No matter the cause, the advance is a reality, and quotations to-day are higher than they were a week ago. Some houses quote as low as 11½c for Quebecs, but more quote 12½c. Ontarios sell as high as 12½c, and as low as 12½; townships around 12c. It is difficult to-day to give quotations likely to meet the ideas of everybody.

English houses have not by any means followed the advance. They were buying a little at the prices which ruled last week, but after the jump there was a falling off in demand. Trade to-day is confined almost entirely to local demand, dealers filling small orders for this district and outside points within a reasonable distance.

In the Old Country the market has not changed a great deal, being about steady. There continues more or less talk of a bullish nature regarding the make, but neither buyers nor sellers are to be blinded to the true conditions, which indicate an average English make.

Receipts of cheese last week amounted to 81,388 boxes, against 79,521 boxes previous week, and 91,885 boxes corresponding week 1906. Total receipts since May 1 amount to 1,343,531 boxes, against 1,475,590 boxes for the same period last year.

This week butter prices show an advance of ½c. At prevailing figures trade is dull, as far as the Old Country is concerned.

Buyers simply will not pay the prices

demand on this side. They are in a position to secure butter of equal quality from other sources, and the prices are much more interesting to them.

The make this year is not large. Feed has been very high all winter, and farmers have not been able to feed their cattle as they should be fed to yield the quantity of milk required. The weather has been dry also, and pastures have not been in as good condition as might be wished, so that all things considered, it is not surprising to find the make below last year. As has been stated before, there are not so many factories running butter this year, as in 1906. So many have been attracted to cheese by the high prices that butter has suffered. The quality of the butter has not deteriorated, dealers finding it first-class. No complaints worthy of mention have been received this year, which must be considered a good sign.

Prices range from 21c to 22½c, according to quality. Townships is quoted 22½c to 22½c, with Quebec around 22c and Ontario 21c to 21½c. There is very little of the latter obtainable. Consumption in the West is such as to take nearly all there is arriving in Ontario. Dairy is scarce, and prices run all the way from 18½c to 19½c.

Receipts last week were 15,685 packages, against 14,780 packages previous week, and 20,806 packages corresponding week last year. Total receipts since May 1 amount to 281,274 packages, against 432,420 packages for the same period 1906.

Dealers do not expect any orders from the other side as long as present prices rule. They are altogether too high to meet the ideas of Old Country buyers, and until they decline, it is not likely that there will be any sales of any size to the other side. Local dealers are not worrying much, however, as they firmly believe that Canada can consume all the butter produced in the Dominion. Stocks are not accumulating here, which would serve to carry out this statement.

THE PROVISION SITUATION

Receipts of hogs for the past week have been light, running about 19,000 to 20,000. Farmers are not anxious to loosen up on their stock yet, a while owing to the very weak tone of the market. Prices declined again last week, and are now quoted at \$5.90 to \$6.10 f.o.b. country points. The Old Country market has declined about 6s., and there is no immediate prospect of any improvement in the situation. The heavy receipts of bacon from Denmark and Ireland, which were the determining causes of last week's decline, continue without reduction. American shipments have also been above normal.

Though prices are not yet fixed for next week, there is no doubt that they will be lower, and most houses are in a very pessimistic frame of mind with regard to the future. Buyers in England

are naturally pursuing a waiting policy, and there seems no reason to doubt that their obvious expectations of a lower market will be realized.

The domestic situation is somewhat improved, and Canadian cuts are moving out more freely. But packers are not yet looking for live hogs in any quantity.

The Journal of Commerce, reviewing the week, says:

"There have been no important developments, activity or change in prices of hog products the past week. There was a tendency to put up options early in the week with corn on poorer prospects of new crop. But after mid-week, when profit-taking sent corn off, products sympathized. It has been impossible to get full returns of receipts, as the telegraph strike still prevents it;

but receipts at the east have been light and hogs higher, while at the west they were lower on larger receipts near the close. There was a little more cash demand for products early this week, but it was at some shading of prices in lard and city bellies, though hams west were held up by packers with the speculative staples. But there has been no activity except in switching September stuff to later months and the high carrying charges as in grain have had a bearish influence. Packers have not appeared to be doing much, except to widen the carrying charge, and this has depressed the September option and steadied up the later ones somewhat. But there has been little to entitle these markets to be called more than a side show to grain, and a pocket one at that."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Provisions are quiet this week. With the coming of cooler weather demand for smoked meats is falling off. Lard will soon be selling freely, the fall and holiday trade requiring extra supplies. Canadian short cut mess pork has been advanced 50c.

Lard, pure, tierces	0 11½	0 11½
" " 56-lb. tubs	0 11½	0 12
" " 20-lb. pails, wood	0 10	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 11½	0 12
" " 5-lb.	0 1	0 12½
" " 3-lb.	0 12	0 12½
Lard, compound, tierces, per lb.	0 10	0 11
" " tubs	0 11½	0 11½
" " 20-lb. pails, wood	0 10	0 10½
" " 20-lb. pails, tin	0 10	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11½
" " 5-lb.	0 10	0 12
" " 3-lb.	0 10½	0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	21 00	23 75
American fat back	23 00	23 50
Breakfast bacon, per lb.	0 13½	0 16
Hams	0 12½	0 16
Extra plate beef, per bbl. various sizes	9 00	23 00

BUTTER—Trade in creamery butter is good, at better prices than ruled last week. Nothing worth while is being done in an export way, the business mentioned being entirely local. Dairy is extremely scarce and higher prices rule in consequence of the shortage.

Creamery, choice, boxes	0 22½	0 23
" " pound prints	0 23½	0 23½
Dairy, tubs	0 18	0 21

CHEESE—Local trade in cheese is very satisfactory, considering the high prices that rule, but export business is very slack, English buyers not being willing to pay the figures demanded here. Prices are firmer.

Cheese, old	0 14	0 16
" " new large	0 12	0 12½
" " twins	0 12	0 12½

EGGS—Eggs are active this week at advanced prices. Selects bring anywhere from 22c to 24c, although the latter is an extreme figure. Good No. 1 are worth 18c to 20c, and in good demand at these figures.

HONEY—It is a little early for good trade in honey, and prices given below are nominal, rather than actual sales quotations.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 07	0 07
Clover, strained, bulk	0 04	0 09

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

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

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

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

ORDER NOW
Butter
Tubs
Boxes and Paper
 Best Goods, Prompt Shipment
 Prices Right

WALTER WOODS & CO.
 Hamilton and Winnipeg

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

TORONTO.

PROVISIONS—Business continues to be active, with the market somewhat stronger, though prices generally hold about the same as a week ago. The approach of the closing of navigation, which forces Western shipments to a considerable extent, and the opening of the lumber camp trade, is causing a briskness in several lines.

In fresh meats, lamb is lower, under heavy supplies. Beef has also dropped a point or two, and, on account of the heavy shipments in hogs, the prices are a little easier.

Long clear bacon, per lb.	0 10	0 11
Smoked breakfast bacon, per lb.	0 15	0 16
Roll bacon, per lb.	0 11	0 11
Small hams, per lb.	0 15	0 15
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 13	0 14
Shoulder hams, per lb.	0 10	0 11
Backs, plain, per lb.	0 16	0 17
" pea meal.	0 17	0 17
Heavy mess pork, per bbl.	19 50	20 00
Short out, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 11	0 12
" pails	0 12	0 12
" compounds, per lb.	0 10	0 10
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	0 08	0 10
" front quarters	5 50	6 00
" choice carcasses	7 50	8 00
" common	5 00	6 00
Mutton	0 08	0 10
Lamb	0 10	0 11
Hogs, street lots	8 75	9 00
Veal	0 08	0 09

BUTTER—Butter is still rising, and this week's market is a cent or two above last week's quotations. The demand occasioned by the rush of Exhibition visitors is to some extent responsible for this, but the supply all round is so short, that prices are bound to be very stiff.

	Per lb.	
Creamery prints	0 24	0 27
Creamery solids	0 22	0 23
Dairy prints, choice	0 22	0 25
" ordinary	0 18	0 19
" tubs, choice	0 20	0 22
" tubs, ordinary	0 17	0 18
Baker's butter	0 17	0 17

EGGS—Receipts are decidedly free this week, though the demand is such that the price has appreciated a little. Canded now stand at 20 cents, with better lines, of course, graded higher.

Eggs, canded	0 20
--------------	------

CHEESE—The market is somewhat stronger than last week, with prices correspondingly in advance.

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

HONEY—The market continues firm. Buckwheat, in particular, is very scarce and has gone up a cent.

Honey, strained, 60 lb tins	0 11
" 10 lb tins	0 12
" 5 lb tins	0 12
" in the comb, per doz	2 00
Buckwheat honey, per lb.	0 6
" in comb, per doz	1 25

POULTRY—Spring chickens came in in abundance at the end of the week, in

fact, the supply was ahead of the demand, and, as a result, the price dropped from 2 to 4 cents per pound. The situation was relieved a little at the beginning of the week, but shipments will probably be large to-morrow and Saturday.

Live Weight.	
Spring chickens, per lb.	0 10 0 11
Old fowl	0 09
Ducks	0 10
Dressed weight.	
Spring chickens, per lb.	0 14
Old fowl	0 10 0 11
Ducks	12 0 0 14
Tom Turkeys	0 18
Hen	0 18

SHOULD EXTEND TRAP SEASON.

Fishermen Make Representation to Minister of Marine and Fisheries.

Victoria, Sept. 4.—Representations have been made to the acting Minister of Marine and Fisheries, of British Columbia, requesting that the trap season, which terminated on the 25th inst., should be extended for the taking of cohoes, humpbacks and dogsalmon. The permission was granted last year, and it is claimed there is far more reason for it this year.

J. H. Turner, Agent-General for the Province, in London, England, arrived here a few days ago. Mr. Turner, who is a pioneer of this city, and was formerly Premier of the Province, says there is a large counter-motion in England to exploit the British Columbia fisheries for the London market. The operations of the company will be extended to the halibut, salmon and other fish, which will be transported in refrigerators. Arrangements have already been perfected. It is said, for the carriage of the fish by rail and steamer.

THE APPLE CROP.

A Large Quantity, But Small in Size—Shippers Warned.

A recent despatch from the department of agriculture, Ottawa, says:

The reports indicate that there will be a large quantity of very small apples; otherwise fairly good. Shippers should not forget that there is no lowering of the standard, and that the size for No. 1 or No. 2 is not the medium size, as grown in Western or Southern Ontario in 1907, but the medium size in an ordinary season. There will, therefore, be a large number of apples that will be marked No. 2, or even No. 3, for no other reason than that they are too small to qualify for a higher grade. The fruit inspectors have already recommended the prosecution of some shippers who have offended in this particular.

Agner Montague, grocer, Hamilton, has sold out to John Patterson.

Henry J. Vaughan, grocer, of Hamilton, has taken over the business of H. N. McGregor.

The sale of Wilson's



FLY PADS

is many times larger than that of all other fly poisons combined.

Avoid cheap and unsatisfactory imitations.

ARCHDALE WILSON, - HAMILTON



Ever Relied Upon

When the housewife knows her grocer carries an assortment of **Clark's Canned Meats** she is never in fear of being caught short of provisions at meal time. Clark's goods are dependable, and there is such a variety that all tastes can be satisfied. You should carry them.

86 A1 LINES

SECURE OUR CATALOGUE

WM. CLARK - MONTREAL

O'MARA'S BACON

Satisfaction
Guaranteed

Quality the
First Consideration

PRICES RIGHT

JOSEPH O'MARA
Pork Packer PALMERSTON

O'MARA'S BACON

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only **one**

BOVRIL

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

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

**BOVRIL Limited, 27 St. Peter St.
Montreal**

CEREALS AND CONFECTIONERY

Latest Report on the Western Wheat Crop Gives Prospects as Favorable—
Fall Trade Beginning in Flour and Cereals.

The outcome of the wheat crop is still somewhat too speculative to induce buyers to abandon the waiting policy that they have been maintaining for some time past. The Northwest Grain Dealers' Association, representatives of which have recently concluded their annual tour through the wheat growing districts of the West, report the prospects excellent under certain conditions. The consensus of opinion seems to be that if the crop can only be garnered before the frost gets at it, the farmers will have an exceedingly profitable year. General cutting will not begin much before next week, and in some districts probably not before September 15.

Flour and cereals, the former especially, are moving more briskly under the usual fall demand. Millers report export enquiry, also, as picking up again, but foreign buyers are still a little shy of present quotations.

Confectionery.

Chocolates and Christmas are, or should be, synonymous terms with the retailer. It is a little early yet perhaps, he thinks, to worry about his Christmas trade, but it is never too early to lay plans, and it is safe to say that many hundred dollars are every year passed up by grocers about Christmas time, simply because they refuse to give their confectionery department the prominent place in their business that belongs to it by right. If you happen to be one of these people, start a reform before it is too late and see to it that you get your share of the fall and Christmas candy trade.

MONTREAL.

FLOUR—All flour has been advanced since last report. The market has been very firm locally for some little time past. Demand has been strong and export business heavy, so that millers felt justified in putting up prices as they did. A firm market rules to-day.

Winter wheat patents.....	5 20
Straight rollers.....	4 50 4 60
Extra.....	4 00 4 10
Royal Household, bags.....	5 35
Glenora.....	4 75
Manitoba spring wheat patents.....	5 35
" strong bakers.....	4 60
Five Roses.....	5 30

FEED—Feed is extremely scarce and dear, as is evidenced by the advance in Manitoba bran and shorts. The latter is up \$1 to \$3 and the former \$2. Millers possess small stocks and find it exceedingly difficult to supply the strong demand, or even to fill orders which have been booked for many weeks.

Ontario bran.....	18 00 19 00
Ontario shorts.....	23 00 24 00
Manitoba shorts.....	25 00 26 00
" bran.....	22 00
Mouillie, milled.....	23 00 30 00
" straight grained.....	28 00 30 00
flour.....	1 35 1 45

ROLLED OATS—Demand is of average strength, trade being made up of

orders for the supply of immediate wants. Prices are steady.

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

TORONTO.

FLOUR—Domestic enquiry is reported brisker and improving rapidly. Millers are all optimistic for a good fall trade and anticipate firmer prices before long.

Manitoba Wheat.	
60 per cent. patents.....	4 90 5 00
85 ".....	4 60
Strong bakers.....	4 2 4 40

CEREALS—There is no change in prices, but trade is improving and the demand is expected to increase rapidly

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

TWINE, PAPER, BAGS, Jute Goods and Stationery

We carry these lines and carry mighty good stuff, too. Write or phone us for particulars.

PHONE MAIN 5348
A. M. THORNE & CO., 77 Front E. TORONTO

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

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.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

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.

since the open
Prices are fir

Straight roller.....
patents.....
Blended.....

Rolled wheat in ba
Rolled oats, in woo
" " in bags
Oatmeal, standard

PERSONAL

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McLAUCH

since the opening of the fall trade. Prices are firm.

Winter Wheat.

Straight roller.....	4 25	4 35
Patents.....	4 45	4 65
Blended.....	4 35	4 40
Roiled wheat in barrels, 100 lbs.....	2 75	3 00
Roiled oats, in wood, per bbl.....	5 25	
" in bags, per bag 90 lbs.....	2 50	
Oatmeal, standard and granulated, per bbl.....	5 55	
" " in bags 98 lbs.....	2 65	

PERSONALITY IN SALESMANSHIP.

"Perhaps the strongest factor in salesmanship is personality," says Graphonotes, published by the Columbia Phonograph Co.

"The Diamond Match Co. makes matches; millions, billions, trillions of them. They are good matches. The heads don't fly off. You can strike them almost anywhere.

"As a result, the Diamond Match Co. sells more than seventy-five per cent. of the matches in the United States.

"How did they get the business? Here's how. Trust? Yes, but that didn't get them trade; it rather drove it away.

"Way up in Minnesota there was a man named Mason. His real name was Frederick Mason, but nobody suspected it. He was Fred to everybody. He was big in body and in mind. He was the national organizer of the Retail Grocers' Association. He made that organization one of the most powerful in America.

"He had that mysterious something called personality.

"He has it yet.

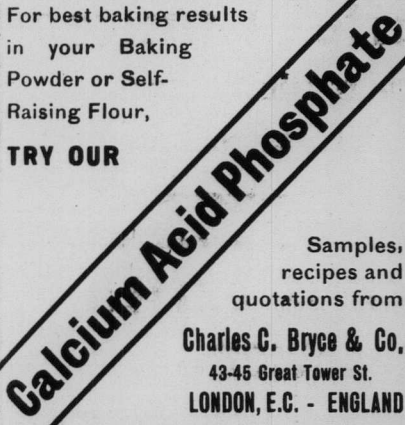
"The Diamond Match Co. heard about him. They went after him in the way large corporations have. They got him, but not until he had satisfied himself that their matches were as above described."

We heard him address several hundred merchants.

He talked square and told them the "why" of things. They'd all had the Diamond Co.'s travelers after them at one time or another, but somehow sales hadn't tallied with the company's expectations; maybe they were too optimistic. But within two minutes Fred Mason had a grip on that crowd that dynamite couldn't break. He told those retailers just where to get off on the subject of Diamond matches, and because they liked Fred's way of telling them, and because his personality and magnetism forced them to weigh what he said, and, in the end, admit he was right, they bought Diamond matches. They believed in them after they had listened to Fred, and their enthusiasm kindled a similar spark in the minds of their customers. The matches were good matches, extra good, in fact, but until Fred took hold there didn't seem to be any way of convincing other people of their merits except in spots. Now everyone knows them and most people buy them. But they don't know that they are doing it on account of the personality of one man.

For best baking results in your Baking Powder or Self-Raising Flour,

TRY OUR



Samples, recipes and quotations from

Charles C. Bryce & Co.,
43-45 Great Tower St.
LONDON, E.C. - ENGLAND

EPPS'S GRATEFUL COMFORTING

IN 1/4-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

Business-Bringing Biscuits

That's the kind that ought to interest you, Mr. Grocer.

McLAUCHLAN'S CREAM SODAS

are just that kind. People like 'em so they keep coming back. Wouldn't it pay you to keep them? Ask us about them.

McLAUCHLAN & SONS CO., OWEN SOUND, ONT.

Words are Good—If Backed Up by Deeds

The claims we make for

Perfection Cream Sodas

would be puerile and foolish if we didn't back them up by the proofs. Better Biscuits than



are not marketed to-day, for the simple reason they are not baked.

Perfection Creams

are immensely satisfactory. They are the best biscuits made and they retain their goodness—all of it.

We have something particular to tell you.

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



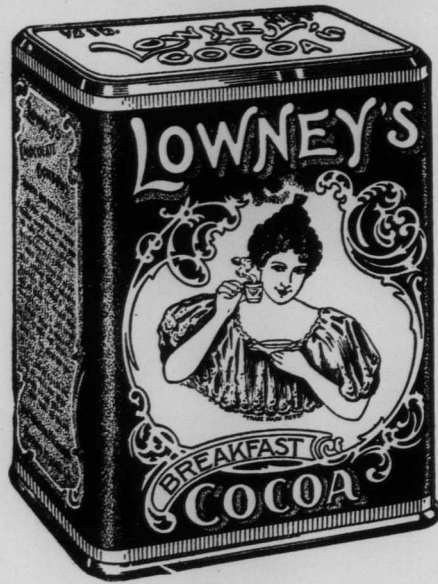
COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER-MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:

C. E. Colson & Son, Montreal
D. Masson & Co., "
P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.



Pure Food is Essential
to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
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Offices:
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It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
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PURITY

EXPERIENCE IS BETTER
THAN ADVICE

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

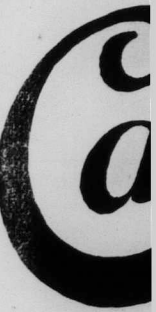
"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

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

Order direct or from our nearest agent.

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

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



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John

J. A. Taylor
Montreal

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Produced in 4kg)

The fine exhibit of Swiss Milk Chocolate at the Canadian National Exhibition, Toronto, caused enquiries from consumers from all parts of Canada. When home again they will ask for *Cailler's*. Be prepared for the demand.

Write for particulars.

General Agent for Canada:

WM. H. DUNN

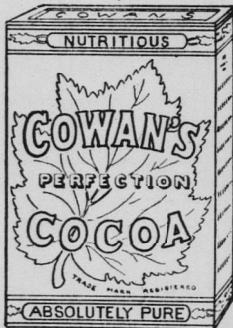
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Phone Main 685
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UNQUESTIONED

Qualifies all our goods



Cowan's
Cocoa
and
Chocolate

A Canadian Product
which Canadians appreciate.

Do You Appreciate
the opportunity you are missing in not pushing it?

THE COWAN CO.
LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Despite the high price of raw material

Mott's

"Diamond" and "Elite"
brands of

Chocolate

will be the same in quality as during
the past 30 years.

—Your trade knows that they are
Canada's Best Chocolate lines.

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

J. A. Taylor
Montreal

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SELLING AGENTS:
Jos. E. Huxley
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Dealers are requested to write for special free deal.



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

Remember



Full weight in every
package of McLean's
White Moss Cocoa-
nut and costs you no
more. "Ask for it."

Canadian Coconut Co.
Montreal, Canada

TRADE NEWS OF NOVA SCOTIA

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Sept. 2.

The produce markets are very active just now and large quantities of goods are being turned over. Potatoes are on the downward tendency and are quoted at \$1.60 per barrel. A further drop is looked for as large quantities are coming on the market. During the past week there has been a marked scarcity of eggs, and the price went up in consequence, 21 cents being asked for case stock. Very few Nova Scotia eggs are on the market. Those offering are quoted at 26 cents.

The export of blueberries from Maritime ports to the American market this season has been unusually heavy. From Yarmouth they are sending on an average of one thousand crates per week. One of the steamers, the Yarmouth, which sailed early last week, had over eight hundred crates on board. Nearly every boat from Charlottetown also carries heavy shipments, some of them being as high as two hundred crates. Berries are scarce in the United States, and they are selling from thirteen to fifteen cents per quart.

Reports from Prince Edward Island say that the oat crop there this season promises to be the most productive for years.

Apples are coming in more plentifully. The best varieties of local grown stock sell from \$3 to \$4 per barrel. This price is for sweet varieties. Some apples of small growth are selling at \$1.50 per barrel. Tomatoes are coming in quite plentiful and the price is dropping. Twelve-quart baskets can now be purchased for thirty cents.

Notwithstanding that the waters of the Cape Breton coast abound with fish, there is but one Sydney man in Sydney who is engaged in the catching and curing of fish. He is James D. McMillan, and he operates a fish curing plant on McKinnon's wharf. He has a small fleet of boats, and thus far this season he caught and cured ready for market over five hundred quintals of codfish and haddock, the most of which has been shipped to Halifax. Boneless cod, which he boxes himself, is one of his products which has met with a ready sale. Mr. McMillan has found the industry very profitable thus far. The steamer, Halifax City, which arrived here last week from St. John's, Nfld., had, among other cargoes, fifteen hundred cases of canned lobsters, which were re-shipped to Havre, France.

The fishermen of Tiverton, Digby Co. are in high glee over the prices realized by them at a sale of fish sounds which

took place at Digby last week, the firms of How & French, and R. H. Hamilton, of Boston, and Cunningham & Thompson, of Boston, being the competitors. For the past five years prices have ranged from 30 to 35 cents per pound, but on the present occasion the bidding went beyond high water of any recent years and twelve thousand pounds were knocked down to the representative of How & French at 99½ cents per pound.

The G. L. Murphy & Co., Limited, of Sydney, N.S., has been incorporated under the Nova Scotia Companies' Act, to take over and carry on the wholesale grocery business previously conducted by the firm of G. L. Murphy & Co. The capital stock is \$60,000. The directors are: Peter McGrath, Charlottetown, P.E.I.; G. L. Murphy, J. A. Young, and W. T. Lynch. Mr. McGrath, who is largely interested in the stock of the new concern is the President, and Mr. Murphy is the Secretary and Managing Director. Under Mr. Murphy's management the business has been very successful in the past, and success is predicted for the new company in the future. Mr. Murphy, who is a hustling young man, deserves a large share of the credit for the way in which he has built up this business.

The Fortunatus, bound for Australia, with a cargo of nearly 1,000,000 lbs. of Indian tea, has caught fire off the coast of Borneo, and become a total loss.

St. George's Baking Powder

will prove to be a better seller than any other Baking Powder you ever carried

People are being educated on every hand into the importance of pure Food.

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles must cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

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



As a merchant you hate like the mischief being imposed upon when buying; so do **your** customers. When they want the **best** Worcestershire Sauce they expect to get

LEA & PERRINS' SAUCE

"The only original and genuine."

The Golden Rule is a good business guide to follow - Applied to table sauces it's **LEA & PERRINS'** every time.

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



Just Read the Directions.
GROCERS—

get familiar with the many uses of

GILLETT'S LYE

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



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

FRUITS, VEGETABLES AND FISH

Bitter Oranges and Lemons Will Be Exceedingly Scarce—Canadian Plum Crop About 70 Per Cent. of Average.

Mail advices from Messina, under date of Aug. 5, state that the crop of bitter oranges in Sicily is a failure all over the island, and that in the neighborhood of Calabria there are only about one-third of the fruits there were last year.

Present quotations are higher than last year for new lemons for October shipment. The fruit is rather green and will probably not be ripe enough to ship before the second or third week in October. The first arrivals should be on this market by the first week in November. Fruit on the trees is costing nearly \$1 per thousand more than last year. The cost of labor and raw material has advanced, and this, in conjunction with the shortage in the crop, will likely mean higher prices.

Canadian fruit is taking a prominent place on the local market, plums particularly being in evidence. Though the quality of this fruit is very good the crop is likely to be exceedingly short. Indeed, a prominent fruit merchant earlier in the week, giving it as his opinion that the crop would not be more than 70 per cent. of the average.

The general outlook for the vegetable crop in Ontario is not at all encouraging. All the crops have suffered from want of rain and cold nights, and the ravages of slugs and cutworms have also been serious. In general, the potato yield is expected to be only half the average. Beets, carrots and turnips will be fair, but parsnips will be rather more scarce than usual.

MONTREAL.

GREEN FRUITS—New Verdilli lemons are selling freely, while oranges continue in fairly good demand at ruling prices. California grapes are quoted this week for the first time, and though prices are not low, business is satisfactory. Plums and peaches have been advanced. Bananas are slightly lower.

Dates, per lb	0 07
Bananas, fine stalk	2 00
" jumbos	2 25
Cocoanuts, per bag	4 00
Lemons	3 75 5 00
California oranges all sizes	5 50 6 25
Watermelons, each	0 40
California Pears, box	5 25 5 50
Figs, per lb	0 08 0 12
Limes, crates	1 00
California grape fruit, boxes	5 00 5 25
" grape fruit, half box	3 50 4 00
" peaches, box	2 25 2 50
" plums, box	2 50 3 00
" grapes, crate	4 75 3 25
Blueberries, box	2 10 2 50
Montreal Melons, basket of 1-14 melons	2 00
Almeira Grapes, keg	4 50

VEGETABLES—Demand for vegetables continues strong. Although supplies are large, dealers have no trouble in cleaning out their stocks every night witnessing cleared stalls on the market. Late growth vegetables are now in their prime. Prices hold steady, but are likely to firm up in the near future as the

season draws to a close and supplies begin to get scarce.

Parsley, per doz. bunches	0 10
Sage, per doz	0 40
Savory, per doz	0 30
Cabbage	0 10 0 25
New turnips, doz	0 10 0 25
Green beans, bag	0 25 0 40
Celery, doz	0 25
Water cress, large bun hes, per doz	0 40
Lettuce, per doz	0 10 0 25
Boston lettuce, per doz	0 25 0 35
Radishes, doz	0 10 0 15
Spinach, per box	0 75
Green peppers, 10 lb. baskets	0 50
Cucumbers, per doz	0 10 0 15
Potatoes, per bag	0 75
New potatoes, bbl	1 50
Beets, doz. bunches	0 40
Carrots, doz. bunches	0 10 0 25
Spanish onions, box	3 00
Horseradish, lb	0 40
Rhubarb, doz. bunches	0 40
Tomatoes, box, 30 lbs.	0 40 0 70
Corn, doz	0 10

FISH—With continued cool weather there has come an improvement in the fish trade, and this week various kinds are in good demand. There have been no radical price changes. Haddock and steak cod are higher, while No. 1 green cod is 50c a case lower. Halibut is not plentiful. Lake trout and whitefish are arriving freely, while brook trout and dore are also in better supply, though prices are not changed. Labrador salmon and green cod are arriving now and are subject to fair demand, as the first of the season. Smoked and prepared varieties are in better demand now that the cooler weather has set in.

Fresh and Frozen Fish.

Haddock, express, per lb	0 05
Halibut, express, per lb	0 10
Mackerel	0 10
Dore	0 10 0 12
Smelts	0 08
Pike, lb	0 67
Steak cod, lb	0 06
Weakfish, lb	0 10
Brook trout, lb	0 22
Market cod, lb	0 05
Lake trout, lb	0 10
White fish, lb	0 07 0 10
Sea Bass, lb	0 13
Gaspé salmon, lb	0 18
Flounders, lb	0 10
Bluefish, lb	0 15
Lobsters, lb	0 31
B. C. Salmon, lb	0 18
Smoked and Salted—	
New haddies, boxes, per lb	0 09
Smoked herring, per small box	0 11
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 07
Boneless fish, 20-lb. boxes, bricks	0 05
Boneless fish, 25-lb., boxes, per lb	0 05
Shredded cod, 2 doz., per case	1 50
Oysters—	
Standards, bulk, per imp. gal	1 50
Standards, imp. qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl	5 00
" " " " " " " " " " " "	2 75
No. 1 N.S. herring, half bbls.	2 50
No. 1 Mackerel, pairs	2 00
No. 1 sea trout, 100 lb. kegs	5 75
No. 1 sea trout, 200 lb. bbls.	10 50
No. 1 Green cod, per 200 lbs	6 50
Small " " " " " " " " " " " "	5 50
Large " " " " " " " " " " " "	8 00
No. 1 Green haddock, per 200 lbs	6 00
Labrador Salmon, bbls.	13 00
" " " " " " " " " " " "	7 00

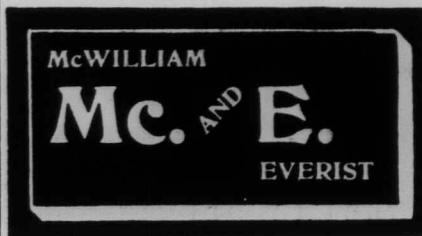
TORONTO.

FRUITS—The prices of last week remain fairly steady. The unusually high price of California fruit are to some extent affecting its sale on this market but its place is being filled by Canadian fruit, particularly plums, which appear to be of good quality and which are selling well. Pears are coming in slow-

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES



25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

The Summit
of Excellence

St. Magnus Sweet Pickle

(Fruits and Vegetables)

stands alone as the
PATRICIAN ARTICLE
of the Pickle World

Imperial Pints and Half Pints
Glass Stoppers
Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FRED^K. FISHER & SONS
St. Magnus House,
LONDON, - ENGLAND

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Oranges—
Late Valen
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Ovals, 80's
Lemons, Califo
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Peaches, per b
Peaches, Cana
Plums, per 4-b
Plums, Canadi
Pears, Bartlet
Pears, Canadia
Lawton Blackb
Musk Melons, 4

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ly, but heavier arrivals are expected shortly, and this fruit will probably be plentiful next week. Peaches continue scarce, with top-notch prices, and it seems that this condition of things will hardly be relieved this season.

Oranges—

Late Valencias (California), extra fancy, 96's	4 50	5 25
126's	5 25	5 75
150's, 176's, 200's, 216's	5 75	6 00
Ovals, 80's 10's, 150's 1/2-boxes	2 25	2 50
Lemons, California, 240, 300, 360, 420	5 50	6 50
Verdellis (new crop) 300's extra fancy	5 25	5 50
400's	5 00	5 50
choice	5 00	5 50
360's	5 00	5 50
Apples, per basket	1 50	2 00
Bananas, Jamaica firsts, per bunch	2 00	2 25
Bananas, jumbo bunches	1 25	1 35
Bananas, 8 hands, green	7 00	7 50
Cantaloupes (California), per case	1 00	1 00
Limes, per crate	0 30	0 40
Watermelons, Florida, each	2 25	3 00
Peaches, per box, Crawford's	0 75	1 50
Peaches, Canadian per basket	2 25	3 25
Plums, per 4-basket crate	0 85	1 25
Plums, Canadian per basket	0 50	1 25
Pears, Bartlett's, per basket	0 14	0 15
Pears, Canadian per basket	0 75	1 00
Lawton Blackberries	2 75	3 00
Musk Melons, Canadian	0 75	1 00

VEGETABLES—The supply of seasonable vegetables is large, though prices remain steady. Corn is coming in freely, and is a little easier in price. Celery is also plentiful.

New potatoes, per bbl., American	3 00	3 25
New potatoes, Canadian, per bbl.	1 00	1 00
Onions, green per doz.	0 15	0 15
Onions, Spanish, per case	2 75	3 00

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

Highest price paid for DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

200 Bags French Peanuts

Keen prices for cash buyers.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS,
Agents wanted in principal Canadian markets.
The best correspondence solicited. Samples will be sent free.

Fish Season Opening

Our Fish Department, under charge of MR. DONNELLY, is now thoroughly equipped to handle the Fresh Fish business. We also are beginning the season with Haddies, Bloaters, Kippered Herrings, etc. The Oyster season is in full swing. The "Long Island Native" Oysters will be handled by us exclusively this season. **Fresh car Fancy Halibut due to-day, price 80. lb.** The cheapest and best fish in the market.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish
Branch at Hamilton TORONTO

For Extreme Goodness

Buy Only

"ST. NICHOLAS," "HOME GUARD," "KIOKING," "PUCK" LEMONS
W. B. STRINGER & CO., TORONTO

If you have any

Apples, Plums, Honey, Butter, Eggs, Poultry
ship to us. We will get you good prices.

THE DAWSON COMMISSION CO., Limited, - TORONTO

FOR FANCY TRADE

CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN

is
"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON

Established 1861

Guelph, Ont.

Cabbage, Canadian, per bbl.....	1 70
Beets, new, per doz. bunches.....	0 25 0 30
Carrots, Canadian, per doz. bunches.....	0 25 0 30
Lettuce, Canadian leaf, per doz. bunches.....	0 25 0 40
Radishes, Roseland, per doz.....	0 25 0 25
Cucumbers, Canadian, per bask.....	0 25 0 30
Cauliflower, per doz.....	1 50
Beans, green, per basket, home grown.....	0 25 0 30
Green peas (Canadian), per basket.....	0 40
Tomatoes, Canadian, per basket.....	0 25 0 30
Parsley, per doz.....	0 25
Egg plant, per basket.....	0 40 0 75
Corn, new, per doz (green).....	0 11 0 12
Celery, Canadian, per doz.....	0 35 0 40
Celery, impo t-d, per doz.....	0 50
Vegetable Marrow, per doz.....	1 00
Green Peppers, per basket.....	0 35 0 40
Red.....	0 90 1 10

FISH—The high prices noted last week continue, with slight change, though there is a drop in one or two lines. Bloaters and kippered herring made their appearance on the local market this week, though some dealers state that it is rather warm yet to handle them safely. Perch is quoted, but is exceedingly scarce.

Perch, large, per lb.....	0 08 0 09
Blue pickerel, per lb.....	0 08 0 09

White fish, Georgian Bay, per lb.....	0 10 0 12
Whitefish, winter caught, per lb.....	0 10
Haddock, fresh caught, per lb.....	0 07 0 09
Herring, medium, per lb.....	0 07 0 08
" jumbo, per lb.....	0 10
Sea salmon, per lb.....	0 20 0 25
Trout, fresh, per lb.....	0 11
Ciscoes, per basket.....	1 00 1 25
Labrador herring, per bbl.....	4 75
Cod, fresh caught, per lb.....	0 08 0 08 1/2
Halibut, fresh caught.....	0 09 0 10
Shredded cod, per lb.....	0 08
Shredded cod, per doz.....	0 90
Halifax fish cakes, case.....	2 40
Live lobsters.....	0 20 0 30
Bluefins, small white, per lb.....	0 06 1/2 0 07
Mackerel mediums, each.....	0 12
" large.....	0 22
Finnan Haddie, per lb.....	0 10
Oysters, per gal.....	1 85
Bloaters doz.....	1 75
Kippered Herring.....	1 75

FRUITS and VEGETABLES!

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

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

We have

SALT

for any and every purpose.

VERRET, STEWART & CO.

LIMITED

MONTREAL

PEACHES FOR ENGLAND.

Although, in view of their extremely delicate nature, the export of peaches from Canada to this country, writes J. B. Jackson, Canadian commercial agent at Leeds, does not hold out the same possibilities as the apple and pear trade, still the following particulars may be of interest to those shippers who have had the enterprise under consideration. This fruit generally arrives here in sieves containing half a bushel, which fetch a price ranging from 96 cents to \$1.20. The usual course is simply to pack them loose and cover them with very fine wood fibre, which is protected by four cross sticks fixed at various angles at the top of the sieve. Opinions are almost unanimously given, however, that nectarines are a much superior fruit to stand the transit from Canada. Not only are they described as being the equal to the peach in quality (being a cross between that fruit and the plum), but they are also said to keep twice as long as the peach. They are generally packed a dozen or fifteen to the box, each box fetching a price ranging from 21 to 30 cents.

E. D. Marceau Co., Montreal, is advertising elsewhere in this issue their various specialties. They anticipate the arrival of several lots of fine Japan teas.

U. Oullette, of Hudon, Hebert & Co., Montreal, has returned from his holidays.

SUGARS & CANNERS LIMITED.

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



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

INCORPORATED
1907.

CAPITAL STOCK
\$250,000.00

PARTHENAI'S ST. COR. ST. CATHERINE.

MONTREAL

LARGEST WORKS OF THE KIND IN CANADA

*There is no better article to push
at this season than*

Halifax Shredded Codfish

THERE is none that will give your customer more satisfaction, nothing in the line of foodstuff that is more economical. We find the sale of

Halifax Shredded Codfish

is growing in all parts of the country. Not only in the east, but in the west, as well. From Sydney to Vancouver there is scarcely a grocery store but is carrying and selling more or less of this fish.

No Waste, No Dirt, No Bones, Just Fish.

And all ready for the cook to make it into fish balls, which everybody likes for breakfast.



**This Trade Mark
is on every package**

Atlantic Fish Companies, Limited

LUNENBURG - N. S.

Ask Your Wholesale Grocer

for

Brunswick Brand

KIPPERED HERRING

FINNAN HADDIES

HERRING in TOMATO SAUCE

and

SARDINES

and you will be sure to get A1 stock.

Connors Bros., Limited

Black's Harbour, N. B.

REAL FRUIT FLAVOR

Think what that means to your customers!
It's included in every jar of our product—
regular bottled deliciousness.



Jams,
Jellies,
Marmalade

Pure
Apple
Juice

That's one of the reasons for the big sales of
these goods. Are they on your shelves?

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

The man who smokes any other brand of tobacco does not know the virtues of **T. & B.**
 The grocer who pushes any other brand of tobacco is not pushing Canada's first
 favorite, nor does he know the profit that's in

T. & B.

A smoke that soothes and satisfies with never a nip—the only smoke the man
 who knows will insist on. You have a friend at the High Court of Finance
 just as soon as you stock **T. & B.**

T. & B. sells more than Tobacco

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

THE CIGAR CORNER

This section of any store is not complete unless it contains an assortment of our famous
 trade-winners—

Hogen-Mogen and Royal Sport Cigars

These popular lines have been smoked and appreciated so long that they must be stocked to
 win and hold the trade of men particular about the cigars they smoke.

WRITE US

The Sherbrooke Cigar Co. - - Sherbrooke, P.Q.

**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

ST. JOHN

**Thomas White,
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ST. JOHN MERCHANT DEAD.

**Thomas White, Prominent Confectioner,
Passed Away on August 25.**

The death occurred on Sunday, August 25, of Thomas White, of St. John, N.B. Mr. White was on the train going from Montreal to St. John when death claimed him. With his wife he had been spending a few weeks in his old home in Scotland, and feeling ill, he desired to return to his family in St. John. A cable message was sent to his son Frank at St. John, to meet them on their arrival in Montreal, and when they reached there on Saturday last on the Lake Erie, he was at the steamer's side.

Mr. White was placed on board the train by the steamer's physician and he seemed to resting easily, but before Sherbrooke was reached he had passed away.

Mr. White was the founder of the White confectionery business in St. John, which now has branched out in charge of several of his sons, into some of the winterport's largest industrial concerns. The business started by Mr. White is now run under the name of the Frank White Catering Company, and besides the confectionery store and restaurant on King street, they control the catering and amusement privileges at Rockwood Park and Seaside Park, St. John. The wholesale firm, known as the White Candy Company, has passed into the control of another son, Thomas F., while still another son, William, is in the firm of White, Phillips & Company, wholesale confectioners.

Mr. White was one of St. John's best known and most highly esteemed citizens. His unflinching good humor made him popular with every one, and he will be greatly missed from a large circle of societies with which he was connected.

He was for twenty-five years a member of Hibernia Lodge, F. & A. M. He was twice vice-president of St. Andrew's Society. He was also a member of Clan McKenzie, Order of Scottish Clans, and an enthusiastic member of St. Andrew's Curling Club.

On the first day of January last past, Mr. and Mrs. White celebrated their golden wedding anniversary, when hundreds of friends called upon them to extend congratulations. The deceased leaves a widow and six sons.

Mr. White was seventy-five years of age, having been born near Glasgow, Scotland, on May 22, 1832. His father was Leslie White, a broker, who emigrated to New Brunswick with his family in 1845, but returned the following year. Thomas, however remained, and after moving about for some time, finally settled in St. John and entered the confectionery business with Alex. Martin. In 1865, Mr. White made his first venture in business for himself as a confectioner.

His store was burned in the great fire of 1877. Mr. White retired from business in 1899, since when the business has been carried on by his sons.

BRIGHT PROSPECTS FOR APPLES.

As the apple season approaches the information given in my previous reports as to the excellent market for Canadian fruit this season in the northeast of

England, writes J. B. Jackson, Canadian commercial agent at Leeds, is confirmed in every respect, and I shall be only too pleased to assist those Canadian shippers who are new to this market, in bringing them into touch with suitable connections to do business with. It should be kept well in mind that local fruit salesmen are almost as anxious to become known to reliable Canadian shippers as the latter are to become connected with reputable firms on this side, even more so, in some cases.

Canadian apples have attained such fame on the British market that if a shipper will only make arrangements with a local importer to send him regular shipments, and see that his fruit is kept up to standard throughout the whole season, he can rely on not only doing a full season's trade this year, but in years to come also. Let him, however, send fruit of an inferior quality to the "grade" stated, and not only his own reputation, but the reputation of all Canadian apples is materially affected for some time to come in the estimation of this new importer.

Spanish onions for spot delivery are being offered by L. Chaput, Fils & Cie., Montreal.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

**CLAY
PIPES**

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

D. McDOUGALL & CO., Glasgow, Scot.

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

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes
Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,

Office and Sample Room: 188 St. Paul Street, Phone 1272,

Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE WINDOW DRESSING

A Well-dressed Fruit and Vegetable Window—An Effective Window—Trim of Cut Glass—Some Timely Hints.

Reproduced on this page is the photograph of a window dressed by H. Jones, of Pembroke, for J. B. Kemp. Mr. Jones is no stranger to *The Grocer*, he having been one of the keenest competitors in our various window-dressing competitions held during the past year.

Mr. Jones sends us the following description of the window:

"Bottom of window, reading left to right-hand corner: Cabbages, basket of wax beans, basket tomatoes, bananas, tomatoes, basket of cucumbers cabbages.

"In the centre: Wire basket of oranges, wire basket of vegetables, carrots, beets, onions, lettuce, parsley and radish, arranged as a bouquet, decorated with asparagus fern, glass stand of large oranges, basket of vegetables similar to bouquet, and wire basket of lemons.

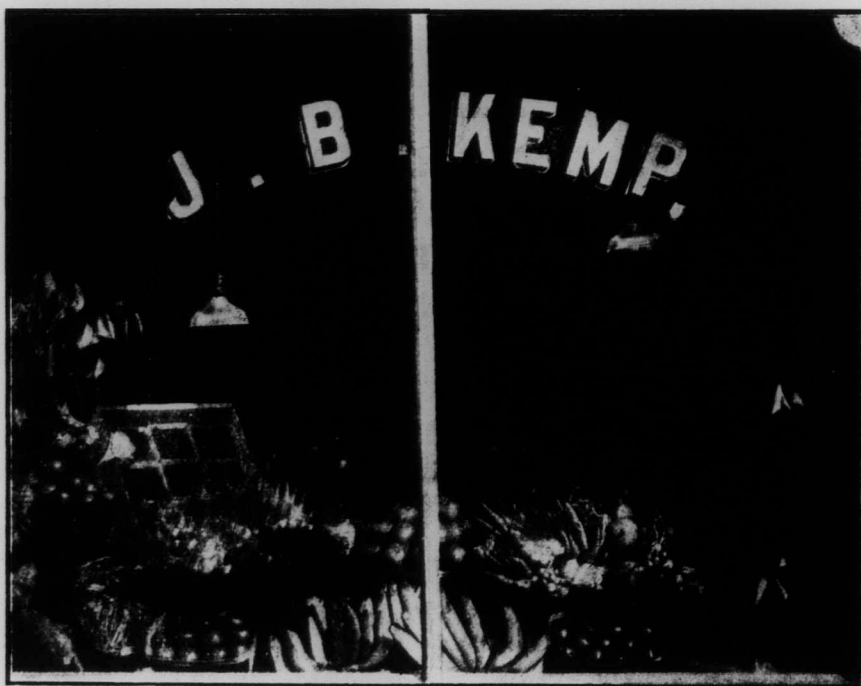
"At the back: Crate of raspberries, glass stand of peaches, large fancy

ing goods in their own trade. The training, however, is in most cases of a rather haphazard kind. It is seldom clear, deliberate, or methodical.

Practice, of course, is the chief thing, but before practice in such an art as window dressing we must have theory. Previous to dressing a window we must have a plan.

Imagination must, therefore, be a principal ingredient in the successful window dresser's composition. The man who has little can cultivate what he has to a surprising extent. When he has done so, he will be able to plan good windows.

Imitation will help him. After he has learnt to copy well the efforts of others, and, perhaps, to improve on them; as a result, he will find himself able to think out schemes of his own.



A Fruit and Vegetable Window.

stand of water melons, glass stand, with pears, lemons and box of peaches.

"At the left side of the window is shown a branch of a tree with pears hanging from it, and at the right side a branch of choke cherries with the fruit. Suspended from the ceiling of the store at back of window, are three bunches of bananas, which do not show, owing to the heavy reflections of buildings opposite.

At the back of the window on the right and left sides, respectively, stand two palms."

A WORD TO THE WISE.

Good window dressers are usually developed by continual practice in display-

one trade may easily be adapted to quite another line of business.

A notebook is also helpful. In it the novice can jot down his impressions of good windows he has noticed, and notes as to how the goods were shown. Otherwise, if he trust to memory, many of such impressions, vivid enough at first, will gradually fade quite away. In a book he can by writing them down avoid this loss. He might also write down ideas, which may occur to him at odd moments, for future displays of his own. Moreover, he should keep account of the effect on sales of every window dressed. By so doing an at least approximate knowledge will have been gained as to what it pays best to show and the best to show and the best paying way of showing it.

To recapitulate, the learner should try to develop his powers of imagination, imitation, observation, and invention; preserve his impressions, and carefully note the effect of his display upon the public.—*Smith's Weekly.*

CUT GLASS TRIM.

A neat and attractive trim was recently arranged in a window of J. B. Horrell & Sons, departmental store, Midland, by A. C. Carruthers, manager of grocery section, that showed an artistic taste for harmonizing arrangement rather above the ordinary.

The window used has a mirrored back extending up about five feet, the remainder, about two feet, at the top, being prism glass.

A pretty design in Bobinet curtain material was tastefully draped over this ground, an Austrian rug of rich design (in imitation of the genuine Persian) covered the floor, a mahogany stand of artistic outline was placed well back in the window, the shelves being neatly arranged with several pieces of cut glass. Two fancy-colored lamps, one on each side of the stand, completed the trim, which was a rich looking display at night, especially, when the electric lights were turned on, of which there were twenty-one five candle power and six eight candle power lamps arranged round the window frames and pillars.

The rich mahogany being a dark ground, served to increase the sparkling effect of the cut glass, while a glint from the prism top showing through the thin draperies lent an added brilliancy, altogether making a complete and well-balanced trim.

A GOOD MOVE.

Wm. Reed grocer, Vancouver, is moving from 300 Westminster avenue to his new premises at the corner of Hasting and Gore avenues. He will have one of the finest stores in Vancouver, and will carry a first-class stock of groceries and provisions.

Laporte, Martin & Co., Montreal, report excellent sales of high-class French specialities which they are handling for various exporting firms in France.



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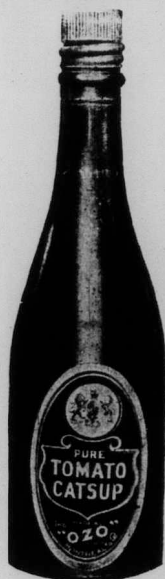
Don't Grope Around in the Dark!



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

ONE CENT PER WORD

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



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

SITUATIONS VACANT.

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

GROCERY CLERK Wanted.—A competent man to take charge of our Grocery Department. Give experience and state salary expected. Must understand window dressing. Geo. G. McKenzie & Co., Campbellton, N.B.

FOR SALE.

FOR SALE.—General Store Business, principally lumbering trade; Dwelling, Store and Warehouse also. In a good Lumbering District in Western Ontario. Stock about \$6,000; Annual turnover \$40,000. This is a rare chance; no opposition; satisfactory reasons for selling. Box 157, Canadian Grocer, Toronto.

Expert Bookkeeping

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

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

BUSINESS MEN IN PUBLIC LIFE

No. 28.

Ald. N. Lapointe, Montreal.

One of the prominent men in the Montreal City Council is Ald. N. Lapointe, who is known in grocery circles as one of the oldest established merchants in the city.

For thirty-one years Ald. Lapointe has been selling the necessities of life to the people in the neighborhood of his store. During that time he has seen many sides of life in Montreal, and has witnessed one change and another in the grocery trade, but through it all he has maintained a firm grip on his work and has steadily built himself up a large business and a good reputation.

He was born in 1853 at St. Michel de Belle Chasse, in Quebec Province, but not much of his life was spent in this rural community. Early in his career he went to the United States, where he passed a few years in wood turning. At the age of twenty-two he came to Montreal, and, after a year, opened a grocery store. The first store was at the corner of St. James and Dominion streets, where Mr. Lapointe could be found any time during business hours for nine years. Later he removed to Dominion and Quesnel streets, where for the past twenty-two years he has conducted his business. Mr. Lapointe is interested, since last fall, in the business formerly carried on under the name of A. Leduc & Co., now Leduc & Lapointe, provision merchants.

Having been so long among them, it was not unnatural of the people of that part of Montreal to recognize the ability and good citizenship displayed by Mr. Lapointe. He was elected School Commissioner for St. Camille, as that part of the city was known at the time, and in 1902 was elected alderman for the ward. On the Road Committee, and as a member of the committee which looks after the city markets, Mr. Lapointe's wide experience with life and business has been of great value to the citizens who need have no regret for having conferred upon him the honor of electing him to look after their interests.

Mr. Lapointe is fond of describing himself as 54 years young, and certainly in the exercise of that vigorous activity, mental and physical, which is popularly supposed to be the peculiar property of youth, he can give years to many men younger than himself.

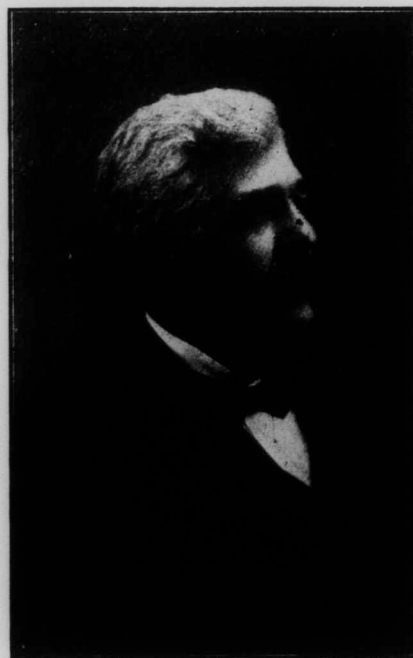
Because he has never abused the confidence reposed in him by the people, and because he has shown himself indeed as well as in word to be worthy of his office, Ald. Lapointe is not likely to

be allowed to retire from public life for many years to come.

CONTINUITY IN ADVERTISING.

"Advertising," says Elihu Woodworth, "to be thoroughly effective, should expand rather than contract. The merchant who advertises for a time and then stops would better have not advertised at all. Of course, there may be exceptions to this, for it may pay a non-advertiser to advertise a special sale and discontinue the advertising and the sale together, but as a general rule the only way to make advertising a success is to keep it up.

"The merchant who does not advertise will never be widely known and will never do a very extensive business. The merchant who gains a certain amount of publicity through a brief spasm of advertising will be quickly forgotten when the advertising ceases. People in this age will not take the trouble to re-



ALD. N. LAPOINTE, MONTREAL.

member what someone advertised last year or last month. It is enough for them to take heed of what is being advertised to-day. The man who drops out of a race receives no further notice. The attention of the spectators is centered upon his competitors who are pressing toward the goal. They have no more time to waste on those who are forced to disappear, or who voluntarily retire from the public gaze.

"The cumulative effect of advertising is often one of its most potent factors. This effect, which, after a time, in some cases, brings in more returns in a month than were received at first in a year, depends almost entirely upon continuity. The desired results have been obtained by "keeping everlastingly at it." Even a short truce in the campaign is fatal to success."

COFFEE PROSPECTS GOOD.

Total Crop About 1,000,000 Bags in Excess of Probable Consumption.

F. J. West, in the course of a report on the present statistical position of coffee, says:

"At the moment interest is centered in estimates of the quantity of coffee from the crop of 1906-1907, remaining in the interior of Brazil at the beginning of this crop year and in the probable outturn of the crop of 1907-1908. As to what remained of Santos coffees in the interior July 1, 1907, the lowest estimate to reach us was 1,000,000 bags, and the largest 3,000,000 bags. We think that, say, 2,000,000 bags is about right, and this estimate is borne out by the receipts to date for this year, which are over 1,500,000 bags and mostly old crop.

"The smallest estimate we have had from coffee producing interests as to the probable outturn of the Santos crop for 1907-1908, is 6,500,000 bags and the largest, coming from a conservative exporter at Santos, 8,500,000 bags, and we think that an average of the two, say, 7,500,000 bags, will be a fair estimate. To this add 2,000,000 bags remaining in the interior of the 1906-1907 crop, and we have a probable total of 9,500,000 bags receipts at Santos during the crop year 1907-1908.

"A correspondent in Rio, who for several years has made estimates that proved to be very close to the outturn, estimates the probable receipts at Rio at about 4,500,000 bags old and present crops, unless prices are very low when coffee will be held back. A generally accepted and, we believe, conservative figure for the receipts of all ports outside of Rio and Santos is 4,500,000 bags, this with 9,500,000 bags old and present crop at Santos, and at Rio 4,500,000 bags, makes a probable total of receipts for the crop year 1907-1908 of near 18,500,000 bags and about 1,000,000 bags more than probable consumption for the same period. The first of this crop year the world's visible was the largest recorded, 16,399,954 bags.

"We have a letter under recent date from one of the most important coffee interests in Europe, reading, in part, as follows: "Stocks in Europe are very large, new coffees are hardly offered yet, but still nice old green coffees appear in the market. Coffee, no doubt, is kept back by the planters who want at first to get rid of their old crop coffee, besides, having received such high prices for the bumper crop, they are well supplied with money and know very well that the present system is the best one to keep prices up."

H. H. Barnard, Montreal, representing Hunt & Co., Yokohama, spent last Saturday in Toronto.

The Valencia rasin crop reached high water mark in 1890, when the crop yielded 3,500,000 tons.

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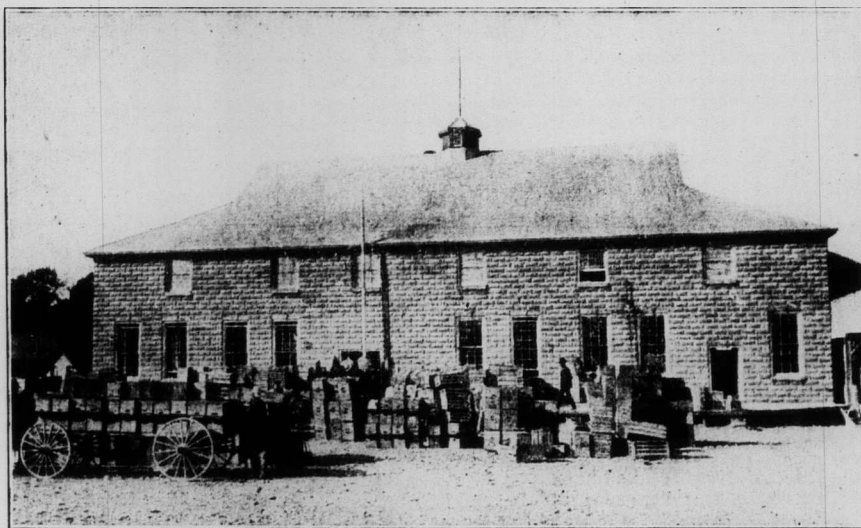
Th

There are more than a few reasons for the preference so
unanimously expressed by the women of Canada in favor of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay, and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.



Canada's
Ideal
Canning
Factory

Home
of Old
Homestead
Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unapproachable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND**—“Incomparable.” People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND**. Can you supply the demand?

The Old Homestead Canning Co.
PICTON, ONTARIO

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

The Crain Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto:
18 Toronto St.

Montreal:
28 Alliance Building.

Winnipeg:
11 Nanton Block,

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our
Grinders
Wear
Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

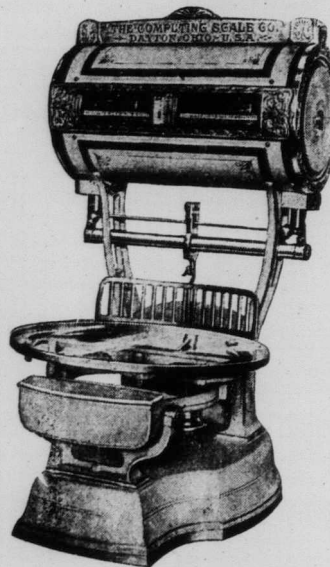
AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic



It is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show
Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

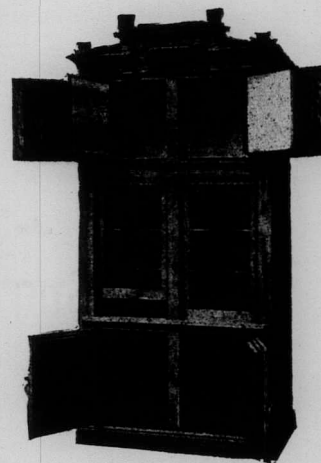
Pays for itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.



NO ACID OR GRIT
will be found in "Majestic" polishes. The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes. "Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces. Write for sample and prices. 71
MAJESTIC POLISHES, Limited
575 Yonge Street - Toronto, Canada



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

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

THE LAW SAYS YOU MUST

Do you know that a man is obliged by law to keep a proper set of books?

The law says:

"Any man who fails and has not for five years before his failure kept proper books shall be liable to a fine of \$800.00 and one year's imprisonment."

Since you must keep books of some sort, and as the law insists that you keep proper books, why not keep them properly?

It is just as easy to do a thing right as it is to do it wrong.

* * * * *

Business Systems mean absolute accuracy,



and with less work than the old-style methods of bookkeeping.

Business Systems are not expensive to put in in the first place—the cost is in proportion to the size of the business, and they enable one clerk to do the work of two.

Business Systems allow your clerks to put their work before you in such shape that you can see at a glance how everything stands.

* * * * *

Drop us a one-cent post card asking for further particulars.

You don't have to buy unless we can suit you.

BUSINESS SYSTEMS

LIMITED

85 SPADINA AVENUE
TORONTO - - - CANADA

TO MANUFACTURERS' AGENTS:

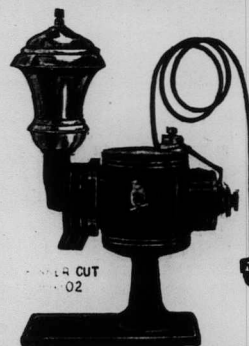
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TO MAKE YOUR BUSINESS GROW

To Swell Your Profits

YOU MUST CATER TO THE WANTS OF

The Best People

The customers who know a good thing and will buy and pay for it

Good Thing No. 1

Roquefort Cheese

in perfect condition, scientifically matured in an absolutely precise temperature under exact conditions. Perhaps you have been handling any old kind of Roquefort. If so, watch your sales grow—when it is right. *Your profits will grow with the sales.*

Good Thing No. 2



Better because it is different from the ordinary artificially made jelly powders.

Different because it is pure. Your profit has been provided for. If your jobber will not supply you with it, write direct.

MacLAREN IMPERIAL CHEESE CO., LIMITED

TORONTO, ONT.

DETROIT, MICH.

Agencies Everywhere

QU

Quotations
The follow
responsible for
Grocer, at our r

Baking

Cook's Friend—
Size 1, in 2 and 4 doz.
" 10, in 4 doz. boxes
" 2, in 6 "
" 12, in 6 "
" 5, in 4 "
Pound tins, 2 doz. tr.
12-oz. tins, " "
5-lb. " " "

W. H. GIL

Diamond—
1 lb. tins, 2 doz. in ca
1 lb. tins, 3 " "
1 lb. tins 4 " "

IMPERIAL BA
Cases. NI
4-doz. 10
3-doz. 6
1-doz. 12
3-doz. 12
1-doz. 5



ROYAL BAK
Size.

Royal-Dime
" 8 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When pack
cent. discount wil

CLEVELAND'S B

Size.
Cleveland 8—Dime...
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When pack
cent. discount wil

T. KINN

Crown Brand—
1 lb. tins, 2 doz. in case
1 lb. " 2 " "
1 lb. " 4 " "



Bever

JOHN HOPE &
Carrill & Cochrane's
ale, cases, 1 doz.
Cases, 1 doz.
Dry Imperial ginger
5 doz.
Dry Imperial ginger al
10 doz.
Club soda water cy
10 doz.
Club soda water cylind
Not less than full pa

Bl

Keen's Oxford, per lb.
In 10-box lots or ca
Gillett's Mammot's, 1/2

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 16, 1907.

Baking Powder.

Cook's Friend—	Per doz.	\$2 40
Size 1, in 2 and 4 doz. boxes.....		2 10
" 10, in 4 doz. boxes.....		0 80
" 2, in 6 ".....		0 70
" 3, in 6 ".....		0 45
" 4, in 4 ".....		3 00
Found tins, 2 doz. in case.....		2 40
12-oz. tins, ".....		14 00
5-lb. ".....		


W. H. GILLARD & CO.

Diamond—	Per doz.	\$3 00
1-lb. tins, 2 doz. in case.....		1 25
1-lb. tins, 3 ".....		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
1-doz.	6-oz.	1 75
3-doz.	12-oz.	3 50
1-doz.	12-oz.	3 40
4-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime.....	\$0 95
" 1 lb.....	1 40
" 6 oz.....	1 95
" 1 lb.....	2 55
" 1 lb.....	4 90
" 3 lb.....	13 60
" 5 lb.....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.


Sizes.	Per Doz.
Cleveland—Dime.....	\$0 93
" 1 lb.....	1 33
" 6 oz.....	1 90
" 4 lb.....	3 45
" 12 oz.....	3 70
" 1 lb.....	4 65
" 3 lb.....	13 20
" 5 lb.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	Per doz.	\$1 20
1-lb. tins, 2 doz. in case.....		0 80
" 1-lb. " 4 ".....		0 45

ST. GEORGE'S BAKING POWDER.



Trial size, 6 doz. in case.....	\$0 90
4-oz. " 4 ".....	1 35
6-oz. " 3 ".....	1 80
8-oz. " 3 ".....	2 35
12-oz. " 2 ".....	3 55
16-oz. " 2 ".....	4 55
32-oz. " 1 ".....	8 50

Terms net 30 days.

Beverages

JOHN HOPE & CO. AGENTS.

Castrol & Cochrane's aromatic ginger ale, cases, 1 doz.....	1 30
Cashe, 1 doz.....	1 25
Dry Imperial ginger ale, pts., cases.....	1 40
Dry Imperial ginger ale, 1/2 pts., cases.....	1 00
Club soda water cylinders, cases.....	1 25
Club soda water cylinders, cases, 5 doz.....	1 30

Not less than full package.

Bine.

Kuen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 18
Gillett's Mammoh, 1/2 gross.....	3 00

JAMES' DOME BLACK LEAD.

Per gross.	\$1 40
6a size.....	2 50
2a size.....	

Cereals

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" 7-lb. cotton bags, per bag.....	

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa

Perfection 1-lb. tins per doz.....	\$4 50
Perfection, 1/2-lb., per doz.....	2 50
" 10c. size.....	0 90
" 5-lb. tins per lb.....	0 40
Soluble, No 1.5 and 10-lb. tins, per lb.....	0 20
" No. 2 5 and 10-lb. tins.....	0 18
London Pearl per lb.....	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate

Desert, 1-lb. cake, 12-lb. boxes.....	38
Vanilla, 1/2-lb. cakes, 12-lb. boxes per lb.....	35
Parisian 8c per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2 12-lb. boxes per lb.....	\$0 30
Diamond, 1/2, ".....	0 25
Special Diamond, 1/2, ".....	0 22
" 8c, ".....	0 22
" 8c, ".....	0 30

The following unsweetened:

Perfection, 20c. size, 2 doz. in case per doz.....	\$1 80
Perfection, 10c. size, 4 doz. in case per doz.....	0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. pkgs., per doz.....

Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. boxes, per doz.....	1 75
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Confections—

Cream bars, 60 in box, per box.....	1 80
6 in box, per doz. boxes.....	2 25
Chocolate ginger, per lb.....	0 30
Crystallized " 1/2 lbs., per doz.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
36 in box, per doz. cakes.....	0 35
M. Maple Buds, in 5-lb. boxes per lb.....	0 35

FRY'S.

Caracac, 1/2, 6-lb. boxes.....	\$0 42
Vanilla, 1/2, ".....	0 42
"Gold Medal," sweet, 1/2, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2, 14-lb. boxes.....	0 24

Cocoa—

Concentrated, 1/2, 1 doz. in box.....	2 40
" 1-lb. ".....	4 50
Homeopathic, 1/2, 14-lb. boxes.....	8 25
" 1/2, 12 lb. boxes.....	

EPF'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case..... per doz.....	\$ 90
" 4 " ".....	2 40
" 2 " ".....	4 75
" 1 " ".....	9 00

JOHN P. MOTT & CO'S.

R. S. McIntosh, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



Per

Milk, 1/2 (for cooking).....	\$0 32
Prepared cocoa, 1/2.....	0 30
Prepared 1/2.....	0 28

Mott's breakfast cocoa, 1/2.....

1/2.....	0 40
" No. 1 chocolate, 1/2.....	0 38
" Navy ".....	0 32
" Vanilla sticks, per gross.....	0 28
" Diamond chocolate, 1/2.....	1 00
" Confectioner's chocolate, 2 1/2 c. to.....	0 24
" Sweet Chocolate Liquors, 2 1/2 c. to.....	0 25

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cases.....

1/2.....	\$0 33
1-lb. cases.....	0 44
German Sweet chocolate, 1/2 and 1-lb. cases, 6 lb. boxes.....	0 28
Caracas Sweet chocolate, 1-lb. cakes, 6-lb. boxes.....	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 42
Cracked cocoa, 1-lb. pkgs., 5-lb. bags.....	0 34
Caracas tablets, 100 bundles, tied 5s, per box.....	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—

Per lb.	
5-lb. screw top cans, 10 cans in case, 38c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 39c.	
4-lb. boxes, 10 boxes in case, 1-lb. tins, 40c.	
6-lb. boxes, 12 boxes in case, 1-5 lb. tins, 41c.	
12-lb. boxes, 6 boxes in case.....	41c.

Sweet cocoa powder—

12-lb. boxes, 6 boxes in case, 1-lb. tins, 30c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 30c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 32c.	

Premium chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 33c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 33c.	

Milk chocolate—

50-5 cent pieces to box, per box.....	\$1.65
---------------------------------------	--------

Vanilla sweet chocolate—

50-5 cent pkgs., in box.....	\$1.65
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	28c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	28c.

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	24c.
6-lb. " 12 " " ".....	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.....	Per lb.
1 lb. packages.....	0 25
1/2 lb. ".....	0 27
1 and 1/2 lb. packages assorted.....	0 28
1/2 and 1 lb. ".....	0 27
1/2 lb. " in 5 lb. boxes.....	0 28
1 lb. ".....	0 29
1 lb. " in 5, 10, 15 lb. cases.....	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.....	Pails.	Tins.	Bbls.
White Moss, fine strip.....	0 19	0 21	0 17
Best Shredded.....	0 18		0 16
Special Shred.....	0 17		0 15
Ribbon.....	0 19		0 17
Macaroon.....	0 17		0 15
Desiccated.....	0 16		0 14
White Moss in 5 and 10 lb. square tins, 2 1/2 c.			

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.).....	Cases.	Doz.
"Gold Seal" brand (4 doz.).....	\$5 00	\$1 50
"Challenge" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00
Evaporated cream.....	4 75	1 20
"Peerless" brand evap. cream.....	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 50



Coffees.

THOS. LIPTON

1 lb. tins, ground or whole.....	0 40	0 30
retail wholesale		
JAMES TURNER & CO.	Per lb.	
Mocha.....	\$0 25	
Damascus.....	0 28	
Cairo.....	0 28	
Sirdar.....	0 17	
Old Dutch Rio.....	0 15	

E. D. MAROEAU, Montreal. Pe b

"Old Crow" Java..... \$0 25

Mocha..... 0 27

"Ondor" Java..... 0 30

Arabian, Mocha..... 0 30

15-year-old Mandehling Java and hand-picked Mocha..... 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case..... 0 80

Madam Huot's coffee, 1-lb. tins..... 0 33

" 2-lb. tins..... 0 33

100 lb. delivered in Ontario and Quebec..... 0 15

Rio No. 1..... 45c.

Ondor I. 40-lb. boxes..... 42c.

" II, 40-lb. boxes..... 37c.

" IV, 80-lb. boxes..... 37c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins..... \$0 33

in 2 lb. "..... 0 32

Canadian Souvenir. 1 lb. fancy lithographed canisters..... 0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Lafamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz..... 1 75

10 " " "..... 3 00

Rep. quarts, 1 " "..... 6 50

Imp. " 1 " "..... 9 00

Cheese.

MACLAREN'S IMPERIAL CHEESE

Imperial—Large size jars..... per doz. \$3 25

Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	15 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Brain Jo Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.....	4c.	4 1/2c.
100 to 500 books.....	3 1/2c.	4c.
100 to 1,000 books.....	2c.	3c.

Allison's Coupon Pass Book.

00 to \$3 00 books.....	3 cents each
00 books.....	4 " "
10 00 ".....	5 " "
15 00 ".....	6 " "
20 00 ".....	7 " "
25 00 ".....	8 " "
30 00 ".....	9 " "
50 00 ".....	12 " "

Cleaner.

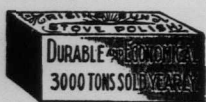
BRUNNEN'S EASYBRIGHT CLEANER

Per doz.	
4-oz. cans \$ 0 90	
6-oz. " 1 35	
10-oz. " 1 85	
Quart " 2 75	
Gallon " 10 00	

Wholesale Agent, The Davidson & Hoy, Limited, Toronto

A Guarantee that is Worth Something

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL



The almost universal demand of the Canadian public for

BORDEN'S BRANDS

OF
Condensed Milk and Evaporated Cream
"EAGLE BRAND" "PEERLESS BRAND"

Makes them the best lines for you to stock. For sale by all jobbers.

WM. H. DUNN, AGENT

27 Front Street East,
TORONTO.

394 & 396 St. Paul St.,
MONTREAL.



(Unsweetened)



BR

Extract of
LAPORTE, MARTIN
Vita" Pasteurized Extr
Bottles 1-oz., case of 2
" 2 " " 1
" 4 " " 1
" 20 " " 1
" 20 " " 1

Wilson's Fly
50 loc. packet
three boxes for

Robinson's patent barley
groats

Jams and
BATHEN'S WHOLE FRUIT
Agents, Rose & Laflam
Toronto

1-lb. glass jar, screw top, 4
Composed Fruit Jams—
12-oz. glass jars, 2 doz. in c
2-lb. cans, 2 doz. in case...
5 and 7-lb. tin pails, 8 an
etc.

7 and 14-lb. wood pails...
30-lb. wood pails...
Composed Fruit Jellies—
2-oz. glass jars, 2 doz. in c
7-lb. tin, 2 doz. in case p
8 and 14-lb. wood pails, 6 p

30-lb. wood pails...
Home Made Jams—about
1-lb. glass jars (16-oz. gen
...
6, 7, 14 and 30-lb. pails, p

Lard.
THE N. E. FAIRBANK O
LARD COMP



**BATGER'S
LEMON
SQUASH**

Great Merit

We find our best salesman for Batger's Lemon Squash is its delicious flavor and all round high merit. Made from finest fruits and pure cane sugar.

Keeps sweet and good after being uncorked.

ROSE & LAFLAMME

Agents

MONTREAL and TORONTO



**Good Value to
Your Customer**

**Paterson's
Worcester
Sauce**

ROSE & LAFLAMME,
Agents, Montreal.

**Large Profit
To You**



The Best Canned Goods

**RIVERDALE
BRAND**

Reasons For It.

The Lakeside Canning Co.
WELLINGTON LIMITED - ONTARIO

Because--
While there
may be a land
better adapted for
growing the best Fruits
and Vegetables, that land has
not been discovered.

Because--Our factory is the most
sanitary and up-to-date in the Dominion
of Canada.

Because--Our experts are the highest salaried
and highest skilled on the continent and because
RIVERDALE BRAND
retains all the succulent and appetizing goodness
of ripe juicy fruit and fresh vegetables.

Can you meet the demand?

The Lakeside Canning Co.

Wholesalers!

We desire to inform you that we have
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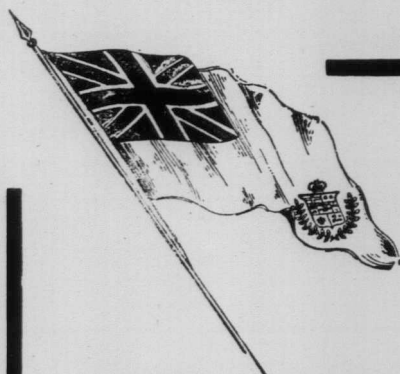
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