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THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

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NO. 40.



Now is the time for

Robinson's Patent Barley

The Canadian housewife has learned its value. Have you? She has bought it from her druggist. Why? Because you didn't sell it— Send for sample package and particulars. It will pay you.

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

“Crown Brand” Table Syrup

Every grocer and general storekeeper in Canada sells table syrup. The majority of them find that “Crown Brand” pleases their customers best. It is clear, clean, bright, proper consistency, body, flavor and healthy. Try a sample lot. You can buy it in tins, 2 lbs. up to 20 lbs., also in bbls., half-bbls., kegs and pails

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ESTABLISHED 1858

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Works,
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GOOD SOAP

Makes

GOOD BUSINESS

You get both if you handle

SURPRISE
A PURE
HARD **SOAP**

QUALITY COUNTS

Sold by

ALL GROCERS

Made by

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N. B.

Branches : Montreal Toronto Winnipeg Vancouver West Indies

RING RING
out in
THE OLD THE NEW

NOTICE

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

Cox's Instant Powdered Gelatine

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

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

J. & G. Cox, Limited

Gorgie Mills, - EDINBURGH

Sole Manufacturers



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Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
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On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
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TEAS A SPECIALTY
Open for one or two more first-class agencies
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(Continued on page 4.)

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**“ANCHOR” Brand—
CHERRIES, RASPBERRIES and
STRAWBERRIES**

Packed in Gold Enamel Lined Sanitary Cans—As fine as glass goods at the price of ordinary goods.
ALSO **“NIAGARA FALLS”**

SOLID PACK TOMATOES

3s and
Gallons

Both sizes packed in Gold Enamel Lined Sanitary Cans.

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Compare our Price List below with other Package Teas you are
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TRADE PRICES

TERMS : DRAFT THIRTY DAYS NET. FREIGHT PAID

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

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

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

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

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

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

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

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What we are doing for them we
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Send us your Overdue Accounts
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Oakey's The original and only Genuine
Preparation for Cleaning Cutlery,
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KNIFE POLISH**

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Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

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Agent:

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Firms Abroad Open for Canadian Business.

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.

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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.

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

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

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

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



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

A Safe Platform For The Merchant

Political platforms and policies are being much discussed this fall. The merchant is always interested in a "platform" or method that will help him to do more business. There is no retailer so big or so little that he can afford to overlook studying schemes for improvement.

Handle Canadian Canners' Fruits and Vegetables

and you will be standing on a progressive platform. There isn't a single unsound plank in it. Our Factories are located in the choicest districts. Sanitary and successful methods are a scientific study with us. The result is Canned Goods that would grace the King's table.

ORDER FROM YOUR JOBBER:

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

Canadian Cannery, Limited

Hamilton, Canada.

THE CANNED GOODS OF QUALITY

You cannot get away from the fact that quality counts. Results prove it. A buyer looks to be satisfied with his purchase before everything else. The price may make a little difference but often it does not. He knows that the only way he is going to secure and hold trade is by giving satisfaction, therefore he demands quality as a first consideration. And the class that ask for quality before everything else is getting larger every day.

OLD HOMESTEAD BRAND

Canned Goods and Vegetables

are the best you can offer in canned goods. We say it—our customers say it—and say it most emphatically because they repeat their orders, and repeat orders is the most convincing kind of an argument.

OLD HOMESTEAD Brand of Canned Goods and Vegetables are honestly prepared. Every possible method is employed to insure their cleanliness and purity. We insist on quality first, last and always. Order a sample shipment; you'll be satisfied with the results.

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

The Old Homestead Canning Co.
Picton, Ontario

Do
a B

Do You Know of Any Better Way to Build Up a Business than by Selling High-Grade Goods ?

Thousands of grocers in Canada have found by experience that

"SALADA"

prominently displayed in their store helps wonderfully. This is due to the belief on the part of the consumer that "SALADA" is the best value in tea. Hence the fact that the grocer who sells "SALADA" quickly becomes known in his community as "a man who sells the best goods" and consequently a merchant deserving of patronage.

The "SALADA" Tea Co., Toronto or Montreal .

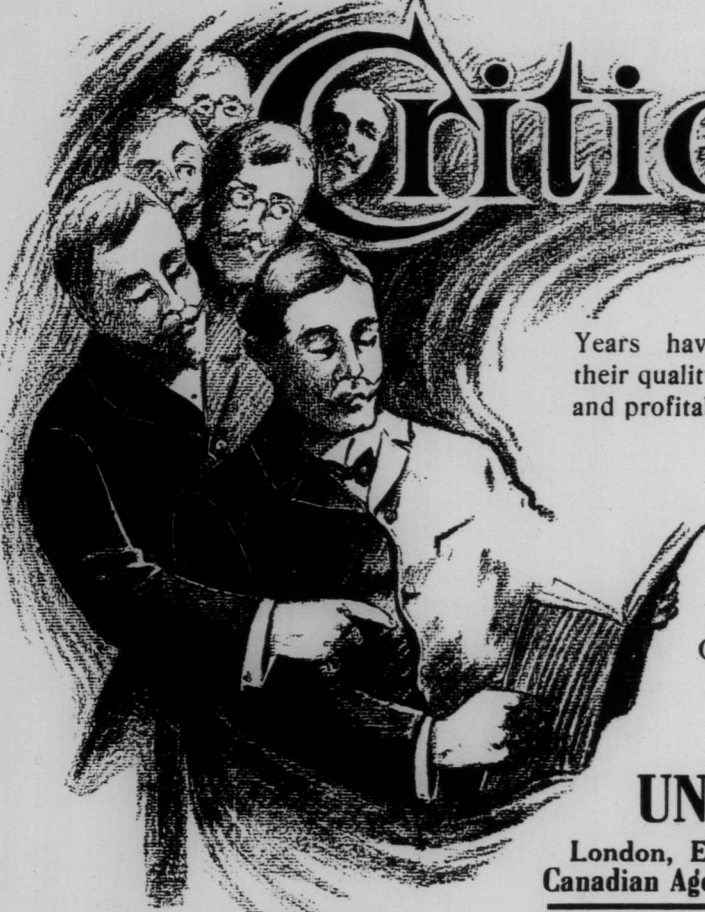
As Pure as Windsor Salt

\$1.00 Sold \$25 Worth of Groceries It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

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

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Windsor Salt



Criticism

is fatal to the grocer unless it is favorable. Years have established these high-class raisins securely—their quality above comparison. The dealer is sure of a steady and profitable business who stocks

F. W. ROWLEY & **S. BODI**
 DENIA DENIA
 Extra Fine Selected Finest Selected

Brands that mean **RAISINS**

Our 14-lb. and 28-lb. boxes of
Shelled Almonds
 are winners.

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Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

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

Max Amis Patents

Griffin & Skelley

Messrs. Griffin & Skelley (whose products are listed below) have always conducted business on that safe old principle that "the best is the cheapest in the long run." It has paid them and the grocers who handle their goods handsomely. And it will continue to do so.

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

No detail of their work is neglected from start to finish because no detail is too small to receive the scrupulous care and attention that assures perfection. There is an old fashioned goodness about their prepared fruits (and asparagus) that wins trade—and keeps it.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal

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Canadian-made Licorice

Y. & S. Brand

All Druggists



MANUFACTURED
by
NATIONAL LICORICE CO.
MONTREAL

ACME PELLETS

M. & R. WAFERS

and a complete line of

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

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GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's

1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's

1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

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Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

\$7

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

MARSALA WINE

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

ORDER TO-DAY.

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"KIT"

COFFEE

An up-to-date extract, entirely
free from the bitterness so objec-
tionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious
in flavour. A splendid relish
with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything
at double the price. Sold
as an advertising medium
for KIT COFFEE.

A Word to the Wise

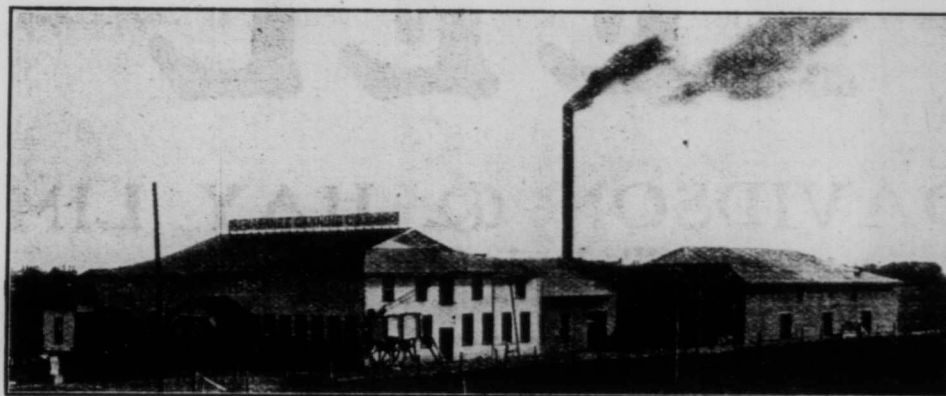
The Merchant introducing
those lines to his customers
MAKES NO MISTAKE

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Quebec City, Albert H. Dunn, 87 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Wickey, 108 Princess St.



THE BEST



“Canada’s Pride” **CANNED GOODS**

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

QUALITY, FLAVOR AND DESIGN OF LABEL unequalled in the Dominion

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

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

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80-82 St. Peter Street, MONTREAL

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THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET

TORONTO

Quaker Salmon

NOW IN STORE!

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

TRADE MARK

FLATS
\$2.15



TALLS
\$2.00

SONS

ESTABLISHED 1834.

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

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

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

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Bristol, England

G. E. McMichael, - - St. John, N.B.
H. Haszard, - - - - - Charlottetown, P.E.I.
Erb & Rankin, - - - - - Halifax, N.S.
G. S. Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Japan Teas

We solicit the balance of import orders promptly from Canadian jobbers before our Mr. Nishimura leaves Japan for America at the close of the season.

S. T. Nishimura & Co.

Montreal and Japan

A MOST CONVINCING ARGUMENT

in favor of our goods is their unvarying purity. They are absolutely free from adulteration. And when you sell

E. D. S. Brand Jams and Jellies



you may do so knowing that you are offering a brand of goods whose quality is backed up by the Guarantee of the Dominion Government. 100% pure cannot be beaten—it should mean much to you.

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

BLUE BERRIES

New Fruit, now in store—2s and gallons

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**



ST. CHARLES CREAM UNSWEETENED—STERILIZED

THE PUREST AND BEST

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

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

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA



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

Walter Woods & Co.
Hamilton and Winnipeg

Mistakes Cost Money

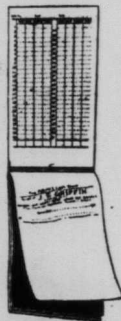
Avoid them by using our simple

"Duplex" Counter Check Book

It will save your temper, your money and your trade. Keeps an accurate account of your transactions. If you wish to avoid disputes with customers, you will find this system indispensable.

Write for Particulars

The Carter-Crume Company Limited,
TORONTO, CANADA



The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

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

IMPORTANT

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

"TEA PLANT" PACKET TEAS

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

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

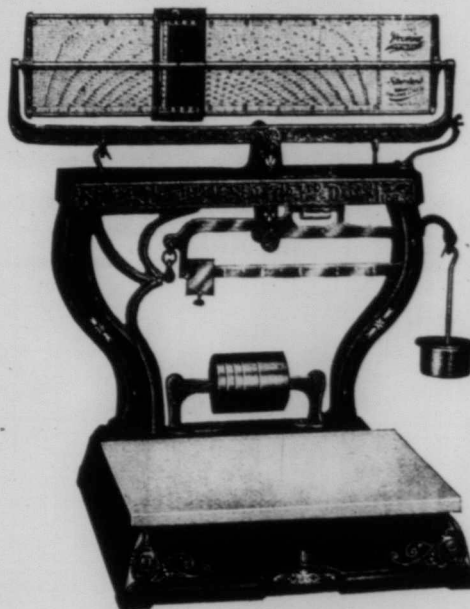
OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

WE SAVE YOU 30 PER CENT.
ON A STRICTLY HIGH-GRADE
COMPUTING CHART SCALE



Write for Illustrated Catalogue

Onward Manufacturing Co., - Berlin, Ont.

**"WHITE SWAN GOODS
ARE GOOD GOODS"**

— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO



THE NAME OF BORDEN

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

Every Can Of

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream is absolutely reliable and guaranteed.

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

Every Jobber Sells Them

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened



ENGLAND'S MOST POPULAR SAUCE

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

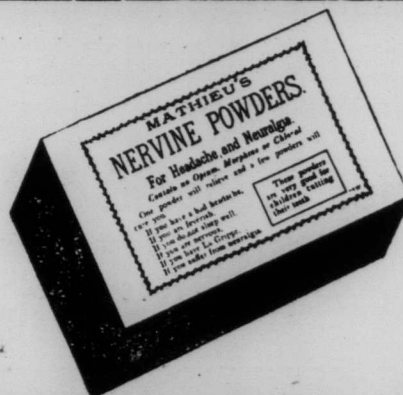
The "live" H.P. Canadian Advertising is creating a demand for **YOU** to supply.

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

Write for samples and prices.

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

Midland Vinegar Co., Birmingham & London, Eng.



A Little Thing Multiplied Many Times Becomes a Big Thing.

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

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

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

Proprietors

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

MOLASSINE MEAL MOLASSINE DOG CAKES MOLASSINE POULTRY MEAL

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

Ask for Particulars and Free Booklets

FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square

MONTREAL



CAPSTAN Brand High-Grade Tomato Catsup

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

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

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

TO THE TRADE:

England consumes nearly
four times as much of

CEYLON TEA

as of all others, save India, although she
has been getting it only one-eighth as long.

“WHY?”

Mainly because, of all Western
peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to
the United States $1\frac{1}{4}$ lbs. of tea per capita. Every
English Grocer knows tea; he has made it a study.

Facts Worth Noting

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

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

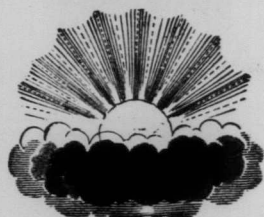
These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

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

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

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON



WHEN IT'S FLAVORING EXTRACT THAT IS WANTED, IT WILL BE TO YOUR ADVANTAGE TO OFFER HER THE BEST

Shirriff's Flavoring Extracts

ARE LIKED BECAUSE OF THEIR UNIFORMITY OF STRENGTH AND PURITY OF FLAVOR

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

Tartan BRAND

PIN YOUR FAITH TO LIST BELOW.

ALL TRADE WINNERS

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

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

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

AT THE END OF THE SEASON

when new goods are in sight, the grocer who has not insisted on quality, often finds himself loaded down with a lot of unsaleable goods. But the experience of the trade with

FARMER BRAND

Canned Fruits and Vegetables

is quite the reverse. It keeps the grocer humping to supply the demand for FARMER BRAND. We make sure of quality in full view all the time.

FARMERS' CANNING CO., Limited
BLOOMFIELD, - ONTARIO

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON, WINNIPEG,
CALGARY,
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¼c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

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

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

QUICK
WHIT
MAKES DIR
CANVAS SH
CLEAN-WH

QUICKLY-
APPLIE
ALSO CLE
ALL ARTI
WHITE CAN
WHITENING

If inter
CANAD

DR. TIBBLES' V-Cocoa

**A leading British line
well-known and
largely advertised.**

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

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

Montreal

Ontario Agents:

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

WRITE OUR AGENTS FOR PRICES, Etc.

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

Sample Cases Now Ready for Delivery

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

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

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

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



"GILT EDGE"

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

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE

for
ALL kinds
of
Black
Shoes

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

Price per gross

Excellent for old rubbers.

"SUPERB" Patent Leather Paste



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

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

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

Per gross

"BOSTON JUNIOR"

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

"ELITE" Combination

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

Per gross

"BABY ELITE" Combination

10c. size per gross

"DANDY" Russet Combination

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

Large size, per gross .

Star Russet Combination

10c. size per gross

Russet Pastes

Dandy, large per gross

Red Box, medium "

Per doz., 1-4 lb. tins . . .

Per doz. 1-2 lb. tins . . .

Elite, Ox Blood and Brown Pastes same size and prices



If interested write for
CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET
CAMBRIDGE, MASS., U. S. A.

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

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

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

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,

Limited

MONTREAL

VALENCIA RAISINS

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

“BEAVER” BRAND

SPECIAL FANCY QUALITY

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

Packed by
Mahiques Domenech & Co
Denia, Spain

Canadian Agents:
Rose & Laflamme, Limited
Montreal and Toronto

WE WANT YOUR ORDERS
FOR

“Balmoral” Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

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

Write us for Samples and Prices.

J. W. WINDSOR

MONTREAL

WHITE DOVE COCOANUT and ALMOND PASTE



The Winners!

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



Agents:

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

My Attractive Package:
1/2, 1, 1 and 5 lb. tins.

Manufactured by

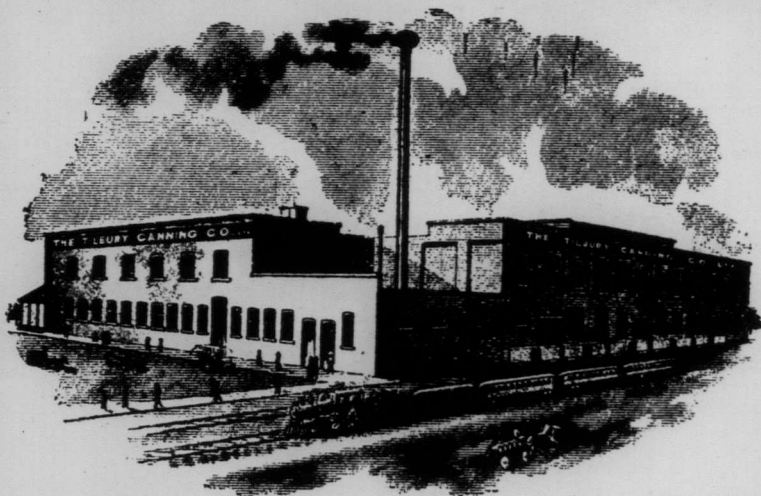
Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY,
24 and 26 St. Peter St., - - - MONTREAL

We cannot explain the flavor and fragrance that live in every package of our Coffees.

We only know that we get the best grades and bring them to you in their first perfection.

CHASE & SANBORN
Importers MONTREAL



"Tilbury Brand" Canned Goods

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

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

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

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

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

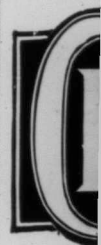
is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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



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ESTABLISHED OVER 200 YEARS

CHAMPION'S

**IS THE BEST
VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



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

CANADIAN OFFICE, VANCOUVER, B.C.

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



ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. \$2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (man kind \$1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

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



Superior Quality Canada First Brands

**Evaporated Cream
and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory · Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton



HONEY

We are offering Pure Honey at attractive prices.

In barrels, 60, 10, 5 and 2 pound tins.

James Turner & Co., Limited
Hamilton, Ontario

INDEX TO ADVERTISERS.

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St. John's International Exhibition

One of the Most Successful Exhibitions in the History of the Maritime Provinces—An Average Daily Attendance of 14,000—Features of Canadian Agricultural and Industrial Life Admirably Represented—Some of the Leading Exhibits.

St. John's big international exhibition closed Saturday, Sept. 19, after one of the most successful weeks in the history of exhibitions in this province. Official figures for attendance were given at 69,784. The exhibition opened on Sept. 12 and during the week the average daily attendance totaled 14,000. Public patronage was well satisfied and a particularly pleasing part of the show was the entire absence of rowdyism. The crowd was a most polite one, and it is indeed commendable to the management that not a single accident occurred throughout the whole week. To manager R. H. Arnold and his staff of capable assistants must be given all the credit for the success of the exhibition. Mr. Arnold was ably assisted in the task of successfully swinging a big fair by S. M. Wetmore, assistant manager and John T. Gleeson, secretary. The others in the office staff included Miss King, Miss Burnham and James McKenney.

Every feature of Canadian life, agricultural, industrial, educational, or artistic was covered by the exhibition. Some of the most attractive and most visited of the exhibits are illustrated and engraved herewith.

The Dixie Exhibit.

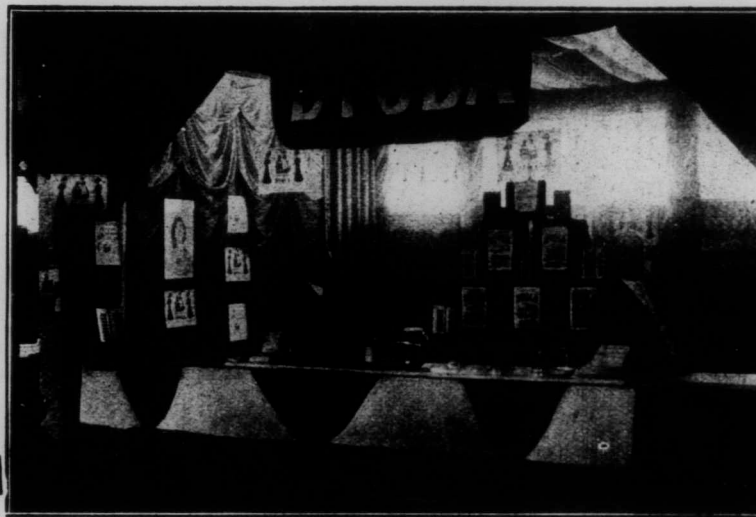
The Dixie exhibit had a very conspicuous position on the right of the main entrance, well placed for the view



ST. JOHN EXHIBITION—Exhibit of the Dixie Cigar.

of the public. The trimmings were of bright green and white cheese cloth, pleated and rosetted on all the edges,

making a very pretty effect. The counter was of stained hemlock with a glass front, showing a fine stock of cigars and



ST. JOHN EXHIBITION—Dyola Exhibit.

tobaccos. In the background there was a shelf with cigarettes, cigars and cut tobacco. The way in which the stock was arranged was a study in itself. The great feature of this exhibit was the "Mysterious Mr. Dixie," who continually kept the public on the go. The

a new \$10 bill. Mr. Dixie was captured on the day before the exhibition closed. A wonderful automatic smoking doll

which smoked by itself all day on the counter has never yet failed to draw a crowd. A gramophone also served to attract public attention to the booth, but the prettiest part of the exhibit was the electric light effect of thirty-five lights, twenty-four of them continually flashing. The arranging of the stock and tending to the booth was in care of J H C MyIntyre, the Dixie agent in this district and his valuable lady assistants.

DY-O-LA.

Most pleasing indeed was the excellent display made by the Johnson-Richardson Co., Limited, Montreal, represented by A. J. Lawrence, of Dy-o-la, the new and improved home dye, also the Dy-o-la laundry blueing in sheets and Dy-o-la ink powders, samples of which were cheerfully distributed and all of which met with the approval of the public in general. This firm had a splendid booth situated on the south eastern corner of the main building and all of their respective lines were practically demonstrated by Mr. Lawrence and a competent assistant. This enterprising firm has been established for 3½ years and up to the present have an exceptionally large connection with all drug and general stores throughout the Dominion. This splendid connection has been established mainly through the energy and enterprise of the directors and future success is assured. The

finder of Mr. Dixie, if he or she carried a certain premium which had to be secured at the booth, entitled the party to

firm also had a very attractive booth at the Halifax exhibition.

THE CROSBY MOLASSES CO., LTD.

There were many pretty displays at the St. John exhibition, but there was one which looked as if infinite care had been taken to make it as perfect as a man could from a common sense business standpoint. That was the booth occupied by the Crosby Molasses Co., Limited, St. John, N.B. The booth was situated near the main aisle on entering the fair building and thousands of visitors called during the course of the fair and secured a small sample tin of the firm's extra fancy Barbados "Household Brand" molasses. Mr. Fred Crosby and two valuable assistants were kept busy at all times demon-

spoiling or deteriorate in the cans. The Crosby Molasses Co., Limited, is one of the largest direct importers of molasses in Canada, and is prepared to deal with the trade in a large way on the very best of terms. The president of the company, L. G. Crosby, has been identified with the molasses business for over twenty-five years and is a master of the buying and selling of this important commodity. Fred S. Crosby, the secretary-treasurer of the company, is an enterprising young man and the whole of his time is devoted strictly to the interests of the business.

CANADIAN BILLS OF LADING.

A. A. Ayer, of A. A. Ayer & Co., has been appointed on a committee with J.

satisfactory as to render its position impregnable.

WHAT PUZZLED HIM.

A man was standing on the foot-path in one of the main streets of a northern town the other day, gazing at a hoarding which displayed the well-known advertisement representing a bull gazing at a bottle of Bovril, and bearing underneath the inscription, "Alas, my poor brother." He remained there gazing at the hoarding while the policeman on duty completed the round of his beat twice. At last the guardian of the peace approached him.

"Move on, there," said he. "You're obstructing the thoroughfare."

"Eh," queried the man.

"Move on," roared the policeman. "What are you standing there staring at?"

"Look there," replied the obstructor of thoroughfares, pointing at the advertisement. "Now what I want to know is, how can it be a lass if it's his brother?"—Tit-Bits.

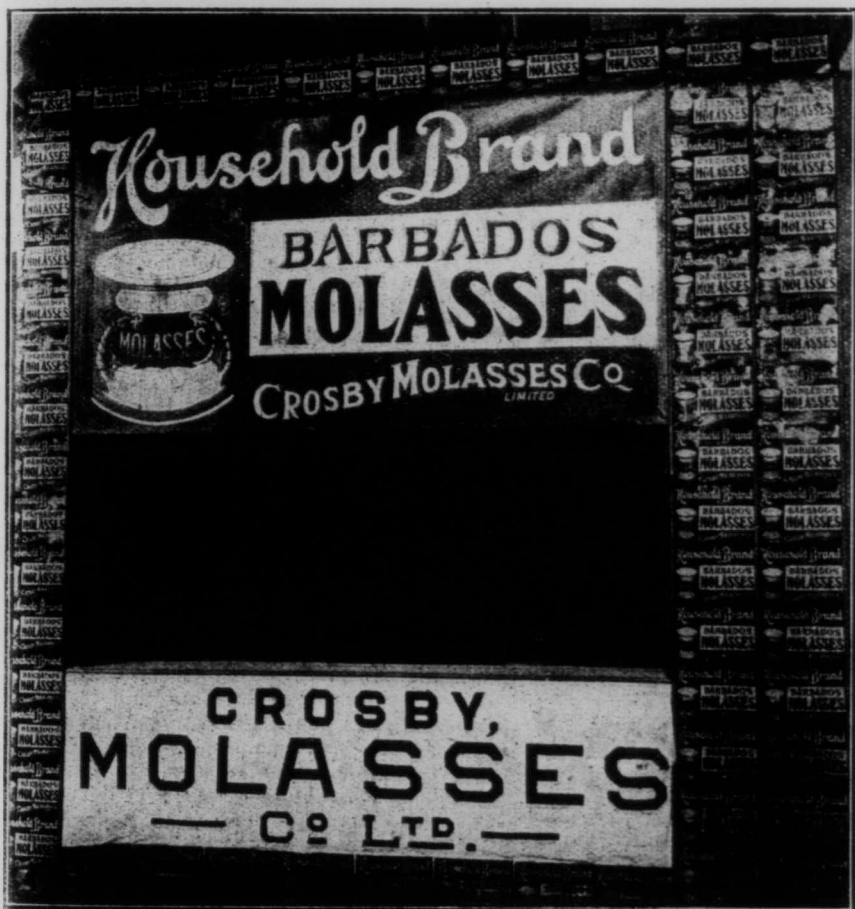
NORVAL MILLER PASSES AWAY.

Robt. Noble, Who Had Built up a Successful Business Died on Monday.

One of Ontario's prominent millers passed away on Monday in the person of Robert Noble, of Norval. Mr. Noble was born at the Howe Mill, Cumberland, Eng., and came to Canada in the early fifties. He began work at the old Wentworth Mills at Dundas, and after three years' service was sent to a new steam mill at Elora. At the end of three years the mill changed hands, and Mr. Noble went to Freelton, and after six years' successful work here he took a three years' lease of the mill. In 1868 he purchased the Norval Mills, which he has since conducted with a large measure of success. Mr. Noble was a member of the Toronto Board of Trade and the Dominion Millers' Association, and was also a director of the Farmers' Bank of Canada, the Canadian Millers' Mutual Fire Insurance Company of Hamilton, and has been a trustee of the Norval Public School for the past 25 years. He is survived by his widow, two sons, Maj. A. L. Noble, of Norval and Dr. R. T. Noble, of Toronto, and two daughters. Of late years Mr. Noble has done considerable export business, the product of his Norval mills meeting with considerable success.

AN ALMOND PASTE PLANT.

W. P. Downey, 24 and 26 St. Peter St., Montreal, has just completed the installation of a modern almond paste plant, which is now in smooth running order. The machinery is the most up-to-date, having been brought to Canada from Europe, where it was specially made, and the plant as it stands to-day is unique in Canada. Mr. Downey has in charge of this department one of the most expert chemists in the country.



ST. JOHN EXHIBITION—Exhibit of the Crosby Molasses Co.

strating as well as possible the points of interest in their well known brand of molasses. This firm are putting up at the present time a very nice, pure fancy Barbados molasses in 3, 5 and 10-pound tins. This molasses is produced from pure Barbados cane juice and is not mixed in any way. Some of the advantages to be derived by securing the handling molasses put up in cans are as follows: 1st, The molasses is all strained, and there is no dirt or sediment; 2nd, A grocer has to go to no one or trouble in selling; 3rd, From a consumers' standpoint, it is always in a convenient package to keep in a pantry; and last, but not least, it will not

S. N. Dougall and R. Wilson Reford to inquire into the advisability of having Canadian bills of lading for ships. The shipping protection societies of England, have pronounced in favor of eliminating from the bills of lading features which are objectionable to Canadian shippers. It was in view of co-operating with these British societies that the Council of the Board of Trade appointed the committee named. A circular was read at the meeting of the Council, from the Decimal Association of London, disputing the rumor that the decimal system had failed to accomplish its purpose in France. Further, it stated that the results achieved were so

News of the Canadian Grocery Trade

News from the Eastern Provinces

Market Changes in New Brunswick—Large Shipments of Potatoes to Havana—Arrivals of West Indian Products in Halifax.

ST. JOHN.

September 28.—Several important changes have been recorded in the markets during the past week or two and the prospect for this fall's business is that a higher level of prices will prevail on staple articles than for some years.

There has been almost a flour famine in St. John during the past three weeks. The strike on the C.P.R. has interfered with shipments coming forward, and it has been a very difficult matter for some of the merchants to fill orders as promptly as they would wish. It has been especially hard to procure sufficient of certain brands of Manitoba's, as the millers have been unable to get stock forward from the mills in Manitoba to Montreal, owing to bush fires on the line of railway, which resulted in the loss of two bridges and which tied up traffic at Fort William. The line, however, is now clear and the railroad is rushing all shipments forward so that there will be plenty of flour in about a week. The great export demand for wheat has prevented any lower prices on Manitoba patents. All grades of Ontario's advanced 15 cents on September 4, and a further advance is anticipated by the local dealers.

Oatmeal has advanced 10 cents a barrel, and the millers advise that there will be a further advance in the near future.

The sugar market has shown considerable strength during the past week, New York refiners having advanced 10 cents per hundred pounds on all grades. The raw market shows a further advance of 8 cents per hundred pounds, and still higher prices are looked for.

The molasses market is strong. Hogsheads of fancy Barbadoes are quoted at 38 cents, tierces at 40 cents, and barrels at 41 cents.

Pork is very high, an advance of \$2.25 per barrel having taken place this month. The best clear backs are quoted at \$25 a barrel. A further advance is looked for, as there is a great shortage of hogs, and the outlook is that all pork products will be higher. Pure lard is advancing with pork, and the price asked now, 14½ cents for tubs, is higher than ever before. Compound is a little easier.

The first shipments of Canadian onions have arrived and are being offered in 75-pound bags.

Cheese is very high and is expected to go still higher. The price asked now is 14 to 14½ cents for good stock.

Eggs and butter continue very high, the quotations being considerably in excess of other years at this time.

Great quantities of Nova Scotia apples are arriving daily in schooners. Gravensteins are very plentiful and are selling from the vessels at \$1.75 to \$2 for No. 1, and \$1.10 to \$1.25 for No. 2.

Record shipments of potatoes are being made from Carleton County.

Seven thousand cases of sardines were lost at Lubec, Maine, on Wednesday last, when the floor of the Lubec Sardine Company's warehouse collapsed and allowed them to slide into the water. There were 21,000 cases of the fish all without covers, but two-thirds of the goods did not go into the water. The loss on the sardines is placed at \$6,000 and the damage to the building \$1,000.

The F. E. Williams Company, of this city, is sending a large shipment of potatoes to Havana, Cuba, by the next trip of the steamer Talisman from this port.

A number of schooners are bringing the potatoes from Nova Scotia. In all about 1,000 barrels are being stored here ready to go forward.

Exhibitions were held last week at Sussex and Woodstock, and were largely attended. A good class of exhibits were shown in industrial, agricultural and live stock departments.

G. W. Green, of Hartland, has disposed of his stock of general merchandise to Ziba Arceer.

HALIFAX.

September 28.—All branches of the grocery business are now very active and the commission men have about all the trade they can handle. Plums have been more plentiful during the past week than was expected, and sales were heavy, though prices were high. Pears are plentiful, and are selling at \$4 per barrel. Crabapples are abundant, but they are very slow sellers. The quality of Gravenstein apples now coming on the market is very fine. The stock is free from blemishes, nicely colored and the price is reasonable. The best No. 1 stock can be purchased for about \$2.50, No. 2's from \$1.50 to \$1.75, and No. 3's from \$1 to \$1.25.

Train loads of apples are rolling into the city daily and large shipments are being made to the British market. Over thirty thousand barrels were shipped from this port during the past week. The steamer Halifax City, sailing for Liverpool took 17,099 barrels (a record cargo for one ship), and the Furness liner Kamawha took nearly 15,000 barrels. According to advices received here, prices

rule low in London, but there is a good market in Liverpool. In the latter market Gravensteins are quoted at from 22 to 25 shillings, Fallawaters at 23 shillings, Alexanders at 20 shillings, and choice Kings up to 29 shillings.

A. L. Phillips, the representative in Nova Scotia of Lever Bros., of Sunlight soap, is in Sydney this week completing arrangements by which in the future Halifax will be the only distributing point in Nova Scotia. The stock in the company's warehouse in Sydney will be immediately shipped to Halifax.

Green tomatoes are in good supply and there is a heavy demand. They are quoted at 70 cents per bushel.

The West India line steamer Amanda arrived here this week from Jamaica and Turk's Island. She has a large cargo including about one thousand barrels of oranges, coconuts and other fruits to land here. The orange season is now fairly started in Jamaica and for some time to come the West India line boats will carry large quantities of fruit to this port.

Heavy exports of potatoes continue from this port. The steamer Pors, sailing yesterday, for Havana, took 6,400 barrels of stock grown in the Annapolis Valley. The potato trade between Nova Scotia and Havana is increasing every year.

Dairy butter is now coming in more plentifully and is quoted at from 22 to 24 cents. The commission here freely expresses the opinion that Nova Scotia farmers do not produce sufficient butter. There is a good market for all that they can produce. Creamery butter is quoted from 27 to 30 cents, and the supply is just about equal to the demand.

Notwithstanding the fine mild weather the receipts of eggs are small. They should be more plentiful under the very favorable conditions for laying. Case stock is quoted at 23 cents, and fresh laid from 25 to 27 cents.

MONTREAL.

September 30.—Many stores about town have their windows decorated with large bouquets of flowers which is exceptionally attractive. One store has potted ferns and palms on both sides and at the back of its display. This touch of green plant life makes a very effective border for a display of canned goods, which are labelled in brilliant colors. Demers' meat and provision store, Notre Dame Street, also presents a very creditably dressed window this week. Different colored vegetables and fruits are worked into a very pleasing design.

H. C. Smith, corner Esplanade Avenue and Villaneuve Street Annex, has found a new position in which to place attractive pictures that he receives with his

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goods. He has arranged these in a circle around the ceiling where they show off to good advantage and are not in the way.

A singular distinction has been conferred upon Henri Jonas, of Montreal. At a recent meeting of the Chamber of Commerce he was presented with a diploma, creating him Commander of the Order of Nichan Itikhar, by the French Republic. Mr. Jonas came to America many years ago, and settled in Montreal, where he engaged in the manufacture of flavoring extracts. Since then he has met with a large measure of success, both in business and social life. He is a member of the Board of Trade, the Chamber of Commerce of the district, and has been President of the French Chamber of Commerce from 1900 to 1904.

His name appears in the membership of all the prominent French clubs and societies of the city. It is in recognition of his services to the French Chamber of Commerce, as well as his deep personal interest in the well-being of his compatriots, that he has been singled out for this distinction.

A rather good story concerning the difficulties of a local grocer who had placed his business on a cash basis, after having given credit for a number of years, was related to a representative of The Grocer a few days ago. The grocer said: "One day a lady whom I knew was quite able to pay her debts, came in and asked me to trust her for something, which she had first inquired the price of, and without saying anything, I smiled and pointed my finger at the sign reading 'No Credit Given,' at the same time, however, drawing from my pocket the price of the article which she desired. During this time all of my clerks were interested spectators and were wondering whether I would waver or not. The lady, who was a sensible woman, saw the point and accepted my personal loan to pay for the goods which she required. I accompanied her to the door and explained in a voice inaudible to the clerks, that I was obliged to practice a rule which I had enjoined my staff to put in force. She laughed and never afterwards forgot to bring her purse."

districts is a little off. Most of the onions grown in the interior are shipped out of the Province, and the local supply is hardly enough to meet the demand. On Vancouver Island, good onions are also grown, and while Californias are on the market, they do not have that hold that they otherwise would if there were no producing districts in the neighborhood of the large cities.

Hon. W. T. Finlay, Minister of Agriculture for Alberta, was in the city this week and gave some interesting information in regard to the large amount of butter brought from Alberta to supply the demand in British Columbia. About \$100,000 worth is imported annually, and he pointed out that not only might this be circulated here, but this Province might also enter into competition with Alberta in the butter trade of the north and in Japan. "Great success has attended the Government creameries in Alberta," Mr. Finlay said, "and a much larger amount of butter has been turned out this year, though the amount is nothing like it would be if all the farmers took advantage of the creameries. We find good customers in British Columbia and Japan. We get a good price for the article, but it is in so much demand that we could sell many times as much more if we could get the cream. This will be the best year for price, which now averages 26¢ clear to the farmer. In British Columbia and the north we sell annually \$100,000 worth, and the quality is recognized as being about as good as that produced anywhere." British Columbia ought to make a good creamery country, he remarked. In this connection, on the lower mainland of British Columbia and on Vancouver Island, the creameries were a decided success, but in the dry belt, where the growth of grass and fodder is not so good, and where there are colder winters, the creameries have not done so well.

The fruit and vegetable cannery at Kelowna is now in full operation, and will have a considerable output for consumption in the Province.

PERSONAL NOTES.

Fred Hughes, Montreal, is off on a fishing expedition.

Harold H. Hughes, of Fred Hughes & Co., Montreal, has returned from the Ottawa Fair where he was in the interests of Spratt's Dog Foods, for which the firm are agents.

W. H. Millman, of Millman & Sons, Toronto, was in Western Ontario last week on a business and pleasure trip and acted as judge in some of the horse classes at the London and St. Thomas fairs.

S. J. Mathewson, Mathewson's Sons, Montreal, left on Tuesday on a ten days' shooting trip. He will spend the better part of the holiday in the neighborhood of Little Metis, Que., where is located his summer home. There will be danger in the air for ducks during the next week.

Western Province Notes

Vancouver Grocers' Association Elects New Officers—Local-Grown Oysters Finding Favor in British Columbia Markets.

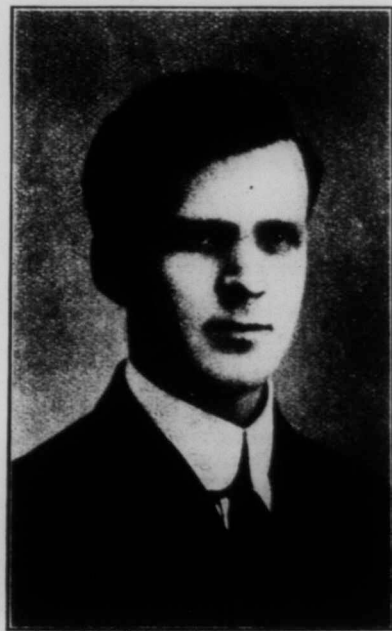
VANCOUVER.

September 26.—The Vancouver Retail Grocers' Association has elected the following officers for the ensuing year: President, Luther McTaggart; Vice-President, W. Clark; Treasurer, T. J. Hunter; Secretary, W. J. C. Hunter; Directors, George Hobson, W. H. Walsh, Frank Wright, Thomas H. White, F. Welsh; Auditors, F. McDowell and John Kyle.

Local grown oysters are now on the market here and are giving the best of satisfaction. They are even bigger than the imported, and have a flavor which is indigenous to Pacific coast shell fish, and which is preferred by most people. The oysters were imported when quite small by the Crescent Oyster Company, composed of Vancouver men, and planted in the salt water at Mud Bay, just north of the international boundary line. This is the first lot to appear here, and from present indications it looks as if the venture will be a success. This is not the first Pacific coast oyster that has been sold here. The Drayton Harbor Oyster Company, of Bellingham, has been placing them on the market here for some time, and when they are ordered on the shell very few people know that they are getting Pacific coast bivalves. B. W. Huntoon, superintendent of the company at Bellingham, was in the city this week, and in speaking of the peculiar flavor found in the oyster here, said that an Eastern oyster man declared that for that reason the ones grown on this coast surpassed those of the Atlantic.

Local fruit is now on sale in all

grades and quantities. Grapes from California are about the only thing from the South that is in favor at present, with perhaps the exception of onions. Good



LUTHER McTAGGART,

President-Elect Vancouver Retail Grocers' Association.

onions are grown in the dry belt of British Columbia and in Chilliwack district, on the lower mainland, but the quality of the onion grown in the wetter

Interesting Ontario Items

Fruit Jars Scarce in Different Parts of Province—A Scheme for Retail Collections From St. Catharines—St. Thomas Grocers Win at Horse Show.

ST. CATHARINES.

Sept. 30.—Farmers here at last begin to realize that potatoes are grown in other sections of the Dominion as well as in the Niagara district, some being offered here last week at 60c per bushel. This drop, from the high prices that have been ruling was due to the fact that two carloads have been received and distributed to the trade by a local wholesale house. The potato crop in this section is a failure, but with large offerings from other parts of the country prices will be about the same as last year.

The stock of fruit jars is exhausted. Both retailers and wholesalers are glad. Heavy stocks were purchased in 1907 but sales were small, leaving large supplies on the retailers' hands. These have now been turned over at a profit much to the grocers' satisfaction.

W. Buchanan, baker and confectioner, on James St., was compelled to close on Saturday. At this writing it cannot be learned whether an assignment has been made or not. This is the second failure to record in this month. The other being Geo. Thomas, proprietor of the Thomas Cafe, and the Paris Candy Kitchen.

Clark Bradley, manager for Bradley & Son, at Niagara Falls, is enjoying a week's rest at his home in Merritton.

Grocers, as a rule, are poor collectors and those of this city seem to be no exception to the rule. The writer has had in mind a suggestion for overcoming this weakness and offers it here for consideration. Some grocers are opposed to associations but this plan can be worked on its own merits. Call a meeting of all retail merchants, appoint a secretary, treasurer and executive committee. Then ask each merchant to furnish a list—full name and address—of each credit customer, stating whether the customer is prompt pay or slow, or whether the account is dead. From the lists sent in the secretary then proceeds to list each name alphabetically, and after each places the rating to which the customer is entitled. Other information, such as whether the customer owns property, etc., can also be added from time to time. This information in the hands of the secretary is then to be given retail merchants only on request. The plan is to give the merchant much the same service in regard to his customers as is at present supplied to the wholesale trade by Dunns and Bradstreets. The points that appeal to me in such an arrangement as this, as far as we grocers are concerned, are these: Every line of retail business would be interested. Thus, if a customer asks for credit, the grocer asks the secretary for a rating. He learns at once if any old accounts are

held against that customer, if slow or prompt pay, if purchases are being made on the instalment plan, all extremely valuable information if grocers are going to reduce their bad debts to the minimum. In smaller places one of the merchants could act as secretary. In large towns and cities it would be better to place the secretary on salary and have a small office. An ounce of prevention is better than a pound of cure. If every grocer will make this the motto of his credit department and investigate every customer thoroughly before extending credit there will be no need of collecting agencies at 25 per cent. commission and fewer division court disappointments. Do you think the above plan a feasible one in your town?

McLaren & Co., of this city, are planning an excursion from Niagara Falls, South, and all points between there and St. Catharines to their store. The return fare is 15c to the excursionist—the regular fare is 60c. This firm held a similar excursion in the early summer from Welland. This latter was a huge success. Large crowds visited the city and McLaren & Co. reported sales for the day equal to Christmas business. Nearly all the stores on the main thoroughfare derived some benefit from this excursion. Weather permitting the excursion this week will likely prove as successful as the former one. Original business getting methods backed by good goods and service are sure to bring results.

Sherwood & Son are having a new warehouse erected in the rear of their store. The living rooms over the store are also being turned into warerooms.

INGERSOLL.

Sept. 29.—Predictions were shattered and money saved for the consumer by developments in the fruit market here during the past few days. Large receipts and excessively warm weather for the autumn season were the factors responsible for the great decline in prices. Nearly all week the retailers were carrying unusually large quantities of grapes and peaches, considerable of which was received fresh daily. The demand was heavy and justified, the placing of large orders on the part of the merchants, but the continued warm weather soon began to have its effect on the already well-ripened fruit. About the middle of the week the price of grapes, any variety, which for years has remained stationary at twenty-five cents per basket, was reduced to twenty cents. Another drop to fifteen cents per basket followed and on Saturday the unprecedented spectacle of two baskets selling for a quarter was witnessed.

Once the cut was made, of course, it was necessary for practically all handling fruit to fall into line if they wished to dispose of what they had on hand. One merchant was heard to express himself very emphatically and with a rather indignant ring at the price being cut to two baskets for twenty-five cents. He considered this price absolutely absurd, claiming that the grapes were wholesaling for a higher figure right at the vineyard. However, be this as it may, the public were offered an unexampled opportunity to buy to advantage and hundreds of baskets of the fruit were turned over in a couple of days. Peaches were also sold at a big reduction in comparison with early prices. First quality Elbertas, which some people consider nearly equal to the Crawfords, sold at 60c per basket, while others of a smaller variety, but sound, and excellent for preserving, sold at 35c per basket.

For the first time this season potatoes were marketed in fairly plentiful quantities on Saturday, the sample, as a rule, being better than was expected earlier in the season. Reports from many sections are to the effect that the yield is not large, although the quality is comparatively good. Most of the sales on Saturday were made at one dollar per bag and it is hardly probable that the price will be any lower. Owing to the unusually warm weather and the drought the potato vines matured much earlier than in previous years.

At the Ingersoll Fair, which was held on Tuesday and Wednesday last, the apple exhibits were of especial interest. Although reports have been received that the crop is not a heavy one, the quality in this district, if one is to judge from the samples on exhibition at the Fair, is as good as ever. In the majority of classes there was a full representation, the specimens being large and unblemished. This is one of the sections in which the growers have realized the advantages which accrue from spraying. When spraying was in the experimental stages with the Government several years ago this was one of the first districts chosen for demonstrations. Many of the large producers who then made a test of spraying found it profitable and they have continued the process without interruption, the result being that they have usually had a good yield of fruit, most of which has been of the very best quality. Not only in apples but also with plums and even the small fruits has spraying been adopted most successfully.

Honey continues to be a scarce commodity and the price is consequently high. The dry weather is also blamed to a certain extent for a small production of the fluid. The clover, and in fact other flowers and blossoms, are said to have perished unusually early as a result of the long dry spell and without the material to work on the busy bee has been unable to show results as compared with previous records. Lovers of honey will note the difference, particularly in the price which they are called upon to pay.

Eggs have advanced from 18c to 20c per dozen and it will not be surprising if the quarter mark is reached before Christmas.

LONDON.

September 30.—Wholesalers report business fair. Teas are rather quiet and prices firm. Fine teas are higher. Raw sugars are fluctuating in price, but there is no change in refined. Peels are in and other Christmas fruits are on the way.

With retailers trade continues fair, with collections rather slow, owing to many mechanics being on short time. An early improvement in this respect is looked for.

As a result of the shortage of fruit grocers have been able to sell off a quantity of sealers that are not just up to date, and have been lying on the shelves for half a dozen years or more. Wine quarts have long since been sold out, and as that is the popular size, many users have been disappointed.

Honey is coming in freely, the crop being much better than last year's. A good quantity has been shipped to the Northwest, where there is a profitable market. The principal of the Mount Elgin Institute, which raises a lot of honey, says he can pay freight to the new Provinces and still have better returns than by selling nearer home.

The dissolution of the partnership of Bloomfield & Lewis, grocers, is announced. W. Bloomfield will continue the business.

New layer figs are now in the retail stores, considerably earlier than usual.

There is still a prospect of London keeping the Canadian Packing Company, whose premises were recently destroyed by fire, and although Petrolea and Chatham are both after the concern, the Mayor is hopeful it will not leave this city. He favors offering the company a better site than that on which the old buildings were located, as an inducement to remain. The manager is now on his way to the Old Country to consult his employers, and until he returns nothing definite as to the company's intentions will be known. Meanwhile another company in the same line of business is looking to London as a place of location.

CHATHAM.

September 30.—"Business is good." This is what one hears all along the line these days. "September has been the best month since I started business," remarked one grocer to The Grocer representative yesterday. "My business for the month has been between \$500 and \$600 more than for the same month last year. Of course, trade has been stimulated by the demand for jars and for sugar, in consequence of the plentiful supply of fruit, but that doesn't account for more than a part of the increase."

The rain on Monday will do quite a bit of good, though it would have helped a couple of weeks sooner. Fruit trees suffered somewhat from the drought, in many instances peaches, though numer-

ous, being smaller in size than they usually are. The crop has been so large, however, that even the drought has not had much effect. The rains, provided they do not continue too long, will benefit the wheat.

Now that the autumn is coming on, quite a number of local merchants are using autumn leaves to help out in window dressing. A local dry goods man every year features a "harvest sale," and, while sales are fortunately out of the grocer's usual line, the "harvest" effect can be worked in very prettily.

The difficulty of securing fruit jars, and the impossibility of securing a perfectly sound shipment in any case, still excites complaint. "I will lose just ten cents on that box of jars," remarked a local merchant to The Grocer man a few days ago. Out of a dozen quart jars, three were completely smashed; the top of a fourth jar was split across; while how many more were damaged it was impossible to say, owing to the fact that the two "protecting" bars across the top of the box had not yet been pried loose to permit a closer investigation.

The West Kent Agricultural Society's annual fall fair—better known as the Peninsular Exhibition—took place on Tuesday, Wednesday and Thursday of last week. It was the best attended in years, which is another significant feature of the return of prosperity, while the exhibits were more numerous than usual. The fair brought large crowds to the city, though these people, since they were pleasure-seekers, brought little more business to the grocers. Though, in common with merchants in other lines, the grocers contribute loyally to the prize list, they make no use of the advertising facilities offered by the main building.

Ex-Ald. Wm. Potter is understood to be a likely candidate for the 1909 Mayoralty. Though defeated last year, owing to a peculiar combination of circumstances, the Queen Street grocer feels that he would enter this contest under more favorable stars. The precedent is for the defeated candidate of one year to be elected by a sweeping majority next time. Ald. John Edmondson, the father of house numbering, will likely run also.

Market fees, concerning which St. Thomas is in the midst of a strenuous struggle, have been in existence here from time immemorial. The fees were increased at the time the new market was built; and, though there was some outcry at the time the number of market patrons has largely increased. Certain spaces are let by the year, while the remaining spaces are allotted to transient vendors at so much a day.

This vicinity seems to be suffering from an egg famine. On the market last Saturday very few eggs were to be had, and vendors asked as high as 22c a dozen. The price all summer ranged from 17c to 18c.

It is reported that through the inability of manufacturers to furnish baskets and of railways to furnish ice cars, the Southwestern Michigan grape growers will be unable to market more than half

their crop. The crop is one of the best in the history of the industry, but thousands of vines are not being picked; the loss as a result will, it is said, aggregate \$1,000,000.

J. Caron, the Ridgetown confectioner, has put in a stock of groceries, and will run the two businesses in conjunction.

That this is the banana belt of Canada was once more shown by the fact that home-grown peanuts and sweet potatoes were among the exhibits at the Leamington fair.

Harry A. Andrew is the latest Chatham grocer to use newspaper space. Mr. Andrew has secured a corner on the front page of a local paper, right next the headline, and is making some attractive announcements.

The marshlands in the vicinity of Leamington are becoming famous for their onion crop, which is now being harvested. The marshlands seem peculiarly adapted to raising onions, which this year have been a good crop, the conditions being very favorable for ripening. Shipping is now in progress, the demand being good and prices fair, 75 cents a bushel being paid at the car. An average crop is 400 bushels an acre, while the marsh can grow onions of a quality and size heretofore undreamed of. The large onions supposed to be grown only in Bermuda are said to grow here to greater perfection. The crop is so important that the M.C.R. talk of putting down a spar line, to facilitate handling.

GUELPH.

September 30.—As a provincial authority Prof. Zavitz, of the Experimental Department of the O.A.C., makes the statement that not only is the drought doing serious damage to the root crops, but as well to the fall wheat. There are one hundred and fifty thousand acres of turnips in the province, and while the professor does not look for this crop to be ruined, he states that the lice, which thrive in hot weather, are doing a great deal of damage and that growth is practically at a standstill on account of the dryness of the soil. Regarding the fall wheat, the professor states that the crops that are coming along all right, thus far, are those where the fertilization of the land has been looked to, where the land is poor the wheat promises to be a failure.

There was a large crowd of people in the city on Saturday, but they certainly were not on the market, and those who were did not seem to have any produce with them. It must be that the farmers have not the stuff at present for there can be very little to keep them at home this weather. Inside the market was particularly small and famine prices prevailed for butter and eggs, while on the outer market the Hamilton fruit men practically did all the business. Eggs went as high as 25c, and butter from 25c to 27c, exorbitant prices for this season of the year. Chickens were sold from 75c to \$1 per pair, while ducks sold from 90c to \$1.25, but there was not much demand for the latter. The wonderful crop of tomatoes this year has knocked the price to as low as 10c a basket for good sound

stock. Potatoes, also, are very low just now, one man only getting 40c a bag for his goods. Apples brought from 50c to 75c a bag. The fruit offering was good, the range being wide and the prices for both fruit and vegetables within the reach of everybody. The stores all seemed to do a good business.

There is now some talk of an appeal in the butter case, in which judgment was given against the chief of police for illegally confiscating short-weight butter on the market. The case is a very interesting one and will open up a great field for argument if the case goes to a higher court.

Last Sunday Domingo Twebesco, who keeps a grocery and general supply store on Toronto St., was caught by the police doing a rushing business in tea, bread, cheese and tobacco, and as a result the charge was laid for a breach of the Lord's Day Act. Now they find they have to get permission from the Attorney-General's Department before proceeding. It is a mighty funny thing to me how all summer in one Greek store at least they have been doing business in confectionery and cigars, and we hear occasionally what is going to happen but they are still doing business. Most of the drug stores also do quite a trade in cigars on Sunday, and if it is fair to allow one line of business, it ought to be also fair for the others. The Merchants' Association could handle the case to a nicety if they would do so.

Jas. Gow has returned to the city, after a trip to New Ontario, where he has some claims. He is very much interested in the development of the country.

A despatch from Ottawa tells of counterfeit bank bills having been passed there and one teller in a bank detecting \$37 in bogus bills in one deposit. It was interesting reading, but the idea I would like to get at is why was not the name of the bank and also a description of the bills given, so as to give merchants and business men a chance to protect themselves as well as the banks. It is not a very comfortable sensation to be told by the teller your money is N. G., when you get to the bank after working hard to get it.

There is talk of a hard winter ahead but the fruit par men ought to have a busy time, as the stocks all over seem to be getting very low. It is a good thing for the grocers to get a chance to clean up on jars, as generally too many have to be carried all winter.

ST. THOMAS.

Sept. 29.—The St. Thomas Horse Show held last week was a great success and one of the most encouraging ever held in Canada. The interesting event to the grocers was the delivery wagon contest in which the following awards were made: 1st prize, J. A. McCance; 2nd prize, C. R. Ead; 3rd prize, Mordy & Clark; 4th prize, J. F. Pelan. W. H. Millman, of Millman & Sons, Toronto, was one of the judges.

The markets last Saturday were well attended. Butter sold for 28c and eggs advanced to 23c and 24c per dozen, owing to the moulting of the hens and consequent light supply. Potatoes were somewhat easier and sold from \$1.10 to \$1.20 per bag. One grocer brought

in a car and had them put in his cellar for ninety cents per bag. This will assist in lowering the present high prices, as others will follow suit and the public can thank the grocers for getting the price down.

Inspector Shaw had a couple of London men summoned before Police Magistrate Glenn for peddling in the city without a license last week, and although Mr. Shaw caught them in the act the case has been twice-remanded and they still continue doing business. The butchers who have lately been cutting prices held a meeting and as a result have agreed to discontinue such methods, another proof of the benefits of organization.

The Western Dairy and Provision Co., of this city, were awarded 1st prize for their butter exhibited at the London Fair and the grocers at the present time are retailing Elgin creamery, made by the said company, for from 28c to 29c as low as dairy butter is now sold for on the market. Although the dairy butter is much inferior in quality as a rule and creamery prints are from two to three cents higher, the grocers buy the creamery for 25c per lb., which makes it the most profitable, besides you never get creamery returned to you, whereas the farmers' article is often returned and the grocer meekly stands the loss and disposes of it for baking purposes.

H. F. Johnston, who recently disposed of his grocery business to Norseworthy & Co. is now located in Winnipeg, Man.

BERLIN.

September 29.—Charles Dunke, of C. B. Dunke & Co., grocers, has just returned from the west, where he, along with a group of men, purchased tracts of land in Alberta. The conflicting rumors as to the state of the crops throughout the wheat country make his report a most satisfactory one, as he says he found excellent crops wherever he went, and he covered a great deal of ground. Business prospects were, consequently, brightening very noticeably. In the absence of Mr. Dunke, Joseph Good, formerly proprietor of the Market Grocery, relieved at the Dunke grocery.

Harry Lang, formerly with Beck & Schell, has joined the staff at Betzner's grocery, succeeding George Kalbfleisch, who has gone to Preston.

Henry Wibber, who recently built a fine block for his confectionery store and manufactory, has added to his business a first-class restaurant, which was a thing badly needed in this growing city.

Operations have been resumed at the Ontario sugar factory, under the direction of James Fowler, and consequently contracts with farmers for the growing of beets will be renewed after a year of idleness at the plant.

KINGSTON.

September 29.—Saturday's market was phenomenal, the largest in years, thanks chiefly to the doing away with

tollgates. It would still be larger if market fees were abolished and heavier licenses put on peddlers who do not grow their own stuff.

If Kingston had a canning factory it would help the gardeners here a lot. The supply always exceeds the demand. About a thousand bushels of choice tomatoes were taken off our market Saturday by gardeners to be used for feed for cattle.

George Bowden, who sold out his stock and goodwill at Catarauqui to Rees & Ward, is looking for another store to start up again in Kingston.

W. R. Knight has been secured as head clerk for George Gibson's grocery. He is known by farmers from all sections having run a store in Sunbury for several years.

James Martin, of Brewer's Mills, has secured a position at one of Gilbert's stores.

J. Y. Parkhill reports a scarcity of lard and predicts higher prices.

Stanley Parkhill, one of the best athletes of the Y.M.C.A., had a close call in carrying a cheese down the cellar the other day. The bottom came out and he fell over the cheese, and the cheese fell over him, turn about, five times. An encounter with a bear wouldn't show more rips and scratches. The cheese came off better, having only a few bruises.

Hon. Wm. Harty is again the unanimous nominee of the Liberal party. He was in his younger days a grocer. That's where he got his backbone. He has never known defeat. His opponent this time is Dr. Ross, at present Mayor of the city.

N. P. Wood has sold out his stock and goodwill to John Eves, who ran a store at one time on Market Street.

As I am writing the rain is pouring down in torrents and wind blowing 100 miles an hour. There will be a big drop in apples this week.

A well-attended and important meeting of the retail merchants was held in the Board of Trade Hall on Friday, September 18, when James Eadie, chief organizer of the Retail Merchants' Association, was present and addressed the meeting on "Some of the Things We Are Doing and Some of the Things We Have Done." The work of the association was summarized and the progress made shown. The address was received very favorably. The Kingston branch of the association is growing and now numbers about eighty members.

OTTAWA.

September 30.—The Ottawa market on Saturday was not a very big one, rather below the usual attendance on Saturday. Then, too, it was Hebrew's New Year's Day, and there were none of them on the market, which made quite a gap in the ranks of the vendors. There was but little change from last Thursday's prices in anything. Vegetables were featureless. There was, however, a very good supply of celery at 40 cents a dozen, and corn was a little more plentiful than last day. Butter was the only commodity

which exhibited much change in price. There is very little grass in the country now, and, as a consequence, butter was selling as high as 28 cents per pail. Eggs, however, are still very reasonable at 22 cents to 25 cents per dozen.

The rather summery weather Ottawa has been favored with recently is stated to have had rather a deleterious effect on the apple trade. Asked as to the reported scarcity of the fruit this year, a well-known dealer in them asserted that though the local crop is a poor one, that of the West is very good, and that no scarcity is to be expected in this line this season.

Mr. M. Desilets, grocer, corner Dalhousie and St. Andrew Streets, is retiring from business. His entire stock of groceries, fixtures, etc., was sold by auction on Monday.

A very pretty wedding took place in this city on Tuesday, September 22, when G. O. Clark, of Clark & Reid, the brokerage firm, was married to Miss Laura Pownall. Shortly before the happy event came off friends of Mr. Clark made him the guest of honor at a banquet and theatre party.

SUBSTITUTES FOR COFFEE.

Numerous Plants Used in Place of Original Article.

There would appear to be at least two reasons why substitutes for coffee are sought—the high cost or absence of the real product, and its injurious effects when used to excess, says a writer in the Literary Digest. Prepared coffee substitutes placed on the market usually emphasize the latter reason, but many substitutes are or have been in common use that seem to depend for their existence on the former. In many cases persons acquire a liking for the substitute and come to prefer it to the real article, thus adding a third reason to the ones noted above. Says Charles Groun in La Nature:

Properly speaking, there are scarcely any real substitutes for coffee. The substances used to replace it are mostly like it only in appearance, hardly in taste. Many of them, besides, are not used alone, they are mixed with real coffee as adulterants.

Coffee belongs to the family of Rubiaceae or Coffeineae and to the genus Coffea. It gets its stimulating properties from a nitrogenous principle, caffeine, identical with that of tea. The different cultivated varieties contain this in very variable proportions.

Many non-cultivated species of the genus do not contain it at all, but simply a bitter principle which remains partly after roasting. It should be noted that most of the substitutes for coffee also contain a bitter principle.

Outside of the genus Coffea, the family of the Rubiaceae includes several species whose seeds, when roasted, are sometimes utilized in place of coffee. Among these species may be cited the following:

Psychotria herbacea, an exotic plant.
Galium aparine (commonly called in

France gratteron, or scratchweed), common throughout the country, esteemed by farmers a noxious weed. Its seeds are quite large, 3 to 6 millimeters ($\frac{1}{4}$ to $\frac{1}{2}$ inch) in diameter, and covered with a thorny skin.

The following plants also furnish seeds sometimes employed as coffee substitutes:

Oriental cassia, the black coffee of Senegal, Martinique and the Gaboon, a leguminous annual shrub, whose seeds are sometimes imported into England and Germany.

Spanish astragal (Astragalus baccatus), a leguminous plant with white flowers, of the Hispanic peninsula; the use of its seeds as coffee was very widespread during the Continental blockade.

The lupins, sometimes called native coffee. The best known from this point of view is the Lupinus varius, a small blue lupin with blue or white blossoms and round seeds spotted with white or gray. The Lupinus hirsutus or Pulosus has also been used—a large blue lupin largely employed as an ornamental plant in our gardens. The seeds of other species are used as food, after freeing them from the bitter principle common to all lupin seeds. One plant of the genus, the Lupinus luteus, has pronounced poisonous properties.

Gumbo (Hibiscus esculentus), an annual plant of the mallow family (malvaceae) with sulphur-yellow flowers.

There have also been attempts to replace coffee with sweet acorns, asparagus seeds, various grains, holly seeds, etc. The only substitute for coffee that is in current use among us (in France) is the roasted root of the coffee-chicory, which is very commonly cultivated in the north of France and in Belgium.

After drying and roasting, the product, in which the proportion of water is greatly reduced, is three or four times richer than the raw root. A great part of its elements being soluble in water, the infusion of chicory has some food value and it is comparable with coffee only in this regard; instead of being stimulating, however, it is depurative and purgative.

In Austria-Hungary there has long been in use, instead of chicory, dried and roasted figs; fruit of second quality is used and the product is exported to Asia Minor and sometimes to Algeria. In this latter country several manufacturing factories for the preparation of this fig-coffee have been established. The product has an agreeable taste of toasted almonds.—The Literary Digest.

NEW SAUCE MANUFACTURERS IN TORONTO.

A new concern for the manufacture of sauces, extract of beef and concentrated beef tablets, has been recently started at 27 Wellington Street West, Toronto, under the name of the Mason-Miller Co. The head of the firm, Mr. Mason, has had large experience in the manufacture of similar goods in England, and is turning out an excellent product. The firm's No. 1 sauce has been tried in

local hotels and restaurants and very favorably received. It is being put on the market through the jobbing trade, through whom sales will be made. The firm's extract of beef in glass jars, has in an attractive form in glass jars, has been used very largely in the English hospitals and should find ready sale here.

The firm is anxious to interest the retail trade in its goods and will send samples to any who mention The Grocer.

HOW TRADE IS LOST.

Have you ever wondered why the trade of certain customers who once dealt largely with you ceases suddenly? Have you ever seen a one-time patron pass your store and go into your competitor's? Have you ever wondered at the mushroom-like growth of some younger man who opened in your town and within a few years had the cream of the trade that had once been yours?

There's some mighty good reason, you can wager, and it may be just the fault of service, either on your part or on that of your employes. Emerson says: "The highest price you can pay for some things is to have to ask for them." Fair treatment and courteous attention are embarrassing things to have to ask for, and customers don't come to your store to be embarrassed.

The dollars and cents value of service as shown by such incidents in everyday business ought to set merchants thinking. Every instance of indifferent attention, every disagreeable or sarcastic word, every impatient gesture, every scowl or quick retort to a customer, spells LOSS—not mere theoretical loss, but loss that can be determined in money—that takes dollars out of your cash drawer and puts them into that of your wiser competitor.

Remember that courtesy and patience, sympathy and intelligent suggestion just as certainly spell GAIN, and the next time you are tempted to kick about your paint department take the time to go into the matter as I have, and you'll be ready to agree with me that there isn't a line that can be made more profitable to carry by the retailer, IF you but go at the thing in the right way.

HINTS TO BUYERS.

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

Laporte, Martin & Co., Montreal, are offering Tarragona nuts and Sultana raisins at attractive prices to those who take advantage of their offer promptly. This firm are also making prices alluring in many lines of dried fruits and nuts in stock and to arrive. Their stock is a very complete one and prices are right to those who take advantage of this opportunity early. Laporte, Martin & Co. apparently were not caught short of pink salmon, which they are now offering to the trade at a price which will allow the retailer to sell for 10 cents.—Advt.

G. Wallace Weese manufacturers' representative, Hamilton, has recently added several attractive lines to the already large list of agencies. He is established in Myles' fireproof storage warehouse at the corner of Main and Hughson Sts. and is giving special attention to storage and distribution.

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PRESS COLLECTIONS NOW.

The month of September has been a busy one for the grocer. With the business incident to fruit preserving and the furnishing of supplies for pickling, etc., he has been pretty well tied down. Now that the large part of this business is done he will have more opportunity to think of other things.

One of the matters to which the Canadian retailer can most profitably devote his time and thoughts just now is the collection of accounts. Several reasons emphasize the importance of giving attention to this now.

In the first place, the reaction from the stiff season of winter and spring is well under way. Money is considerably freer and the customers, most of them, have had a chance during the summer to get well on their feet. The accounts the grocers have been carrying from a philanthropic purpose, and there are thousands of such in Canada, should be cleaned up at once if at all possible. If not, the likelihood of gathering these in at all is exceedingly slight, for in a very short time, winter, with all its extra demands,

will be on us again and the cash will not be forthcoming.

Just now, too, the farmers are in pretty comfortable circumstances and should be able to settle all their obligations without difficulty. The Canadian farmer generally ought to be pretty well off all round this year. This condition, though, is particularly evident in the West. A gentleman closely in touch with Western conditions, in speaking to the writer the other day, said that the farmers of the West will this year receive twice as much for their crop all round as they did a year ago. It behooves Western merchants, then, to get their books cleaned up and to start the year with a clean sheet.

The wholesalers are showing their appreciation of present conditions by their activity in regard to the settlement of old accounts and their care in writing new ones. It is incumbent on the retailer, in his turn, and is much to his advantage, to take similar steps.

APPLE PRICES CLIMBING.

Already apple growers in New York State are asking from \$2.35 to \$2.50 per barrel for apples. Early in the season the price started off at \$1.50, and shortly after jumped to \$2. Many buyers took large quantities at these figures, and they stand to gain something for the price has gone up again, buyers offering \$2.25, but growers standing out for from 10 to 25 cents higher.

Many dealers say there is a similarity between New York and Ontario apples, only that the Ontarios are of a better quality, due to the better climate, the farther north the growing ground the better the quality. New York State apples come on the market a little earlier than natives, and it is not out of reason to say that there is an analogy in regard to prices here in Canada and those across the border. The Toronto market also opened at \$1.50, and while some few may yet be had at that price, the ruling quotation is around \$1.65, and even \$2.00 is asked for some grades. This bears out the prediction made in these columns a fortnight ago that \$2.50 would not be too high a price for choice winter apples.

Another feature that will send apple prices up is the exportation of the fruit. Just now Great Britain is using home apples, but in about six weeks American apples will be crossing the ocean. There was a hot spell in the fruit districts of England this summer which dried and burned up some of the fruit. This should stimulate demand. Again the fruit on

this side of the ocean is again of good quality. Against these two facts must be put the effect of the rather dull conditions prevailing throughout the British Isles. Whether or not this will curtail the demand for American fruit is as yet an open question.

VALUABLE MARKET REPORTS.

A couple of instances of just how valuable The Grocer is to some of its subscribers by reason of its practical and reliable market reports came to hand during the week.

One of our regular readers said to the writer on Tuesday: "I've been reading your cereal market reports right along, and, a few weeks ago, noticing how you were talking of dearer oats, I bought a car on the strength of it. I've already made at least \$25 on the deal, and am going to keep on reading The Grocer."

The other case was rather less direct, but illustrates how much we can sometimes do for our subscribers. A merchant in Nelson, B.C., after having read The Grocer of the week before, wired us last week: "Will buy car of eggs at your last quotations." Naturally enough, between the time the market report was written and reached Nelson, eggs had advanced a cent or two. With a view to giving the subscriber satisfaction, however, inquiry was made through the trade, dealers located who could fill the order and their names with the best current price wired back. One of the dealers mentioned told us this week that they had sent a car of eggs to Nelson. Pretty good business, wasn't it?

The moral of these two incidents is obvious. We want The Grocer to be of real dollars and cents value to its subscribers, and are trying to do what we can to make it such. If we can help you let us know.

TO TEACH ADVERTISING AND SALESMANSHIP.

That the art of advertising and the science of salesmanship are now regarded as great factors in the commercial world is proven by the fact that in New York classes have been formed among young men and women for the purpose of studying these branches. A definite schedule of the work to be covered has been made, and a strong course of lectures has been prepared. In the advertising course such subjects will be taken up as advertisement writing, preparation of catalogues, follow-up systems, laying out an advertising campaign, advertising problems of the dif-

ferent lines of business, value of trade marks, etc.

Another innovation is the introduction of a two years' course in salesmanship, designed to prepare pupils for expert sales service in retail and department stores. Lectures will be delivered on the art of selling, store organization, manufacture of commercial products, etc.

The Canadian Grocer, Hardware and Metal or Dry Goods Review, as the case may be, realizing the importance of these two features, has published valuable information regarding them both in its Talks on Good Advertising and in the reproduction of "Men Who Sell Things," now appearing in the paper in each issue.

COST OF DOING BUSINESS.

Much is being said and written about the necessity for manufacturers to arrive at the exact cost of making their products, figured to the minutest detail, in order that the selling price may leave a margin of profit sufficient to insure the permanent welfare of the business. This is none the less a necessity for the retail dealer in groceries. The discount allowed by the manufacturer or jobber is unimportant in itself. The important margin of profit is that which is left after every deduction necessitated by the proper conduct of the business has been made. In proportion as business increases, many dealers become lax in the detail of the daily routine. Such laxity is a forerunner of failure. The man who succeeds as a dealer, just as the man who succeeds as a manufacturer, is the one who knows accurately and definitely what every article costs him delivered to the customer, and who then allows himself a reasonable margin of profit over this figure. There are scores of dealers selling goods below cost to-day, thinking that they are making money on them, simply because they do not figure costs as they should be figured. If a man can succeed by these methods, he is defying a rule of economics which, so far as we know, is without an exception.

UNFAVORABLE WEATHER FOR MOLASSES.

Advices just received by Rose & Laflamme, Montreal, from the Barbados, dated Sept. 9, have the following to say regarding the molasses situation: "The growing crop is at the present time in a very critical condition. The rainfall for the past eight months has been smaller than for the corresponding per-

iod for some years; in some districts the canes, although low, have kept surprisingly green, but in others, they are undoubtedly injured, owing to the lack of moisture. Yesterday good rains fell in some districts, but not in others. Needless to say, we are all anxiously

hoping that September will be more favorable as regards the rainfall than was July or August." From this it would seem the extremely dry weather from which Canada and the United States has been suffering has also extended to the West Indies.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Fort William, Sept. 30.—"You would think there was not a bushel of wheat in the west, so chary is everyone of selling it," said the manager of one of Canada's leading export houses the other morning. And this is literally true. Receipts have been very liberal, but offerings were light every day of the week and prices ruled high and firm. There has been a moderate export trade, but the British buyer evidently hopes for a break in prices and buys cautiously and in limited quantities only, but the demand from eastern millers has been very good. There has been a noticeable lowering in grade this week, as the damaged districts are being heard from. The complaint of car shortage is growing more acute daily, though the receipts are so heavy. The fact of the matter is that the weather has been so favorable for threshing that a larger bulk of wheat is ready for movement than is usual at this season. So there is really something in the claim of the railways that they are moving as much as is reasonable to expect of them under the circumstances.

There has been a strenuous endeavor to get the wheat past inspection at Winnipeg, and for some days there seemed to be delay in getting it forward from Winnipeg to Fort William, so much so in fact that your correspondent made a daylight trip to the terminal towns to see what was doing and to judge what the handling would be like when there was a still greater rush of cars coming forward. Along the line there was no evidence of delay or blockade at any point, as of the 400 wheat cars counted in the 420 miles, only 41 were stationary. All the others had engines attached and were on the move. This, of course, did not apply to Kenora, where there were a large number of cars without engines, and it was impossible to say in what direction they were going. There was no appearance of congestion, however. At Fort William the arrangements for handling the crop this year are most complete. The new distributing yard at Westfort is in full commission. It has 13 tracks, each capable of holding 50 cars, and with a pony engine at work it is quite easy to distribute cars to the individual tracks of the various elevators at the rate of 50 cars an hour. It is a rule that this yard

must be cleared of all grain cars arriving that day before 10.30 p.m. It keeps the inspectors busy checking up the cars with the Winnipeg sheets, in order to be ready for their turn on the poling track. Everything in the way of freight coming in from the west is handled through this yard, with the exception of the cattle trains.

So far as the C.P.R. elevators are concerned there has been a material improvement in the arrangements for quick handling. A splendid new working house has been erected at elevator "D," the company's largest tank warehouse. This house is equipped with four tracks, where cars can be unloaded simultaneously and the building has an unloading and elevating capacity of 256,000 bushels every 10 hours, and will be in commission by October 1st. Many improvements and conveniences have been added to "B" and "C" and the old veteran "A" erected in 1884, has been re-timbered throughout. All the company's elevators are now operated with power from the Kakabeka Falls, and the electrical machinery is of the latest design. In addition to the four monster elevators of the C.P.R., there is the Consolidated. This is the elevator furthest up the Kaministikwia river, and is near to the G.T.P. bridge. Then there is the 750,000-bushel elevator of the Ogilvie Milling Co., and the Empire, a splendidly equipped house just at the mouth of the Kaministikwia.

All day long the big wheat boats are ranged alongside one or other of these elevators and the wheat pours in. It is just four years this month since your correspondent visited the terminals, and the development in that time is enormous. The coal docks have been doubled and at present the coal is going out to build up western stocks at the rate of 100 cars per day, while on Friday and Saturday 16,000 tons of coal were unloaded. At Fort William this month all energies are concentrated on two things, the getting of package freight and coal and the getting out of wheat.

The town of Fort William is growing rapidly and new buildings of the most substantial character are going up in every direction. The first wholesale house, a splendid warehouse for groceries and provisions, is just being completed. —H.

WHAT TO DO IN OCTOBER

Hints and Suggestions for the Mid-Autumn Month—Give the Windows and Store Interior a Suggestively Fall Appearance—Look After the Home-comers.

The extremely warm and summer-like weather which we have been having during September has somewhat prevented people from thinking seriously of the cool weather to come. These days, however, seem to have come on us suddenly and thoughts are now turned toward preparation for the late autumn and winter. In the summer time people desire foods which are the least heating but on the approach of the cold weather more heat-producing food must be taken, not only to supply the body with motive power, but to keep it warm. It is not necessary to be a physiologist to know what foods are rich in the desired qualities and the up-to-date grocer has sufficient knowledge to cover the requirements. This fact may be taken advantage of and should figure prominently in the month's advertising campaign in order that the people may know that their wants and requirements are properly anticipated by the grocer.

Make Known the New Things.

Some consideration should be given to the new products which make their appearance in the month of October. Principal among these are dried fruits and nuts, which are already on their way to be distributed throughout the country. In addition to these many of our own winter fruits and vegetables are highly seasonable.

When the things which are appropriate for consideration in this month have been determined the character of the displays and advertising may be decided upon.

Before anything is done, however, the store should be prepared for the new stock by a thorough overhauling and cleaning. And when this is accomplished the old stock and the summer goods should be relegated to less conspicuous places to make way for the more seasonable stock.

Change the Window Displays.

The window should have an autumn appearance. This may be accomplished by using autumn leaves or making the price cards in the form of leaves. Hams, bacon, lard, cheese, canned meats, etc., are suitable for decoration and they may be built up into numberless pretty designs or displays arranged on the floor of the window. Such foods as these are in more demand during the winter owing to their character. At this time of the year also, indulgence in cool beverages is dying off and the people are looking to hot drinks to assist in keeping up the body heat. Special attention, therefore, should be given to this matter and the materials used be given a prominent place. The consumption of tea and coffee invariably increases at this time of the year and the grocer who has a well selected stock will get the preference. Along the line of season-

able goods may be mentioned dried fruits and nuts which are arriving in large quantities from foreign countries. Suitable displays of these can be made. Frequently display cards are placed on goods stating simply the name and price of the goods advertised. This same card may be made more attractive by the addition of a sentence perhaps stating the locality in which the stock was grown and also informing the public that this locality has long been famous for its fruits of this variety. We will take, for instance, the case of Valencia raisins. To many the word Valencia conveys nothing save the fact that it is generally associated with this variety of a raisin. We know that the fruit derives its name from the province in Spain, where they are grown. No other part of the world has produced a variety with precisely the same flavor. These and other facts concerned with their production are interesting to the buyer. In making a display of raisins and other dried fruits certain salient features which apply to the particular variety advertised may be set forth.

Spices and Jars in Season.

October is a pickling month and in the smaller towns the piquant odor resulting from such operations are frequently met with. Just here a field is opened and spices and other things required by the housewife should be attended to. Nowadays many jars for this purpose are on the market, all of which possess more or less merit and if the grocer is discriminating he will select the best kind and bring the fact before his lady patrons. The essential point of course in the construction of a jar is its quality of rendering the interior air-tight. If, after the lapse of a few weeks, the housewife finds to her dismay that her pickles and preserves have gone wrong owing to some flaw in the jar, the grocer is more than liable to be informed of the fact.

Vinegars are largely in demand at this season of the year and special attention to them will result in increased sales. In this connection the grocers' mission is both educational as well as commercial. White wine vinegar is sometimes not fancied on account of its colorless appearance and extremely acrid taste. This makes the customer skeptical regarding its value and often the argument is advanced that it is "too acrid." They fail to appreciate the fact that pure vinegar is pure acetic acid in a diluted form, commonly known as white wine vinegar. The addition of malt or maple flavoring does not remove the fact that it is acetic acid although it may give it a more agreeable appearance. The illusion, however, is being eliminated in a measure with the diffusion of

more literature dealing with the composition of food stuffs.

Canadian beans made their appearance in October and their preparation in the form of "Boston Baked Beans" is always a delectable dish in the cool, crisp evenings of this month. The sale of breakfast foods, especially those which are served hot, receive an impetus at this time of the year and it is a good time for the grocer to examine his stock to make sure there is nothing alive in them, as this fact is most productive of dissatisfaction among customers and the impression which it conveys of the nature of the store is far from admirable. This condition, however, arises in the best ordered stores which are models of cleanliness, and the frequency of such difficulties can only be diminished by unremitting vigilance.

Show Housecleaning Supplies.

Many women make a resolve to clean house in September, but the departure of summer guests and other incidental happenings which are left over from the summer more often than otherwise render this impossible and October as a result witnesses the general upheaval of the home. There is a large proportion, however, who never clean house until October, so this feature of domestic economy often extends throughout the entire month. New brushes, brooms, tubs, mops, washboards, stepladders, cleaning compounds and clothes lines will be in brisk demand. The discriminating merchant will anticipate this in the form of an attractive window display. Originality of design has a good chance to display itself in the arrangement of these things which in themselves are not very attractive but novelty of arrangement achieves this end.

The grocers who have a candy counter should give it an overhauling preparatory for the winter months.

Look After the Homecomers.

In the month of October there will be a goodly number of people returning to the city from the country and especially so this year, as September has been such a fine month, they have lingered longer in the country. These people have been away many months and it is possible they may transfer their patronage to another grocer, unless they are looked after sharply. They may imagine the long sojourn in the country will give them an opportunity of patronizing another grocer and that a new grocer may attend to their wants better and give them better value for their money. This, then, is the dangerous time when they may wander into the fold of another unless they are taken care of immediately. October is a good month to offer special inducements in the way of genuine bargains and in this way the people will be attracted to the store and the chances are good for holding them.

From the sum of all these suggestions it is obvious that they all tend toward an appearance of the store inside and out, which is seasonable and suggestive of the middle autumn.

Markets and Market Notes

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

QUEBEC MARKETS

Montreal, October 1, 1908.

POINTERS—

- Fish—Declined.
- Cornmeal—Advanced.
- Manitoba Shorts—Advanced.
- Manitoba Bran—Declined.
- Butter—Advanced.
- Cheese—Easier.

Trade locally has been only fair and business men generally seem to think things have settled down to about the gait which it will maintain during the winter, until navigation opens next summer. They don't expect the grain crop to do much towards altering affairs or the elections either, but for some reason which it is hard to define they look forward to better conditions locally next spring. This seems to be a fair statement of affairs, as they stand now. It cannot be said to be too rosy, at the same time it is not too much the other way. Buyers, according to the wholesale houses, are not stocking up very heavily, preferring to feel their way along easily. Collections have been somewhat slow otherwise the week has been a fairly good one taken altogether. The flour and feed business has presented active conditions. The activity in this market is especially noticeable in the country. Large supplies of fish are arriving which has depressed the price of some lines slightly. Business is reported excellent in this trade.

Tea has not been very active during the week, there being but a small demand for blacks and greens, and demand was only medium. Sugar activity is falling off some. The new dried fruits are beginning to make their appearance, and are opening up well. Owing to the shortage in the run, barreled salmon is very scarce and dealers are complaining of difficulty in finding a sufficient amount to get along with.

SUGAR—Sugar has somewhat spent its strength and is now subsiding into a pretty even condition. The impetus which this market generally experiences at this time of the year was shorter this season than for some years, but while it was on, it was very active. There are no changes in prices.

Granulated, bbls	\$4 70
" " bbls	4 85
" " bags	4 65
Paris lump, boxes, 100 lbs	5 60
" " " 50 lbs	5 80
" " " 25 lbs	5 80
Extra ground, bbls	5 05
" " " 50-lb. boxes	5 25
" " " 25-lb. boxes	5 45
Powdered, bbls	4 85
" " " 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 2 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

MOLASSES AND SYRUPS—There was only a fair demand for molasses during the week. Syrups were more sought after, however, especially in the timed variety. Prices remain the same as at last quotation.

Barbadoes, in puncheons	0 37	0 39
" " in barrels	0 39	0 41
" " in half-barrels	0 40	0 42
" " fancy	0 34	
" " extra fancy	0 36	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" " 1-bbls	0 03	
" " 2 1/2 lb pails	1 75	
" " 25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" " 5-lb. " 1 doz.	2 75	
" " 10-lb. " 1 doz.	2 65	
" " 20-lb. " 1 doz.	2 60	

MAPLE PRODUCTS—Maple goods are very slow. Dealers are finding it difficult to push any sales at all. Absolutely featureless describes this market exactly.

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

TEA—Locally there is somewhat better demand for Japans. Other lines, however, are neglected. In blacks the cheaper grades are selling in small lots, but even in this line business is not active. The Japan season is at an end. Prices are unchanged.

Choicest	0 38	0 45
Choice	0 32	0 37
Japan—Fine	0 27	0 30
" " Medium	0 22	0 23
" " Good common	0 21	0 22
" " Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
" " Pekoes	0 19	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 18
" " " pea leaf	0 19	0 27
" " " pinhead	0 30	0 45

COFFEE—The fluctuations of this market are not very varied and it preserves an even attitude which is unbroken this week. When dealers are asked regarding trade in this line they invariably say "a good fair business is being done." No changes to note this week.

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 14	0 25
Bio, No. 7	0 09	0 11
Santos	0 12	0 15
Marsalibo	0 15	0 20
Roasted and ground 20 per cent. additional		

DRIED FRUITS—New crop Amelia currants have arrived and are now offering at 5 1/2 in barrels. In the middle of October, the first cargo shipment will arrive in Montreal. The Eugenia has arrived in New York, she being the first boat to leave Greece this season loaded with currants. She carries a cargo of 1,700 to 1,800 tons and shipments to other points have begun. Reports from Bussorah state there is a fine quality of

Persian dates. The tone of the California seeded raisin market is firm. Valencia's are quiet and unchanged. Altogether the dried fruit market is not as active as in former years, but this is to be expected owing to conditions of trade generally.

Dates—		
Halloweas, per lb	0 04	0 05
Sairs, per lb	0 03	0 04
Packages "	0 06	0 06
Malaga Raisins—		
London layers	1 25	
" " Connoisseur Clusters	1 40	
" " " 1/2 box	1 80	
" " " Royal Buckingham Clusters, 1/2-boxes	1 87	
" " " Excelsior Windsor Clusters, boxes	5 50	
" " " "	1 50	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " " 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb	0 22	
Peaches, "	0 11	
Pears, "	0 11	
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 14	0 09
" " " 50-60s	0 08	0 08
" " " 60-70s	0 07	0 09
" " " 70-80s	0 07	0 08
" " " 90-100s	0 06	0 07

SPICES—Peppers are stronger in the primary markets, but this fact has not affected the local market yet. Cloves are in good demand, also cinnamon. The pickling season has given its usual impetus to the spice market. Prices remain the same.

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

RICE AND TAPIOCA—This market has been featureless during the week. Demand was small for both lines and prices unchanged.

Rice, grade B, bags 250 pounds	3 15
" " " 160 "	3 15
" " " 50 "	3 25
" " " pockets 2 1/2 pounds	3 25
" " " " 1 1/2 pounds	3 35
" " " " 1 1/2 pounds	3 05
" " " " 1 1/2 pounds	3 6
" " " " 1 1/2 pounds	3 75
" " " " 1 1/2 pounds	3 15
" " " " 1 1/2 pounds	3 25
Tapioca, medium pearl	0 05

BEANS—The bean market remains easy. Ontario pickers are quoted at \$1.85 to \$1.90 in ear lots. Austrian beans are weaker at \$1.90. Rangoons are not bringing more than \$1.65 this week. Business may be said to be fair only.

Ontario, pickers, new	1 85	2 00
Au trian	1 90	
Indian	1 65	

EVAPORATED APPLES—There is nothing of interest to report in this market.

Evaporated apples	0 07
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CANNED GOODS

The only event of interest of the week is the advance on all lines of peas of 2½ cents, which took place yesterday. The new prices are quoted in the table below. Reports from the canners state that the tomato pack is not likely to be so large as was expected. The drouth has had some effect, and this week will see the pack about completed. The quality of the tomatoes put up, however, has been excellent.

TORONTO.—Sales of fruits and vegetables have not been heavy during the week, the large quantities of fresh fruit on the markets seeming to interfere with both the retailers' and the jobbers' sales. Canned meats are going forward fairly well.

MONTREAL.—Canned meats of Canadian manufacture are more in demand this week, also fish. Fruits are slightly neglected, while vegetables are in fair demand only. An advance in the price of canned peas is stated to take place October 1st.

WINNIPEG.—Low prices on corn, peas and tomatoes still prevail, and apparently the end is not yet in sight. Buying is heavy at the present low prices, as it is not expected that present abnormal conditions, due to local competition, will long obtain.

ST. JOHN.—All canned fruits and vegetables are now on the market, and prices are somewhat lower than last year. The pack of peas is short, and the price advanced 2½ cents on October 1st. Salmon is higher and corned beef is a little lower.

NEW PRICES—1908 PACK.

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

Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartlettts	1.90	1.85
2½'s Bartlettts	2.20	2.15
3's Bartlettts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	1.25
3's, ditto	1.85	1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"	.95	.95
2's, sliced, b.r., Simcoe	.95	.95
2's, whole, b.r., "Simcoe"	.95	.95
2's, whole, br., "Rosebud"	1.15	1.15
3's, sliced, br., "Simcoe"	1.25	1.25
3's, whole, br., "Simcoe"	1.25	1.25
3's, whole, br., "Rosebud"	1.40	1.40
2's, golden wax, midget, "Auto"	1.25	1.25
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's, Refugee, midget, "Auto"	1.25	1.25
2's, Crystal Wax	1.00	.95

2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob	4.50	4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's No. 1 extra fine, sifted	1.12½	1.07½
2's No. 4 standards	.82½	.77½
2's No. 3 early June	.87½	.82½
2's No. 2 Sweet Wrinkle	.97½	.92½
2's No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.
Teas—Ceylons firmer.
Dried Fruits—Apricots and prunes selling well.
Collections—Fair.

Toronto, October 1, 1908.

Wholesalers continue to report optimistically, though the week has undoubtedly been quieter than the one preceding. This can be attributed probably to the falling off in the demand for sugar, with the approach of the end of the preserving season. The markets continue pretty steady, with scarcely any changes. Interest is centred in the newly-arriving dried fruits and business in these is reported very fair. The demand for prunes and apricots is reported good, by the houses who have these goods in. Some have not yet received their shipments.

The past month has seen a great business in fruit jars. The cheap fruit has caused a demand almost unprecedented, and jobbers and retailers alike have had their stocks practically cleared out. In some districts there has been almost a famine in the jars, but the great demand has been a very good thing for the grocers, for it has allowed them to get rid of their old stock, some of which they might not like to offer at regular times.

Collections are reported fairly good, and the general tone of confidence seems to be gaining sway.

SUGAR—The market continues steady with no likelihood of an immediate change. Wholesalers' business has dropped off a good deal during the week owing to the approach of the end of the household preserving season.

Willett & Gray, in their weekly report on raws, say: "The review of this week shows that the details have been favorable to the market, as last week indicated. Beet sugar advanced from 9s 9d

.95
1.25
.85
4.50
.95
1.05
.90
1.45
1.85
.95
1.05
1.07 1/2
.77 1/2
.82 1/2
.92 1/2
1.37 1/2
3.72 1/2
.80
2.75
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to 10s under small and irregular fluctua- tions, but closing steady at the advance. At the close the market appears to be nearly cleared of all available sugar, ex- cept Javas for arrival and new crop De- meraras and Brazils. There are some 253,000 tons of Javas afloat, sold and un- sold, and these must form our principal source of supply from now until the Louisiana and Cuba crops mature, the former being due next month and of good promise as to quality to be mar- keted. There would seem to be no oc- casion to call upon Europe for more beet sugar this campaign, the quantity al- ready received (139,000 tons) being fully up to the amount anticipated by us earlier in the season. Prices look steady and firm, depending somewhat upon Europe, which continues higher than our parity, say beets at 10s, being equal to 4.11s per lb. for 96 degrees Centrifugals landed."

"Future beets for October and May also show an advancing tendency, clos- ing at 9s 7 1/2d, for October (4.01e per lb.) and 9s 11 1/4d for May (4.09e per lb.) Crop reports, for both beet and cane are generally favorable. In the meantime available raws look steady and strong, in view of the higher parity of European beet sugars. Receipts for the week were about the same as last week, 38,885 tons; meltings unchanged at 40,000 tons, and stocks 255,097 tons, against 256,212 tons last week and 234,921 tons last year.

"The total stock of Europe and America, 981,097 tons, against 1,187,421 tons last year at the same uneven dates. The decrease of stock is 206,324 tons, against a decrease of 176,638 tons last week. Total stocks and afloats together show a visible supply of 1,299,097 tons, against 1,457,421 tons last year, or a de- crease of 158,324 tons."

Paris lumps, in 25-lb. boxes	4 15
Paris lumps, in 50-lb. boxes	5 85
Paris lumps, in 100-lb. "	5 75
Paris lumps, in 30, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 58
Standard granulated	4 80
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Florentine	4 75
Bright coffee	4 70
No. 3 yellow	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Very little business is passing in any lines. Prices are unchanged.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
Per case	
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 85
25 " " "	2 60 1/2
Barrels	0 1 3/4
Half Barrels	0 0 3/4
Quarter	0 0 3/4
Half 30 lbs. each	1 75
" 35 "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" 12 "	4 31
Quarts, 24 "	4 81
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls.	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 50
West Indian	0 30 0 35

TEA—Business locally is not particu- larly active, though some buying is be- ing done. Advices received by local bro- kers this week note a firmer feeling all round in Ceylons.

DRIED FRUITS—With new raisins, currants, prunes and apricots in, con- siderable interest is being displayed, though as a rule grocers are anxious to clean out their old stocks before buy- ing much of the new goods. The larger grocers, however, are buying to some extent, and advance sales are going on fairly well with all classes. Prunes and apricots are in exceedingly good qual- ity. Apricots ought to go well this year with prices away below last. New peels are also lower and are of good quality. Current quotations are given below:

Prunes—	
40-50's, 25-lb. boxes	0 09 1/2
50-60's, " "	0 1 1/4
60-70's, " "	0 08 1/2
60-70's, 50-lb. boxes	0 08 1/2
90-10's, " "	0 07
Apricots—	
Choice, 25-lb. boxes	0 12
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon	0 09 1/2 0 11 Citron
Orange	0 10 1/2 0 12
Figs—	
Blanches, per lb.	0 08 0 15
Tampas, " "	0 03 1/2 0 04
Bag Figs	0 02 1/2 0 04
Currants—	
Fine Filistras	0 04 1/2 0 07 Vostizas
Patras	0 08 0 08 1/2
Uncleaned, 10 less.	
Raisins—	
Sultana	0 09 1/2 0 13
" Fancy	0 11 0 12 1/2
" Extra fancy	0 14 0 15
Valencias, old crop	0 03 0 06 1/2
" new crop	0 07 1/2
Seeded, 1-lb. packets, fancy	0 10 0 10 1/2
" 16 oz. packets, choice	0 19 1/2
" 12 oz. "	0 18
Dates—	
Halloweas	0 05 1/2 0 05 1/2 Fards choicest
Sais	0 04 1/2 " choice

SPICES—Business is good in regular lines for pickling at steady prices.

Peppers, bla pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 28
" whole, white	0 18 0 25
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 17 0 19
" whole	0 17 0 20
Mace ground	0 20 0 20
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—Only a small business is being done with no new fea- tures.

Rice, stand. R.	Per lb.
B rice, 5 bag lots, delivered	0 09 1/2 0 09 1/2
Bagoon	0 09 1/2 0 09 1/2
Patna	0 35 1/2 0 05 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Shag	0 05 1/2 0 06 1/2
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05 1/2

BEANS—There is some demand and the price still remains stiff. The new crop beans will, however, affect these shortly.

Beans, hand picked, per bush	2 0 2 20
" prime No. 1, "	2 03 2 10
" Lima, per lb	0 07

HIDES AND SKINS—Demand for lea- ther is very light and the market is quiet. Prices offered are as follows:

No 1 inspected steers, 60 lbs. up	0 09 1/2
No. 1 " "	0 08 1/2
No. 2 " c.w.s	0 09
No. 2 " "	0 08
Country hides	0 08 0 08 1/2
City Calf skins	0 12
Country Calf skins	0 10 0 12
Lam skins	0 45 0 55
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 05 1/2 0 06 1/2
Horse hair, per lb.	0 28

IS CHINA TEA COMING BACK TO ITS OWN?

Recent Movements Point to In- teresting Developments.

Is China tea coming to regain its old place in the world's markets?

The question is a very interesting one and some light has been thrown on this by recent developments in the world's markets. Since the organization of the China Tea Association in London and China, some time ago, the educational work which has been done among the Chinese growers and shippers seems to be having some effect. How this is working out practically is shown by the trade reports from the Chinese customs, which say that Great Britain almost doubled her purchases of tea from that country last year, and that Russia, who is the largest customer, and also the rest of Europe, as well as the United States, increased their purchases. The total export for the year is given as 214,683,333 pounds, and this is said to be the largest in recent years.

Taking all factors into consideration it begins to look as though China has at last awakened to the possibilities of her tea trade, and is striving to recover something of her old position in the world's markets.

Ever since the tea industry of India and Ceylon came into prominence the Chinese have been warned that they were in danger of losing the greater part of their trade. There were com- plaints against the methods of packing and preparing the teas, though these seem to have been generally directed against only the cheaper grades. The Chinese, with their characteristic slow- ness and conservatism, seem to have paid little attention to this, or to gen- eral market conditions, and as a result, the tea trade was diverted and British- grown teas received the preference.

A recent article in the Shanghai Zei- tung on this subject, says that within the past four years China has really awakened to the fact that the days when she was mistress of the tea markets is past, and that only through active and persistent efforts can she again become anything of an important factor in the tea trade. The work of the newly-orga- nized China Tea Association seems to be having a good deal of effect in bringing dealers to a realization of existing con- ditions, and it seems likely that China teas will show a steady improvement and a consequent increase in popularity from now on.

The fact that direct efforts are being made to improve the industry, not only by the dealers, but also by the Govern- ment, is supported by a recent despatch from Shanghai to London to the effect that the Chinese Board of Agriculture has arranged with the Board of Finance to reduce the export duty on tea, with a view to the encouragement of the China tea trade.

A BEAUTIFUL HOUSE.

Without artistically planted grounds is a great deal like a beautiful painting without a frame. Do you not feel the need of the aid of our Landscape De- partment? Brown Bros. Co., P.O., Brown's Nurseries, Welland Co., Ont.

J. McCabe, of J. J. McCabe & Co., To- ronto, is making a trip this week to Ot- tawa, Kingston and other Eastern On- tario points in the interest of Redland's Golden Orange Association.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, October 1, 1908.)

A steady improvement in business conditions is reported from all parts of the West, and the outlook is particularly promising. The new wheat is being rushed to the lake ports in record-breaking quantities and the gradual introduction of crop money into general circulation is having a beneficial effect on business conditions.

CANNED GOODS—Present prices are as follows:

FRUITS.	Group No. 1.	Group 2 & 3
Apples—3's standard per case	2.44	2.34
Gallons, standard	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
black pitted 2's	4.18	4.08
white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
yellow 3's	6.54	6.44
pie, unpeeled 3's	3.34	3.24
pie unpeeled gallons	2.42½	2.40
pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
Flemish Beauty 3's	4.74	4.64
Globe l. s. 2's	2.78	2.78
Globe l. s. 3's	4.14	4.14
Plums—Damson l. s. 2's	2.28	2.18
Lombard l. s. 2's	2.28	2.18
Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
red gallons	3.80	3.77½
black 2's	4.18	4.08
black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
gallons	3.80	3.77½
VEGETABLES.		
Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65
MEATS.		
Clark's 1 lb., pork and beans, plain, per case	2.50	
" 2 " " " " " "	1.90	
" 3 " " " " " "	2.50	
" 1 " tomato sauce, per case	2.50	
" 2 " " " " " "	1.90	
" 3 " " " " " "	2.50	
" 1 " Chili " " "	2.50	
" 2 " " " " " "	1.90	
" 3 " " " " " "	2.50	
Soups, per doz.	1.25	
Cornged beef " 2's per doz.	3.10	
Roast beef " 1's	1.65	
" 2's	3.10	
Potted meats, 2's, per doz.	0.55	
Veal loaf ¼ lb., per doz.	1.25	
" 1 lb. " " "	2.50	
Ham loaf ½ lb. " "	1.25	
" 1 lb. " " "	2.50	
Chicken loaf ¼ lb. " "	1.85	
" 1 lb. " " "	3.50	
Lamb tonure 1's, " "	3.65	
Sliced smoked beef ¼-lb. tins, per doz.	1.80	
" " 1-lb. tins, " "	3.10	
" " 1-lb. glass, " "	3.35	
Chipped " ¼-lb. tins, " "	1.45	
" " 1-lb. tins, " "	2.50	
" " 1-lb. glass, " "	0.06	

Sliced bacon, 1-lb. tins, " 3 10
1-lb. glass, " 3 25

SUGAR—Prices continue unchanged, but the market is firm. We quote:

Montreal and B.C. granulated, in bbls.	5 20
" " " in sacks.	5 15
" yellow, in bbls.	4 80
" " " in sacks.	4 75
Wallaceburg, in bbls.	5 10
" " " in sacks.	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt.	5 15
" 5-2's	5 15
" hard pressed lump, 25's, per cwt.	6 35
" half bbls., per cwt.	6 70
" icing.	6 00
bar sugar.	5 80
Icing sugar in bbls.	6 00
" " " in boxes.	6 20
" " " in small quantities.	5 50
Powdered sugar, in bbls.	5 80
" " " in boxes.	5 85
" " " in small quantities.	5 15
Lump, hard, in bbls.	6 15
" " " in ½-bbls.	6 15
" " " in 100-lb cases.	6 15

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 " "	2 80
" " 10-lb tins, per ½ " "	2 65
" " 20-lb tins, per ¼ " "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case.	3 10
" " " 5 " " " " " "	3 60
" " " 10 " " " " " "	3 30
" " " 20 " " " " " "	3 20
" " " 5 gal. bsta., each.	0 40
Barbadoes molasses in ¼-bbls, per gal.	0 03½
New Orleans molasses in ¼-bbls, per lb.	0 04½
Porto Rico molasses in ¼-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" " "	0 33
" " "	2 25

ROLLED OATS—Prices are as follows since the recent decline:

rolled oats, 80 lb sacks, per 80 lbs.	2 50
" 40 " " 80 "	2 60
" 20 " " 80 "	2 60
" 8 " " 80 "	2 85

CORNMEAL—The market is firm, with an upward tendency. Prices are as follows:

Corn meal, per sack	2 35
" " per ½ sack	1 20
" " per cwt (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking \$2.50 per bushel for hand-picked, and \$2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, \$2.80 per sack. Pearl Barley has declined and quotations now are \$4.05 per sack and \$2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, is. and ½.	3 00
Syrup gallons ¼ doz. to case, per case	6 65
" 1 doz. to case, " "	6 15
" ½ " 2 doz. to case " "	6 55

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 00
Sultana raisins, bulk, per lb.	0 09
cleaned, "	0 10½
1 lb pkgs	0 11½
Table raisins, Connoisseur clusters, per case.	2 00
extra dessert, "	3 40
Royal Buckingham, "	4 00
Imperial Russian, "	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 85
Connoisseur clusters, boxes (5½ lbs).	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 10
" " selecta " 28's	2 31
" " " 14's	1 20
" " layers " 28's	2 40
" " " 14's	1 30
California raisins, choice seeded in ¼-lb. packages per package	0 07
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb. packages	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb.	0 08½
Prunes 90-100 per lb.	0 06½
" 80-90 " "	0 07
" 70-80 " "	0 07½
" 60-70 " "	0 08
" 50-60 " "	0 08½
" 40-50 " "	0 09½
" 30-40 " "	0 10
Silver prunes.	0 10
Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filiatras, per lb.	0 06½
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb.	0 08

Pears, per lb. 0 12½
Peaches, per lb. 0 10
Apricots, standard, per lb. 0 09½
" choice, per lb. 0 10½

SPANISH ONIONS—New stock is quoted at \$1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb. 0 27
small lots, per lb. 0 29
Almonds in boxes, per lb. 0 30
small lots, per lb. 0 32

LARGE SHRUBS FOR IMMEDIATE EFFECT.

We have these growing in our nurseries, and would be pleased to have you inspect them or to correspond with you. Our Landscape Department might aid you in arranging your grounds, no matter how large or how small. Brown Bros. Co., P.O. Brown's Nurseries, Welland Co., Ont.

B. C. GROCERS' CONVENTION.

Retailers From All Parts of Province Discuss Trade Questions.

Special dispatch to the Canadian Grocer.

Vancouver, October 1.—Retail grocers from all over the Province were gathered in Vancouver this week discussing the many questions affecting the retail trade in Western Canada. The meeting was called by the B. C. Retail Grocers' Exchange and it was held on Tuesday and Wednesday, September 29 and 30, in the Orange Hall. Among the matters dealt with were the fixing of selling prices by manufacturers; terms and discounts; tabulating of lists of delinquent accounts from the entire Province and fixing a definite profit on local butter. Other topics were also brought up. The wholesale trade was asked to send representatives so that the meeting should be a comprehensive one, and a number of these were present. This is the first general trade convention of its kind to be held in the Province, and every effort was made to have the attendance large. A banquet was tendered the visiting grocers on Wednesday evening. The Washington State convention was held Wednesday and Thursday of last week at Bellingham, and a number of delegates attended from this city.

TRADE NOTES.

Sidney Lear has opened an office at 77 York St., Toronto as manufacturers' agent and broker, representing British and Norwegian manufacturers. Mr. Lear was formerly in business in Plymouth, Eng.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver.

"Men Who Sell Things"

Further Consideration of the Qualities of the Retail Salesman—Something on How the "Easy-Goer" Does His Work—A Good Man Must Know the Goods Better Than the Customer—The Reason for One Man's Success.

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

In truth, the only thing the customer is trying to decide upon is whether to land on his brainless cranium, report him at the office, or go across the street and get what he wants from Joy, Gladhand & Co. If he is of a peaceful, retiring nature, and does not want to create a scene, he hastily selects something that he wouldn't have as a gift under other circumstances; but he is determined to have no more dealings with that house. He will keep on trading with Joy, Gladhand & Co.

The Easygoer.

Then there's a twin brother to our dyspeptic friend, a few doors down the street. His name is Meander Gadgood. You walk blithely up to his counter, feeling at peace with all the universe, and stand there, first on one foot and then the other,—two, three, five minutes,—waiting for Meander to separate himself from a group of pennant-winning judges in council at the other end of the counter.

Just as you are thinking of going over to Joy, Gladhand & Co.'s, Meander, with a ten-mile look in his eyes, saunters up. Never a word does he speak. With one eye menacingly raking you over from head to foot, and the other regretfully focussed on the other boys, he stands there, his gray matter—what little there is of it—following his favorite ball team on a distant diamond.

Though there is a reasonable excuse for homicide on your part, you smother your wrath and politely ask to be shown the latest styles in three-dollar fancy shirts. Listlessly reaching into the case, Meander paws over the stock, extracts a couple of patterns, slides them over to you with the air of one administering absent treatment, and stalks back to see how the judges have settled the matter.

About the time you have concluded that you don't need any more shirts anyway, back he comes and hovers like a phantom long enough for you to say, in tones that indicate a gathering storm, that if he is through with his more important business than waiting on his customers you will look at a few more shirts, including some of the good sellers.

Not being an adept at human barometer reading, Meander fumbles around in the stock, finally lugging out one or two more patterns than any man, to say nothing of a shirt salesman, might know were selected with poor taste. Bombarding you with his new-found relics of a past season's success, he retreats again in perfect order to the rear-guard for another confab. Intuitively feeling the angry glances cast in his direction, he determines to renew the attack by rushing things, and sails back only to be repulsed with a fusilade of indignant protests.

Without a moment's further loss of time, you are well on your way to Joy, Gladhand & Co.'s, where, when you ask

to see shirts in any style or price, no effort is spared until the entire line is promptly displayed, if necessary, to please a customer and insure a sale.

Are you that kind of salesman? If you recognize your portrait and it fails to please you, don't blame the photographer. He cannot improve on nature by making a pleasing likeness from an unattractive subject.

A Summing up of Qualities.

Mr. Near Salesman, the time has gone by when representation without courtesy, or life, or enthusiasm can produce profitable sales. You must show the spirit of accommodation and be interesting and convincing in your arguments. You cannot do that successfully unless you are full of your subject, have the utmost faith in your proposition, and are running over with enthusiasm.

A new spirit rules the world of salesmanship in place of the old go-as-you-please regime. It is an expression of the mighty force that does things—enthusiasm. If your blood corpuscles are not saturated with it, you are out of date, and you will soon be out of salesmanship if you do not find a way to cultivate it.

Enthusiasm, the first requisite in salesmanship, a sincere interest in the thing to be sold, and a desire to sell it decently,—that is, really, nearly all there is to it; for enthusiasm must perforce lead to a study and a knowledge of the thing to be sold, as well as a study of those to whom we wish to sell it. You cannot cultivate enthusiasm with one eye on the clock and the other on everything else than the customer who is patiently waiting an opportunity to spend some of his money at your counter.

Know the Goods.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

You must know your business and you must work, if you wish to hold trade, get new trade and draw a bigger salary than the common average salesman.

The law of nature is yet to be discovered that will prevent a salesman being diplomatic, enthusiastic, honest, and hard-working all the time. Look about you, and you will discover a few like that in the very ranks in which you serve. Keep your eyes on them, they will not remain with you long. You will see them advanced to managing positions or owning their own businesses in a few years.

There is a chance for you if you will about face and take up the line of action in real earnest.

One Salesman's Success.

In an interview by a well-known writer on business subjects with one of

the leading State Street department stores in Chicago, he was told by the manager that a young man once applied to his house for a position as salesman. He was asked what his qualifications were, and he answered, "My stock in trade consists of knowing the faults of ordinary salespeople through having to put up with them during many years of shopping."

He was given a place, and the first day sold more goods than any other salesman in his department. He had the knack of putting customers into a good humor by laying himself out to please. He studied his customer's first inquiry intently, and followed that up instantly and intelligently. At the end of a year he was earning twenty-five dollars per week in that store. A short time afterwards he was offered fifty dollars a week by a gentleman accompanying a cross-grained customer whom he, without losing his temper, had successfully waited upon under exceedingly vexing circumstances.

The Secret of His Success.

On leaving to accept the new position, one of his fellow-salesmen asked him how he accounted for his remarkable ability to effect sales.

Promptly came the reply: "The great majority of salespeople lack tact, enthusiasm, and sympathy with customers."

A great many high-salaried traveling salesmen, and nearly all of the most successful retail merchants in the country, have themselves been behind the counter. There is no better place to get a selling education.

(To be continued.)

THE "HOUSEHOLD WORD."

Most of us can think of quite a number of commercial names that are really "household words." There is only one thing which can raise an article of commerce into the household word class, and that is, Persistent Publicity. The man who travels for a firm whose name is a household word with its trade has an easy time of it compared to the representative of a less known concern. The traveler for an obscure firm is badly handicapped in the race for orders! As far as the trade is concerned there is no method of obtaining wide publicity at a moderate cost equal to advertising in the trade press. Persistent, progressive advertising in a trade paper which holds the full confidence of its readers is the best letter of introduction any firm can give to its travelers.

DRIED FRUITS

We have purchased in good season a considerable number of customers that we are in a position to give them the best on certain lines of these goods are on the increase: our prices are accordingly to the advantage of buyers.

TO ARRIVE SHORTLY

Valencia Raisins

Arguimbeau, f.o.s., box 28 lbs.
 Arguimbeau, selected, box 28 lbs.
 Arguimbeau, 4 crs., layer, box 28 lbs.
 Aranda, f.o.s., box 28 lbs.
 Aranda, selected, 28 lbs.
 Aranda, 4 crs., layer, 28 lbs.
 Aranda, selected, box, 14 lbs.
 Aranda, selected, box 7 lbs.

Currants

Fine Filiatras, uncleaned, 1/2 c-s.
 Loose, cleaned, 1/2 c-s.
 Loose, cleaned, 1/4 c-s.
 Royal Excelsior, c-s 36s, 1-lb. pkg.

Sultana Raisins

3 crs., box about 30 lbs.
 4 crs., box about 30 lbs.
 Fancy, loose, cleaned, box 30 lbs.
 Cleaned, 30x1-lb. carton.

Layer Table Figs

Crate, 40-10 lbs. box, 3 crs.
 Crate, 40-10 lbs. box, 4 crs.
 Crate, 40-10 lbs. box, 5 crs.
 Crate, 40-10 lbs. box, 6 crs.
 Crate, 400-16 oz. glove box.
 Crate, 400-12 oz. square box.
 Cooking Natural Figs, in bag, about 56 lbs.

Dates

Hallowie, loose, c-s about 60 lbs.
 1-lb. pkgs., c-s, 36 lbs.

Prunes

Webbfoot Brand, 30-40, box 25 lbs.
 Webbfoot Brand, 40-50, box 25 lbs.
 Webbfoot Brand, 50-60, box 25 lbs.
 Webbfoot Brand, 60-70, box 25 lbs.
 Webbfoot Brand, 70-80, box 25 lbs.
 Webbfoot Brand, 80-90, box 25 lbs.
 Webbfoot Brand, 90-100, box 25 lbs.
 Bosnia Prunes, 55 lbs. (about Nov. 15th.)
 French Prunes, 100-110, 27 1/2 lbs. (about Nov. 15th.)
 French Prunes, 80-90, 27 1/2 lbs.

Evaporated Fruits

Evaporated Apples, box 50 lbs.
 Evaporated Peaches, box 25 lbs.
 Evaporated Apricots, box 25 lbs.
 Evaporated Pears, box 25 lbs.

Peels

Lemon Peels, c-s, 32-7 lbs. boxes.
 Orange Peels, c-s, 32-7 lbs. boxes.
 Citron Peels, c-s, 32-7 lbs. boxes.

Malaga Table Raisins.

Countess, clusters, 22 lbs. bxs.
 Countess, clusters, 5 1/2 lbs. 1/4 box.
 Duchess, clusters, 22 lbs. box.
 Duchess, clusters, 5 1/2 lbs., 1/4 box.
 Duchess, clusters, 20-1-lb., fancy carton.
 Duchess, clusters, 20-1-lb., paper pkgs.
 Princess, clusters, 22 lbs. box.
 Princess, clusters, 5 1/2 lbs., 1/4 box.
 Empress, clusters, 22 lbs. box.
 Empress clusters, 5 1/2 lbs., 1/4 box.
 Empress, clusters, 20-1-lb. fancy carton.
 Empress, clusters, 20-1-lb. paper pkgs.

Muscat. Raisins

Boxes loose, 22 lbs., 3 crs.

Nuts

Tarragona, bag about 100 lbs.
 Sicily Filberts, bag about 200 lbs.
 Mayette Walnuts, bag about 200 lbs.
 Marbots Walnuts, bag about 100 lbs.
 Crown Walnuts, bag about 100 lbs.
 1907 Crop Shelled Walnuts, in very good order.
 C-s, No. 1, c-s, 55 lbs.
 C-s, broken, c-s, 55 lbs.
 Boxes, 3 crs, Fritz Shelled Almonds, 1908 crop.

Canned Goods.—We have bargains to offer in Canned Salmon of all grades and we advise dealers to communicate with us at 10 cts. on which we can make interesting prices. Although prices on canned goods, vegetables and fruits are actually on the increase, our prices of canned peas have been increased to begin on the 1st of October. For further particulars, communicate with us.

Laporte, Martin & Co.

Wholesale Grocers and Wine Merchants

FRUITS AND NUTS

considerable stock of **Dried Fruits and Nuts** and we are pleased to advise our customers of the benefit of the low prices at which we have bought them. Prices are subject to change, however, are based on our purchase price, and are positive.

IN STOCK

Currants

1/2 c-s, cleaned, loose.
C-s, cleaned, 1-lb. pkg., Excelsior, 36s.
1/2 c-s, Fine Filiatras, uncleaned.
Brls, Fine Filiatras, uncleaned.

Valencia Raisins

C-s, Beaver, f.o.s., 28 lbs.
C-s, Beaver, selected, 28 lbs.
C-s, Beaver, 4 crs, layer 28 lbs.
C-s, Trenor, f.o.s., 28 lbs.
C-s, Trenor, selected, 28 lbs.
C-s, Trenor, 4 crs layer, 28 lbs.

Seeded Raisins

Don Quichotte, 1-lb., 36s.

Sultana

Sultana, loose, 5 crs, 28 lbs.
Sultana, loose, 3 crs, 28 lbs.

Peels

Orange, 7 lbs.
Lemon, 7 lbs.
Citron, 7 lbs.

Prunes

C-s, Webbfoot, 20-30, 25 lbs.
C-s, Webbfoot, 40-50, 25 lbs.
C-s, Webbfoot, 100-120, 25 lbs.
C-s, Webbfoot, 100-120, 50 lbs.
C-s, G. & S., 50-60, 25 lbs.
C-s, G. & S., 90-100, 25 lbs.
C-s, Carnation, 30-40, 25 lbs.
C-s, Carnation, 40-50, 25 lbs.
C-s, Carnation, 50-60, 25 lbs.
C-s, Carnation, 80-90, 25 lbs.
C-s, Carnation, 90-100, 25 lbs.

Evaporated Fruits

C-s, Apples, 50 lbs.
C-s, Peaches, 25 lbs.
C-s, Apricots, 25 lbs.

Dates

Loose Hallowie, 60 lbs.
Loose Sawyer, about 60 lbs.
C-s, Hallowie, 1-lb. pkg., 30s.

Figs

Mattes, Cooking Figs, about 30 lbs.

Nuts

Bags, Tarragona, about 100 lbs.
Bags, Sicily Filberts, about 120 lbs.
Bags, Peacans, large, about 200 lbs.
Bags, Grenobles, about 200 lbs.
Bags, Crown, about 110 lbs.
Bags, Aberrammes, about 110 lbs.
Bags, Brazil Nuts, about 150 lbs.

Peanuts

Bags, Coon, roasted.
Bags, Coon, green.
Bags, G., roasted.
Bags, G., green.
Bags, Sun, roasted.
Bags, Sun, green.
Bags, Bon Ton, roasted.
Bags, Bon Ton, green.

Shelled Almonds

C-s, Shelled Almonds, 3 crs, 28 lbs.

Shelled Walnuts

C-s, Shelled Walnuts, 55 lbs.
C-s, Shelled Walnuts, No. 2, 45 lbs.

Advise dealers to communicate with us immediately. We expect within a few days a shipment of Pink Salmon to retail. If prices are actually low they are subject to a rise which might take place any day: as a matter of fact prices, quotations, prices, etc., etc., write, telephone or wire at our expense.

n & Company, Ltd.
Wine Merchants, - MONTREAL

THE CANADIAN GROCER

BRITISH ARMY CONTRACTS FOR U. S. PACKERS.

Why Canadian Firms Do Not Obtain a Share of This Business.

The following despatch from its London, England, correspondent appeared in a recent issue of the New York Herald:

"The British War Office, I learn, has just awarded a big contract for canned meat to Messrs. Libby, McNeill & Libby. This is the third award given to a Chicago firm by the War Office during the year."

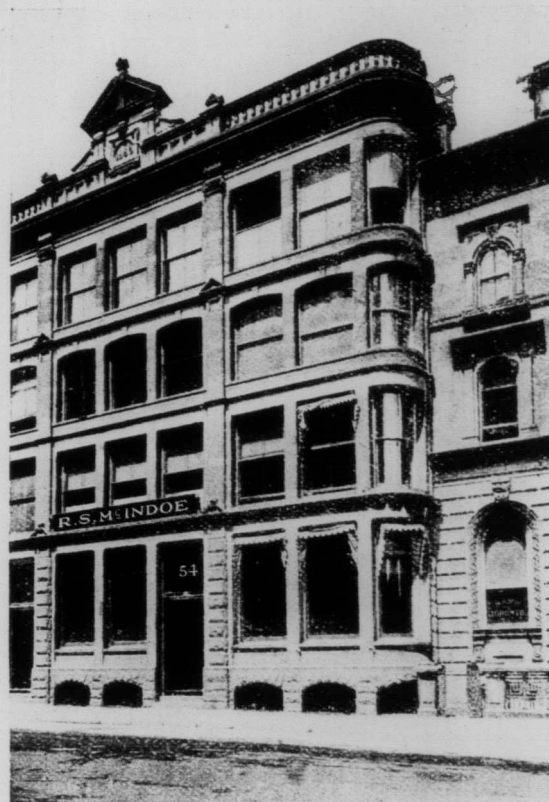
The Grocer interviewed a number of Canadian packers, with a view to finding out whether the despatch was authentic and also why these contracts had gone to a United States, rather than to a Canadian firm.

The consensus of opinion was to the effect that no doubt it was true that the Chicago packers got the contracts. Specifications were and are sent to Canadian packers, but none of them tendered. The one great reason for this is that the Canadian packing plants are comparatively small, and cannot at all compete in output with United States concerns. The meat-packing industry is rather a precarious business, and for tendering alone on such a contract Canadian packers would be put to great expense. For instance, the Chicago packers with very large plants tender on Government contracts as a matter of course. They are turning out immense quantities of canned goods daily, and the acceptance of such a contract only means a divergence for a time of some of this output; whereas Canadian concerns would be put to enormous expense if their tender were accepted, by being compelled to enlarge their plant. Even if the contract was not offered to a Canadian firm, great loss would be entailed by the useless additions that had been made in anticipation of getting business. Of course, Canadian packers might look for a small share of this business, but up to now they have not thought fit to do so. The British and Canadian authorities would be willing to help in this regard, for they are favorably disposed. Every time a contract is to be given, Canadians are sent specifications on which to tender. The Dominion Government has not helped Canadian packers to obtain a share of this business because it has not been asked to do so, but that they are disposed to help is shown by the fact that during the South African war Prof. Robertson,

of Ste. Anne de Bellevue College, interested the Dominion authorities in regard to having Canadian canned goods sent to the battlefields, where the products were much appreciated by the soldiers in camp.

Canadian canned meats compare more than favorably with the Chicago pro-

ducts, pack the rougher grades without boning and sell at a cheap price to the foreign element throughout the U. S. This brings a profit, which allows them to bone the higher grades before canning and also enables them to sell the better goods at a lower price than Canadian goods.



R. S. McIndoe's New Office and Warehouse at 54 Wellington E., Toronto.

duct and are in a class by themselves; but when it comes to price, the Chicago men have it pretty much their own way. The United States packers have a number of advantages over competitors. In the first place—leaving altogether aside the fact of large plants and great working capital—supplies are greater on the other side. Again, when Canadian packers have to pick choice cattle and hogs—because the Canadian consuming public will have no culls—bone the carcasses, and can use only the best grades of meat—thus increasing cost of production—Chicago packers, after grading the ani-

IN THE HEART OF THE WHOLESALE DISTRICT.

An attractive little booklet has been circulated among the trade by R. S. McIndoe, manufacturers' agent and importer of fancy groceries, Toronto, calling attention to the removal of the office and warehouse to 54 Wellington St. E. The new premises are in the heart of Toronto's wholesale district, and will afford larger space and better facilities for the transaction of Mr. McIndoe's business.

For Storage in Ottawa

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

Secure our reasonable rates to-day

The Dominion Warehousing Co.

J. R. Routh, Manager

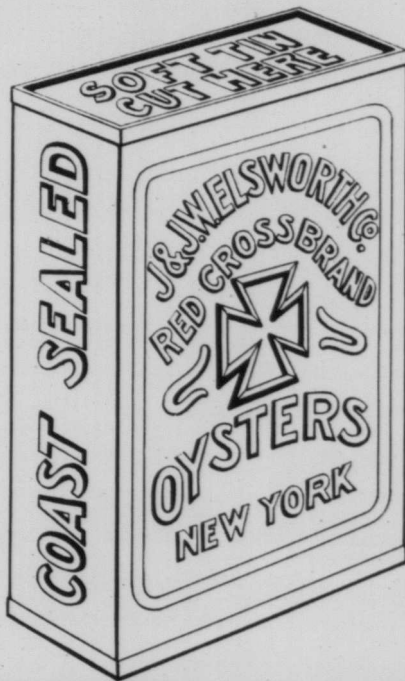
52 Nicholas St., OTTAWA

WM. E. ELSWORTH, Pres.

ESTABLISHED 1860

J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.



Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

**Boat No. 8, Foot Bloomfield Street
NEW YORK**

Wagstaffe's

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

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

Have You Stocked



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

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

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

Royal Salad Dressing

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

Royal Salad Dressing is made only by

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

LARD

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

F. W. Fearman Co.

Pork Packers and Lard Refiners
 Phones 674 and 675. 17 MacNab North
Hamilton, Ont.

Careful selection of Hogs suitable for Canadian trade.

Strict attention to all details in curing.
 Only the best quality of meats in stock.

ASK FOR

O'MARA'S BACON
HAMS, LARD and SAUSAGES

Prices gladly quoted, delivered your station, for large lots.

JOSEPH O'MARA
 PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:
FERGUS, - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, October 1, 1908.

Reports from the Eastern Townships state that the prolonged drought will not prevent the realization of good crops. The only industry that will suffer largely is the dairying interest. Happily, however, since the arrival of these reports, copious rains have fallen which seem to be general. The pastures have again taken on their usual green appearance and for a time at least the prospects are good for a normal yield of dairy products. The set-back, however, has been too great to allow last year's record to be overtaken. From the United States and England advices state that high prices have a tendency to check trade. Some speculators have taken a chance owing to the drought and a prospective shortage. Exporters on this side continue to receive some orders from the other side, the bulk of which, however, is going into storage for English account. This fact is a little perplexing to the Canadian shippers as the high prices ruling do not seem to place the business on a profitable basis for the Englishmen. The real secret, however, is only conjecture so far. One Canadian house claims that the late Canadian make is now eligible in the English markets in competition with a higher class of cheese, therefore, the buyers will be able to protect themselves as they will see it in competition with other makes which have commanded better prices.

Last year considerable speculation was indulged in by English buyers to the sorrow of some of them. Appearances this autumn point to a like condition, but this seems somewhat improbable after the losses last year. Englishmen have not distinguished themselves for rushing in where they have so recently met disaster. Cheese is a trifle easier just at the present time in sympathy with the easier tone ruling in the country. To-day finest westerns are quoted at 12½c to 12¾c and easterns at 12¼c to 12½c.

The receipts of cheese for the week were 58,562 boxes as against 82,349 boxes for last week and 74,492 boxes for the corresponding week of last year. Total receipts since May 1 are 461,366 boxes as against 1,639,043 boxes for the corresponding period of last year. Shipments of cheese show a large falling off for the week, owing partly to the interrupted navigation due to the heavy pall of smoke which has rendered navigation extremely dangerous in the St. Lawrence channel and partly to decreased receipts. Shipments of cheese for the week amounted to only 19,223 boxes as against 69,586 boxes for the corresponding period of last year. From Quebec there was also shipped 2,342 boxes, mak-

ing total exports for the week 21,565 boxes.

Total shipments from Montreal since May 1, 1,237,067 boxes as against 1,447,808 boxes for the corresponding period of last year. Total shipments from Quebec since May 1, 48,673 boxes as against 45,830 boxes for the corresponding period of last year. Total exports since May 1, 1,285,742 boxes as against 1,493,638 boxes for the corresponding period of last year.

The butter market has gone forward during the past week, quotations now standing at 25½c in round lots and 26½c in a jobbing way. The market is steady but the export business is by no means active, a few lots of 100 to 500 packages each being taken for export at 24½c for finest Eastern Townships and at 24¼c to 24½c for seconds. Some however, have refused less than 25c and are waiting for that figure. The conditions, it is claimed, are different from those

of a year ago, as stocks are larger now than then and it is doubtful if the English market will follow the same course as that of last year during the coming fall and winter months. A year ago creamery was selling at 25½c to 26c and farmers were getting somewhere around 25c but the situation does not warrant that figure being paid to the farmer by 1c per pound.

Receipts of butter for the week were 11,163 packages as against 10,481 packages for the previous week and 11,428 packages for the corresponding week of last year. Total receipts since May 1, 329,855 packages as against 327,516 packages for the same period of last year.

Exports of butter last week amounted to only 146 packages, as against 2,365 packages for the previous week, and 494 packages for the corresponding week of last year. Total exports since May 1, 76,793 packages, as against 65,755 packages for the corresponding period of last year.

THE PROVISION SITUATION

Toronto, October 1, 1908.

Conditions in the packing industry are not quite so critical as a week ago. The situation is easier as a result of two things, first, the high prices offered by the packers are at last bringing in something of a supply of hogs, and, second, the English market has gone off slightly and demand from that quarter is not so keen. This last might not be welcomed altogether as a directly fortunate circumstance, but in the face of last week's conditions, when the packers could not get any hogs to do business with, it seems rather more cheerful for the money is not being lost at any rate. It is rather peculiar, though, how when the British market offers a good outlet hogs are scarce in Canada and vice versa.

The past week or so the Danes have been shipping in good supplies to the British markets, about 25,000 to 30,000 weekly, and while this is not as large as the supplies taken earlier in the season, the demand seems to have fallen off somewhat for these supplies, with smaller ones from Ireland, have satisfied buyers, and even caused the market to fall a few points. Advices from Great Britain report also that the Danish shipments are likely to be large for three or four weeks to come. This will tend to keep the British market on a lower basis and to curtail Canadian shipments.

The price ruling for the past three or four weeks has been rather exceptional for this season of the year. Until the past week, however, it has been ineffectual in bringing out any material supply of hogs. Farmers at last seem to have

awakened to the opportunity, however, or have gotten their hogs into somewhat presentable condition for deliveries the past few days have been a good deal better. Local business continues very good, but with the falling off of British demand and the comparatively larger deliveries, the price has sagged to some extent. Early in the week \$6.75 was paid, but at time of writing anywhere from \$6.25 to \$6.75 is offered, according to quality. The quality of hogs offering too, is not at all of the best. Packers' stocks have gotten very low under the light deliveries of the past several weeks. This week they are beginning to stock up again.

The United States markets have been rather quiet during the past week, as is shown in the following summary from the New York Journal of Commerce: "There has been no important change in prices of hog products the last week and no general activity. It has been a manipulated market, by packers, and instead of buying the near and selling the late months this week they have been selling the near and supporting the late. There was quite a sharp break in the former, but little change in the latter. The Cudahy Company has been the chief seller of October products and has dominated the market, while other packers have been buying some January and May products, but have not taken enough to overcome the pressure in October, resulting in a decline on the latter and not much change in the former. Receipts of hogs continued light and of poor quality and this keeps up products on


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

Saskatchewan Merchants!!
 Get highest CASH prices on the
REGINA MARKET
 (and prompt returns) for your
BUTTER, EGGS and POULTRY
 by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
 ROSE ST. REGINA, SASK.
 Trial orders and correspondence solicited

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

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

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


USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

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

the spot, which have been firm on light offerings and fair consumptive demand, but the trade is still buying from hand to mouth only."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Locally, the market is steady, under a good demand. The volume of business passing for this time of the year is good. Quotations have not shown any change during the week.

Heavy Canada short cut mess pork, in tierce s. .	34 00	35 00
" " " " " " " " "	23 50	24 00
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Heavy Canada short cut clear pork	23 00	
Very heavy clear pork	24 00	24 50
Plate beef, 100-lb. bbis.	08 00	
" " " " " " " "	15 50	
" " " " " " "	23 00	
Pure Lard—		
Tierces, 375 lbs.	0 12½	
Boxes, 50 lbs., grained.	0 12½	
Tubs, 50 lbs.	0 12½	
Pails, wood, 20 lbs., parchment lined.	0 13	
Tin pails, 20 lbs., gross.	12½	
Cases, tins, 10 lbs., each.	0 13½	
" " " " " " "	0 13½	
" " " " " " "	0 13½	
Compound Lard—		
Tierces, 375 lbs.	0 08½	
Parchment lined boxes, 50 lbs.	0 08½	
Tubs, 50 lbs.	0 08½	
Wood pails, 20 lbs., net.	0 09	
Tin pails, in cases.	0 09	0 09½

BUTTER—Market has advanced, now ruling at 26c for creamery solids and 26c to 26½c for prints. Dairy remains the same as last quoted. Owing to dried up condition of pastures receipts have dropped off considerably. Locally, the demand is good.

Fresh Creamery, solids, lb.	0 26	
" " " " " " " " "	0 26	0 26½
Dairy, tubs, lb.	0 20	0 22½

CHEESE—Export demand is light. Receipts have diminished by one-half owing to unfavorable conditions prevailing in the country. Market is a little easier. Locally, there is a fair demand.

Cheese, Easterns	0 12½	0 12½
" " " " " " "	0 12½	0 12½
" " " " " " "	0 15	0 16½

EGGS—Locally, the demand keeps good and the volume of business is large. Receipts for the week were not quite up to the record for the same week of last year but the total receipts for the year are ahead of last year for the corresponding length of time since May 1. Prices are quoted at the same prices as last year.

New laid	0 24	
No. 1 Eggs	0 19	0 20
No. 2 Eggs	0 15	0 18

HONEY—There is a good business passing in honey, and the market remains good. There is an especially good demand for the better grades, in attractive packages. The increased demand has not raised the price, which remains the same as last week.

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

TORONTO.

PROVISIONS—Improved business is noted all along the line. Long, clear bacon has advanced, but other lines remain at last week's quotations. Conditions are about the same as in the

past, supplies being none too free, but sufficient for present demands.

Long clear bacon, per lb.	0 13	
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11½	0 11½
Light hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 14½	0 15
Large hams, per lb.	0 12	0 12½
Shoulder hams, per lb.	0 10½	0 10½
Backs, plain, per lb.	0 17½	0 18
" " " " " "		18
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl.	23 50	
Lard, tierces, per lb.	0 13	
" " " " " " "	0 13½	
" " " " " "	0 13½	
" " " " " "	0 8½	0 09½
Plate beef, per 100-lb. bbl.	15 50	16 0½
Dressed hogs.	0 09½	0 09½

HONEY—A little freer movement is noted in this line. Prices are unchanged. Some very fine cases of comb honey are shown on the market. Though there is no rush pretty satisfactory trading is being done.

60-lb. tins	0 0½	0 09½
Smaller sizes	0 09	0 10
Combs, doz.	1 60	1 75

BUTTER—Though no actual change in price is noted, quotations are firming up for an advance. Demand keeps up. Great Britain took some ten or twelve thousand pounds during the week, and this also tends to a stiffening in price.

Creamery prints	Per lb.	0 25½	0 26½
Creamery solids		0 24	
Farmers' separator butter		0 22	0 24
Dairy prints, choice		0 22	0 23
" " " " " "		0 18	0 20
" " " " " "		0 21	0 22
Bakers' butter		0 18	0 19

EGGS—Quotations remain at 21c to 22c, though a further advance of a cent. before the next week would not be surprising. Of course this quotation does not include the case. Shipments to far-away points would run a quarter-cent more than local quotations. Now that the cool weather is with us the quality of the eggs should be better than what has been coming of late.

CHEESE—Rather quiet trading is being done at old price quotations. The business is rather jerky, sales being quite frequent one week only to drop off almost entirely the following week.

Cheese, large, prime old	0 14½	0 15½
" " " " " "	0 13	0 13½
" " " " " "	0 13½	0 13½

POULTRY—Continued improvement is noted, and if the cool weather stays poultry lines will again be quoted at dressed rates. Chickens are off a cent and other lines are at stationary prices.

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

WINNIPEG.

BUTTER—No. 1 dairy butter is in better demand, and the supply is small. Hence there has been an advance in the price of this grade. Buying prices f.o.b. Winnipeg, are as follows:

No. 1 dairy print, per lb.	0 21
" " " " " "	0 19
" " " " " "	0 17

EGGS—Supplies are short and eggs are being brought in from Ontario. Ontario eggs are selling to the retail trade at 26c per doz., and Manitoba storage stock at 25c.

LARD—Prices are as follows.

Pails, 20 s., per pail	2 25
3 s., per case of 20	8 00
5 s., " " " " " "	7 90
10 s., " " " " " "	7 85



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Clark's Corned Beef

This and the following weeks housekeepers from Coast to Coast will read, in the daily press, about the excellence, goodness and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK and BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stock complete.

WM. CLARK
 Manufacturer
MONTREAL

The Demand For

BOVRIL



is increasing. See that your stocks are complete so that you lose no sales in the best season.

We have now ready two new hangers, one an exact representation of a member of the N.W. Mounted Police.

A post card addressed to

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

Digestible Nourishing

COWAN'S

Cocoa and Chocolate



The cold frosty mornings are near at hand when the breakfast cup of cocoa or chocolate is considered indispensable. Particular people prefer quality. See that they get it by offering them Cowan's Cocoa or Chocolate. It is always pure, fresh and delicious.

The Cowan Co., Ltd.
Toronto, Canada

By Royal



Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

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

Nelson's Gelatine and Liqueurice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

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

MOTT'S

The CHOCOLATE bearing this name under the brands

"Diamond" and "Elite"

is a profitable and ready seller with every grocer—

They are for sale by all jobbers.

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

SELLING AGENTS:

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

What's Your Average Profit

on staple goods? Hardly as much as 22 1/4% is it? But that's the profit you make on

FORCE

which is now among the staples as the only **Standard Flaked Wheat Food**. The food quality of **"FORCE"** no less than our honest advertising, is keeping the demand right up to the mark.

How is your Stock?

THE H.O. MILLS
HAMILTON, - - - ONTARIO

THE FLOUR AND CEREAL MARKETS

Strong Feeling Prevails in All Lines With Good Outlook—Cornmeal and Feed Up in Montreal—Good Export Business.

The strong conditions noted in last reports continue with little change this week. Prices generally are unchanged, though cornmeal and a couple of lines of feed are up slightly on Montreal markets.

Business in flour, both at home and abroad is exceedingly good. This has been hampered to some extent by the stiffness at which supplies were held in the west, but with the opening of October and a change in local conditions this will not likely be much longer in evidence. Prices, however, bid fair to continue firm.

Stocks of rolled oats and oatmeal held by wholesalers and manufacturers are reported low, and with this in view it would seem advisable to anticipate future wants and thus avoid waiting for supplies later on, as seems likely to be probable under conditions in these markets.

MONTREAL.

FLOUR—Considerable activity has been displayed in this market during the week. Dealers have suddenly realized that their stocks are small and have done considerable buying to cover any exigency which may arise before the new stock is available. This activity in demand is especially the case in the country, where stocks were lightest. The market is firm and unchanged in price.

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

ROLLED OATS—The demand for rolled oats has been fairly good during the week and the advanced prices have been fully maintained at \$2.55 per bag, and \$5.35 per barrel. Gold Dust cornmeal in 98-pound bags has advanced 25c, now being quoted at \$2.25 to \$2.50. Ordinary cornmeal has gone forward 5c, now ruling at \$2 to \$2.05. There has been a good demand for these lines during the week.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated.....	3 05
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	2 00
" rolled oats bags.....	2 55
" bbls.....	5 35

FEED—The feed market is much more active this week, which is due to the depleted condition of stocks generally. Dealers are buying in larger quantities than is necessary for immediate wants. Another factor which is responsible for the impetus which the market has received is the very bad condition of the pastures owing to the continued drought. Farmers are finding it necessary to feed as the supply is not sufficient to keep the stock in good condition. Prices have changed since our last report. Manitoba shorts are now quoted as high as \$27, while the minimum of \$25 remains the same. Bran is slightly easier at \$21 to

\$22. Feed flour has declined also 10c, now ruling at \$1.50 to \$1.60.

Ontario bran.....	21 00	23 00
Ontario shorts.....	25 00	27 00
Manitoba shorts.....	25 00	27 00
" bran.....	00 21	22 00
Moullie, milled.....	27 00	31 00
" straight grained.....	27 00	33 00
Feed flour.....	1 50	1 60

TORONTO.

FLOUR—"The market is strong and business is booming," was the report given by a local miller this week. Both local and export business is exceedingly good. Prices remain on the same basis. The situation has been held firm for some time by reason of the way wheat has been held in the west. This will probably be changed somewhat this month, but the market seems likely to remain firm for some time at least.

Manitoba Wheat.	
66 per cent. patents.....	5 30
" ".....	5 00
Strong bakers.....	4 80

Winter Wheat.		
Straight roller.....	4 00	4 20
Patents.....	4 40	4 60
Blended.....	4 60	4 80

CEREALS — The market continues strong with no changes and fairly good business at home in evidence. Considerable export business is also being done in rolled oats and oatmeal. At present dealers' stocks are low and it would seem advisable for retailers to buy now to avoid waiting later on. The outlook continues encouraging.

Rolled wheat in barrels, 100 lbs.....	2 85
" oats in bags, per bag 90 lbs.....	2 50
Cornmeal, standard and granulated, in bags 98 lbs.....	3 10

CEREAL AND CONFECTIONERY NOTES.

W. H. Jarman has opened a confectionery business at North Battleford.

James A. Hortop & Co., flour and feed dealers, Toronto, are succeeded by Noble & Co.

Miss Christina Jackson, Bridgeburg, has sold her confectionery business to Wm. Mathewson.

C. W. Barkwell has purchased N. Rutherford's fruit and confectionery business at Treherne, Man.

Asquith, Sask., will give a bonus of \$3,000 to J. G. McLean, Winnipeg, to build a flour mill at that town.

Ramsay Bros. & Co., wholesale biscuit and confectionery, Vancouver, have opened a branch at Victoria.

The grain storehouse of W. Hannah & Co., East Toronto, was destroyed by fire last week. Full insurance was carried.

Chas. R. Cousins, wholesale flour merchant, St. Johns, has dissolved and the Charles R. Cousins Co. has been registered to carry on the business.



If there are any outstanding features that have made Mooney's Perfection Sodas so increasingly popular as they are it must be because they are always uniformly the same—fresh, crisp and pure. All careful buyers demand these qualities. Cater to their wants by offering them

MOONEY'S PERFECTION SODAS

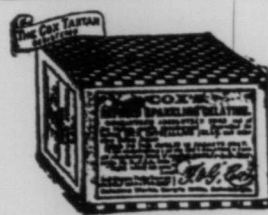
Their delicious palatable flavor will appeal to those who can discriminate. Our method of baking is perfect and so is our packing. A trial order will speak more convincingly in favor of these biscuits than any argument we can set forth.

Write us to-day.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Hanson & Co., "
P. Tippet & Co., "

J. & G. COX,
Ltd
Georgie Mills
BRAMPTON.

Chocolates That Sell

With Fall here you are thinking of confectionery lines that will please your customers. Holiday trade requires attractive goods. Our lines are unsurpassed.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager. 23 Lemoine St., MONTREAL
 Agents: Mathewson's Sons, Montreal; T. E. Charest, Quebec;
 W. C. Scott, 76 Queen St., Ottawa.

White Moss Cocoanut

Sells
Everywhere



Standard
For Years

MADE BY

The Canadian Cocoanut Co., = Montreal



There's many a good thing comes from Old England. In the eating line there's one good thing that has no superior and that is

CARR & CO.'S BISCUITS

World famed for quality they are good lines for you to recommend.

CARR & CO., CARLISLE, ENGLAND

Agents: WM. H. DUNN
 MONTREAL and TORONTO
 HAMBLIN & BRERETON, Winnipeg, Lakes to the Rockies,
 THE STANDARD BROKERAGE CO., Vancouver, B. C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. CIRARD, - Richmond, Que.



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

TRADE MARK
Small's

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley
 Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL



DON'T FAIL

To send for catalog showing our line of

PEANUT ROASTERS,
 CORN POPPERS, &c.

LIBERAL TERMS.

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

POT AND PEARL BARLEY AND FEED

For Close
 Quotations
 Write

JOHN MacKAY,
 CALEDONIA MILLS,
 BOWMANVILLE, - ONT.

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. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

SUCHARD'S COCOA

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

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

CHANGES IN THE CANADIAN TRADE

Brief Items Summarizing the Changes in the Grocery Trade During the Week
—New Stores Opened, Assignments and Sales.

Ontario.

T. G. Robinson has opened a grocery store in Galt.

Milo Young has opened a grocery store at Tillsonburg.

Wm. Mulveney, general merchant, Port Elgin, has assigned.

Thos. H. Delamere, Golgan, has sold his general store business.

John McTavish, Drumbo, is advertising his general store business for sale.

W. T. Morgan, Stittsville, is succeeded in the general store business by Jos. Lewis.

E. Grand, grocer, Ottawa, is succeeded in business by A. S. Grandmaison.

The stock of C. H. Durrant, grocer, Dundas, has been sold to J. E. Armstrong.

M. J. Debursy, grocer, Pembroke, is succeeded in business by Arthur G. Tannant.

R. J. Ormsby, carrying on grocery businesses on Parliament and Bloor Sts., Toronto, has assigned.

M. G. Brethom, grocer and crockery dealer, Kingsville, has sold his business to Elmer Quick.

Thos. S. Keer, proprietor of the Pure Food Grocery Co., Welland, has sold the business to D. T. Smith.

Bloomfield & Co., grocers, London, have dissolved partnership, C. Lewis retiring and W. H. Bloomfield continuing alone.

Bonneville & McDonald, grocers and liverykeepers, Lancaster, have dissolved. D. A. McDonald will continue the business.

Alexander & Cheyne general merchants, Uxbridge, have dissolved. The business will be continued by James Alexander.

The Pette biscuit factory, Durham, has been sold to John McCartney, Montreal. The factory will re-open on January 1.

Seldon Meehan was presented with a gold ring by the staff of Primeau's grocery store, Lindsay, on severing his connection to take up a new position.

Quebec.

J. C. Delage, grocer, Quebec, has assigned.

Dame J. Dupre, grocer, Montreal, has been registered.

P. Lachance, general merchant, Stadacona, has assigned.

O. Poitras, grocer, Lachine, is offering to compromise.

A curator has been appointed for Benoit Hogue, grocer, Montreal.

P. H. Longpre, general merchant, St. Gabriel de Brandon, has assigned.

The assets of J. L. Tanguy, general merchant, Langevin, have been sold.

The assets of A. Lapierre, grocer, Montreal, are advertised for sale on October 2.

The assets of Napoleon Arbour, general merchant, Little Bonaventure, have been sold.

The grocery and liquor store of Richard Gould St. Johns, was damaged by fire last week.

The general store of Mrs. A. Mildidge, Baskatong, was burned last week. It was partially insured.

The assets of G. Beaudet, sr., and G. Beaudet, jr., general merchants, St. Pierre Les Becquets, have been sold.

Western Canada.

E. Fuik is succeeding A. A. McKenzie in the general store business at Drake, Sask.

G. C. Barker, general merchant, Marquis Sask., is succeeded by Nicholson & Yeo.

J. H. Snelgrove, grocer, Vancouver, has taken W. Woods into partnership in his business.

Maritime Provinces.

John G. Clark & Son, general merchants, Berwick, N.S., have assigned.

New Companies.

The Montreal Products Co., Montreal, has been incorporated with a capital of \$500,000; to manufacture and deal in by-products arising from grains, roots, sugar, molasses and vegetable matter of all kinds. Provisional directors: A. Falconer, H. S. Williams, W. Bovey, J. L. Reay and S. C. Marson, all of Montreal.

The Thomas Wood Co., Montreal, has been incorporated, with a capital of \$100,000; to import, roast and deal in coffees, teas and spices. Provisional directors: A. L. K. Browne, J. W. Cook, A. R. McMaster, R. P. Doucet and Margaret T. Darragh, all of Montreal.

MORE UNSATISFACTORY JARS.

Coaticook Grocer Voices Complaints Similar to Others.

Here's another letter regarding unsatisfactory fruit jars, with complaints along the same lines as several others we have published this season. It seems that somebody ought to take notice.—Editor.

“Editor Canadian Grocer:

“Dear Sir,—We would like to add our word of protest to the several others which we have noticed lately in your valuable paper regarding the very unsatisfactory condition in which the Canadian fruit jars arrive. We think we

are strictly within the truth when we say we have had an average of one broken or defective jar out of every two dozen we have handled this year.

“We have sold this season for the first time a few of the American Schram jars and must say we have not found thus far one imperfect jar.

Why should our Canadian manufacturers be content to put their goods up in this slip shod manner and thereby encourage the importation of the American goods?

“Yours Respectfully,

WOODMAN & McKEE,
Coaticook, Que.”

TO DEVELOP CANADIAN ONION TRADE.

A. McMeans, of the Ontario Agricultural College at Guelph, is in Montreal this week investigating the prospects of establishing a better onion trade in the native products. At the present time Canada imports largely from Spain, Bermuda, Egypt, Texas and Indiana, and it is with a view of supplying these demands that Mr. McMeans is now interviewing the large dealers in order to obtain their views on the subject. With a wider knowledge of the proper methods of cultivation there is no reason why the home market should not be more extensively supplied than at the present time.

Mr. Groceryman

☞ You are in a favorable position to take advantage of the offer of the Orange Meat people.

☞ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

☞ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

FRUITS, VEGETABLES AND FISH

British Columbia Coming to the Front as a Fruit-growing Country—Enormous Fruit Shipments From Niagara District—Nova Scotia Apples to Command Big Price.

An interesting statement of the development of the fruit-growing industry of British Columbia is made by Thomas Cunningham, fruit inspector of that province. During the past 14 years the money invested in fruit-growing in British Columbia has increased from \$3,000,000 to \$15,000,000, which shows the advancement horticulture has made at the coast. The present year's fruit crop is estimated to be worth \$1,500,000 according to Maxwell Smith, Dominion fruit inspector, and T. G. Earl, a grower at Lytton, B.C., has just received from the Federal Government an order for 400 boxes of prize-fruit for exhibition purposes in Great Britain. B. C. apples have replaced California apples because of their splendid qualities and other fruit lines, too, are supplanting the fruit from across the border in the Western markets.

Central and Eastern Canada report good business in fruit lines. Take that district known as the Niagara Peninsula. In one week 75,000 baskets of fruit went out to the various Canadian markets by rail, fully as many more went by boat from St. Catharines and Niagara-on-the-Lake. This fruit was composed principally of peaches, plums and grapes. Apples are as yet uncertain, buyers being afraid of taking large quantities. Consequently prices are fully a dollar less than in New York. Nova Scotia is said to be holding some of its apples, hoping to get big prices during the winter. Prices are not expected to go high in Great Britain this year, due to the dull times prevailing there.

MONTREAL.

GREEN FRUITS—Fruits have been in fairly good demand during the week and prices have been shaken up somewhat but taking the average have reached the same level as last week. Some lines have gone forward while some have declined. Jamaica oranges are now on the market in barrels at \$4.50. California Tokay grapes are being quoted at \$2.25 to \$2.50 per crate. The season for cranberries is also on and supplies are arriving from the great Cape Cod district. These arrivals are quoted at \$9. Grapes are slightly stronger this week. Canadian pears for canning purposes have also gone forward, now ruling at 60c to 90c. There is an undertone of firmness in the apple market. Verdelli lemons have declined slightly this week, now being offered at \$2.75 to \$3, instead of \$3.25. Pears have firmed up somewhat, now ruling at \$3.75 to \$4.50, instead of \$2.75 to \$3.25.

Jamaica oranges, b 1	4 50
California oranges, large Valencia	3 75 5 00
Peaches, boxes	1 25 1 50
Plums, 4 basket rate, Italian and Hungarian	1 10 2 60

Pears, boxes	3 75 4 50
Grapes, California Tokaya, per crate	2 25 2 50
Verdelli lemons	2 75 3 00
Bananas, per bunch	1 25 1 50
Watermelons, each	0 30 0 40
Pineapples	4 75 5 50
New Apples, per bbl	2 00 3 25
Montreal melons, per basket of 13-14 melons	3 00 5 00
Cranberries, Cape Cod, early Black, per barrel	9 00
Canadian Muskmelons, in crates	1 25
Can Peaches, basket	0 15 1 25
Plums, basket	0 50 0 75
Pears, basket	0 60 0 90
Concord grape, blue	0 18 0 20
Niagara green	0 20
Roger red	0 23
Delaware	0 33

VEGETABLES — Tomatoes were scarce last week comparatively, and this sent the price up 25c, now being quoted at 75c. Celery is firmer at 45c to 80c. Beets and turnips are firmer also. The demand during the week was only fair, so the upward fluctuations of the market was due to scarcity.

Parsley, per doz bunches	0 15
Onion, per doz	0 25
Celery, doz	0 45 0 80
Water cress, large bunches, per doz	0 25 0 50
Spinach, box	0 50
Green peppers, doz	0 15 0 20
Montreal cucumbers, doz	0 15
Beets doz bunch	0 15 0 18
Carrots, doz bunch	0 10
Montreal tomatoes, gin box	0 50 0 75
Spanish onions, large crates	2 75
Lettuce, per doz	0 50
Radishes, doz	0 10 0 25
Horseradish, per lb	0 10
Beans, green, bag	0 70
Egg plant, doz	0 40
Cabbage, doz	0 30 0 50
Montreal new potatoes, bag	0 90 1 00
Onions, large bunch	0 15 0 20
Fresh corn, per doz	0 07 0 12
Turnips, bag	0 60 0 75
P. mpkins, doz	1 00
Squash	0 15

FISH—Fish is arriving in good supply. Haddock are coming in in better quantities and the price is lower. B.C. salmon, pike, dore, lake trout and whitefish are plentiful. Halibut is ½c lower this week. Brook trout, steak cod and market cod are also somewhat easier this week. Smoked haddies have declined a ½c since our last issue. Frozen gaspe salmon is also weaker by a ½c. In oysters "Standards," bulk have settled 10c. There is an excellent demand all along the line and the local fish men have plenty of business.

Fresh and Frozen Fish.

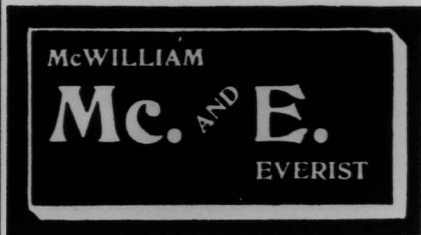
B.C. salmon, frozen	1 14
Brook trout, lb	0 22
Haddock, per lb	0 04
Fresh halibut	0 10
Mackerel	0 10
Dore	0 10
Steak cod	0 06
Market cod, lb	0 04
Pike, lb brochet	0 08
Whitefish, lb	0 10
Lake trout	0 07
Sea trout, lb	0 12
Flounders, lb	0 10
American live lobsters	0 22
Bullheads (dressed)	0 10
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 67
Kipperd Herring, new, per box	1 25
Bloaters, per box	1 25
Smoked herring, per box	0 18
Prepared—	
Skinless cod, new, 100 lb. cases	5 50
Shredded cod, 1 lb. cartons, 2 doz. cartons	1 8
in box, per box	0 75
Dry cod, in bundles 112 lb.	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 01
Salted and Pickled—	
No. 1 Labrador herring, brls	5 75
" " " " " " " " " " " "	3 2

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

Jamaica Oranges
Verdelli Lemons
Late Valencia Oranges

Valencia Onions
 Large cases.
Canadian Onions
 Yellow.

Canadian Apples
 Fall and winter.
 Write us for Close Quotations



25-27 Church Street, Toronto

B. L. O. E.
Best Lemons on Earth

It's the finest quality, honestly packed that makes

"ST. NICHOLAS"
"HOMEGUARD"
"KICKING"
"PUCK"
"LEAF" brands

The
B. L. O. E.

J. J. McCabe
 Sole Agent
 32 Church Street, Toronto

No. 1 Mackerel, in pairs.....	1 75
Medium green cod, per 200 lbs.....	6 50
Large green cod, per 200 lbs.....	7 50
No. 1 mackerel, half bris.....	7 50
" " bris.....	13 00
No. 1 salt eels, per lb.....	0 07 1/2
Frozen—	
Salmon, Gaspe, per lb.....	0 17
" B.C., spring, per lb.....	0 14
Pickeral or Dore, per lb.....	0 10
Pike Brochet, round, per lb.....	0 05
" dressed, per lb.....	0 08
Whitefish, small, round, per lb.....	0 06
" large.....	0 08
Oysters—	
Standards, bulk, per gal.....	1 40
Standards, quart tins, sealed.....	0 40
Paper pails, per 100 qt. size.....	1 50
" pt.....	1 10

TORONTO.

GREEN FRUITS—A fair supply of all lines is arriving on the market this week, though there is no extra quantity of any particular fruit line arriving. Prices are firm with a slightly upward tendency. Canadian peaches are getting scarce and California and Utah varieties are coming in to help fill the gap, as have Idaho primes to help out the scarcity of plums. Grapes are still cheap, though supplies are not so large as anticipated. Crab apples continue firm. They have been rather scarce all season. Citrons are arriving more freely and watermelons are going off. The latter are being sold in barrel lots. Two ears of Verdelli lemons arrived this week. These will probably be the last arrivals of the season, as the November cuts will come along a few days earlier than in the past.

Bananas are coming along more plentifully, and oranges, while not brisk in supply, are sufficient for present needs.

Peaches, Canadian, fancy.....	1 00	1 50
" " medium.....	0 75	1 00
" " Freestone.....	0 80	0 75
California Elbertas, box.....	1 25	
Plums, Canadian, greengage.....	0 60	0 90
" " large blue, basket.....	0 60	0 90
" " Idaho, blue, crate.....	1 15	
Pears, Canadian, Bartlett.....	0 60	1 00
" " preserving.....	0 30	0 60
Grapes, Canadian, blue, basket.....	0 17 1/2	0 30
" " green.....	0 17 1/2	0 30
" " Rogers and Delaware.....	0 20	
" " California, green, crate.....	1 75	2 50
Apples, Canadian.....	0 20	0 30
" " early fall, bbl.....	1 60	2 25
Crab Apples, basket.....	0 35	
Musk Melon, Canadian, basket.....	0 40	0 60
Cantaloupe, Canadian, salmon fish, basket.....	3 50	4 75
Oranges, late Valencia, California, box.....	4 50	5 00
" " Jamaica, bbl.....	3 25	4 50
Lemons, Messina.....	1 00	
Limes, per case.....	1 40	1 60
Bananas Jamaica, firsts.....	1 00	1 25
" " Jamaica eights.....	1 40	1 65
" " jumbos.....	0 10	0 15
Watermelons.....	9 00	9 50
Cranberries, Cape Cod bbl.....	3 75	
" " crate.....	0 75	
Citrons, doz.....	0 75	

VEGETABLES—Tomatoes are up a little in price. While they are free in supply they are not so plentiful as a week ago. No doubt the rain and cool weather had much to do with the fewer arrivals. Potatoes have declined in price. Spanish onions are slow in movement just now, the Canadian varieties being very free. There is still a little green corn to be had, and cauliflower is fairly plentiful. Prices generally are easier than last week. Cucumber pickles do not look quite so good as earlier arrivals, but other late vegetables are of good quality, though not any too plentiful.

Sherkins, basket.....	1 25
Tomatoes, Canadian, red, per basket.....	0 20
" " green.....	0 15
Beets, Canadian, basket.....	0 25
Egg plant, basket.....	0 20
Beans, wax, per basket.....	0 40

NEW FIGS

1st Layers of the season.
In stock 3, 4, 5, 6 and 7 Crown.

**Cranberries, Sweet Potatoes
Long Island Native Oysters**

We handle everything in
Fruit, Produce and Fish.

WHITE & CO., Limited

Phone Main 6565

TORONTO

W.B.

Fruit Broker
Toronto

I KNOW

a practical demonstration in filling your orders will convince you of my ability to satisfy you. Send an order now. If the goods are in Toronto I'll get 'em.

W. B. STRINGER

Phone Main 5672
35 Church St.

FRESH ARRIVALS

**Extra Fancy New Verdelli Lemons
California Late Valencia Oranges**

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California **P** LUMS
PEARS Prices
EACHES Reasonable

**HUGH WALKER & SON
GUELPH, ONT.**

TO THE COUNTRY GROCERS:

We solicit your consignments of Poultry and Produce.
Correspondence solicited. Sales reported promptly.

THE DAWSON COMMISSION CO., TORONTO

Potatoes, Ontario, per bag	0 80
" New Brunswick, per bag	0 85
" sweet, barrel	3 75
" hamper	1 50
Onions, Spanish, per 50 lb. crate	0 90
" white, pickling, basket	0 75
" Canadian, dried, bag	1 00
" Valencia extra, cases	2 75
Carrots, new, per bushel	0 40
Green Peppers, basket	0 25
Red Peppers, basket	0 30
Cabbage, Canadian, bbl.	1 25
Green corn, doz.	0 09
Vegetable marrow, basket	0 25
Squash, basket doz.	0 30

White turnips bush	0 50
Cauliflower doz.	0 50
Celery native, doz.	0 40
Lettuce doz.	0 25

FISH—Supplies are freer this week, especially the sea lines. Whitefish is a little easier, and so are trout. Nova Scotia soles and soft shell crabs are the new lines among fresh fish, and shredded cod and cod tablets are new in the dried varieties. The demand is still for fresh lines, the dried and smoked being called for later on. Frogs' legs at 70c a pound are the novelty this week. Oysters are increasing in sales, and being put up in handy carrying packages they command more attention.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 05	0 07
White fish, Georgian Bay, per lb.	0 09	0 10
Herring, medium, per lb.	0 05	0 07
Whitefish, Lake Erie	0 10	0 10
Cod, fresh	0 08	0 09
Trout, fresh, per lb.	0 09	0 10
Halibut, fresh caught	0 10	0 10
Shredded cod, per doz.	0 06	0 07
Bluefish, small white, per lb.	0 06	0 07
Haddock, fresh, per lb.	0 10	0 10
Sturgeon, per lb.	0 13	0 13
S-e salmon	0 18	0 22
Pike	0 05	0 07
Pickrel, yellow	0 08	0 09
Frogs legs, pound	0 70	0 70
Soft shell crabs, doz.	4 00	4 00
Soles, Nova Scotia	0 06	0 06
Herring, Digby, smoked, tundle 5 boxes	1 85	1 85
" kippered, 15-lb. box	1 37	1 40
Mackerel, each	0 18	0 20
Smelts, per pound	0 10	0 10
Pollock	0 05	0 05
Oysters, Long Island, standard gal.	1 50	1 50
" medium selects	1 75	1 75
" extra	1 85	1 85
Sole, Nova Scotia	0 15	0 15
Ciaccio, basket, 15 lb.	1 09	1 09
Finnan Haddie, smoked, 15-lb. package	0 08	0 08
Boneless cod, quail on toast	0 65	0 65
" imperial	0 67	0 67
" steak	0 07	0 07
Shredded cod, doz.	0 90	0 90
Acacia cod, crate	2 40	2 40
" tablets, box	1 60	1 60

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.

Established 1856

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

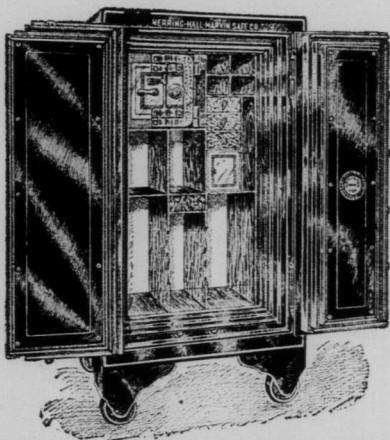
SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager



ANNOUNCEMENT!

☐ We have obtained the selling agency for

The Herring - Hall - Marvin Safes

☐ Every business man requiring protection for funds, documents, books, etc., will be interested in the new features and improvements contained in these safes.

The Canadian Fairbanks Co.

LIMITED

MONTREAL, ST. JOHN, N.B., TORONTO,
WINNIPEG, CALGARY, VANCOUVER.

NOTES.

White & Co.'s bowlers won from a team picked from other fruit and produce companies last night, as follows:

Combination—G. Everist, 503; W. Campbell, 488; J. Heron, 320; H. Russell, 446; C. Cameron, 394; total, 2,151.

White & Company—G. Alcott, 462; E. Arkell, 474; J. Thomson, 399; M. Cuthbert, 402; E. Jordan, 493; total, 2,234.

COMMENTS ON COFFEE VALORIZATION.

Sao Paulo Scheme Said to Be in Bad Condition—Discussed by Various Sources.

The latest information obtainable regarding the coffee valorization scheme does not appear to be of a very encouraging character. The Sao Paulo senate has passed the bill authorizing the new \$75,000,000 coffee loan, and it is stated that this loan is practically underwritten by the holders of the present underlying loans. There is also going the rounds a story of big banking profits at the expense of the coffee planters whom the valorization scheme was originally intended to benefit.

The New York Journal of Commerce charges the coffee manipulators with bad faith. It declares they are "selling out" on Sao Paulo. Leading German and Austrian interests continue to make unfavorable comments on the coffee valorization loan. An important Hamburg and Havre house predicts the failure of the "corner."

On the other hand, Willett & Gray, who are supposed to speak for the valorization interests, state that "prominent banking interests in Europe are willing to take a large share of the new loan."

The Sao Paulo legislature has increased the surtax on Sao Paulo coffee from three to five francs, to go into effect on September 24th. This is the equivalent of one dollar per bag, and is incidental to the consolidation of the valorization borrowings into the \$75,000,000 loan, another measure passed by the legislature being the limitation of export to 9,000,000 bags in 1909, 9,500,000 bags in 1910 and 10,000,000 bags in future years. It is proposed to have an additional duty of 20 per cent. ad valorem on coffees exported when the limits of exports already named have been reached.

Herman Sielcken, of the firm of Crossman & Sielcken, who is the representative of the State of Sao Paulo in New York, refuses to discuss the charges which are being made against the banking and other interests in connection with the valorization plan, but other interests identified with the proposition attribute the predictions of the failure of the plan to market influences.

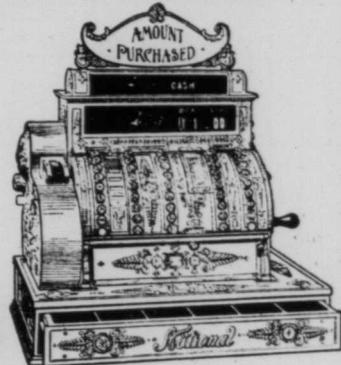
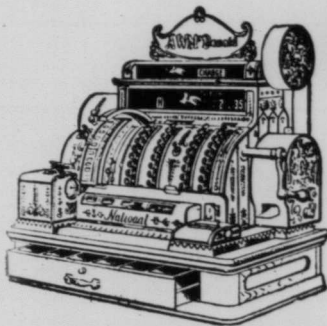
The plan has now been in operation for a year and Sao Paulo has borrowed about \$75,000,000 to carry it through. In this process it has purchased 8,000,000 bags of coffee, a large part of which has been warehoused in Europe and here. The success of the plan depends on the belief of the experts that the phenomenal production of 1906-7, which was about double a normal crop, cannot be repeated for many years to come, and the state counts on a shortage of the Brazilian crop for the next few years, which will allow the warehoused surplus to be marketed.

The foreign firm, whose circulars attacking the plan have just reached the coffee trade here, makes the claim that the Brazilian authorities are now apprehensive that their calculations of short crops to follow the bumper production of 1906-7 will not be borne out, and are now secretly selling warehoused coffee.

The Journal of Commerce says: "At least \$10,000,000 of the \$75,000,000 loan will be taken in New York, according to present arrangements, and will be financed through the National City Bank, and the remainder will be taken up very largely by continental houses. It is proposed to consolidate all the present loans into the new one, which will, it is understood, be distributed at about 90. This will make a nice banking commission for the National City Bank and its friends, who subscribed the \$15,000,000 5 per cent. loan last year at about the same terms, and will now be able to transfer it at par into the new loan at 90. Truly Brazilian banking is showing spectacular liberality, and the coffee planters are paying the bill. The coffee loans to be consolidated include the original loan of \$16,000,000 on 2,000,000 bags of coffee taken by Ar buckle Bros. and some smaller coffee houses in this city and prominent coffee and banking houses in London, Havre and Hamburg. The \$15,000,000 Schroeder-National City Bank loan will also be taken over if present plans carry. The consolidated loan will also include the various other coffee loans that have been made on similar terms as the first-named loans secured by warehouse receipts for coffee."

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Ask the
Man who
Has One!



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Limited
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F. E. Mutton, Canadian Manager

Sealshipt Oysters

arriving daily



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HAND POWER ELEVATOR

LOAD,
1,500 lbs.
CAR, 6 x 5 FT.

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drawings and
instructions
enabling any-
one to install.

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

"Brunswick Brand"



Connors Bros., Limited

Black's Harbor, N.B.

FACTS ABOUT GROCERIES

Interesting Information for Grocers and Clerks Regarding the Goods They Sell.

The Value of Flavor.

There is no doubt that the matter of flavor counts for more with the average purchaser of food supplies than does the consideration of nutriment. People will buy what is palatable rather than what is nourishing. At first glance this may appear a very foolish procedure, but on reflection one is inclined to think that food which pleases is calculated to do quite as much good as food taken according to prescription, even though the latter may be according to the book.

Oysters are exceedingly extravagant as food, as there is practically no protein obtainable from them. Cavair, again, will not compare with the plebeian bloater as regards nutritive value. There are other points, however, to be considered than scientific theory. An invalid, for instance, may be tempted to take oysters in preference to beef steak, and although he would require to consume no fewer than 200 of these succulent bivalves to obtain the equivalent in albumen or fibrine of a pound of beef, that fact counts for nothing if the beef could not be digested. Chemical analysis of food takes no heed of the physical factor of digestion and when food is pleasing, digestion is materially aided.

Cranberries.

Cranberries play a most important part in the repertoire of all sorts of caterers at this season of the year, though little attention is given to the extent these little red berries are cultivated. The bogs and meadows of Cape Cod are the natural home of the cranberry, where they grew in a wild state until about one hundred years ago, when they were deemed worthy of cultivation. The results of the first cultivation, however were so satisfactory in the way of increased returns that other tracts were planted, until now the acreage of cultivated cranberries in the Cape Cod district amounts to more than 6,000 acres, which produced, according to statistics, upwards of 600,000 bushels of cranberries in 1900.

About 25,000 acres are now devoted to cranberry raising in the United States, but Cape Cod leads in the total output, though the acreage in New Jersey is not far from 9,000 acres at the present time. The industry has also been developed to some extent in the Maritime Provinces and there is talk of making use of the bogs in Northern Ontario for the same purpose.

In this country, cranberries are used almost exclusively for making jelly and for stewing, while abroad they are put to more varied uses. In Russia wine and other beverages are made from them; in Germany they are preserved in sugar, and in England they are kept in bottles filled with pure water and tightly corked. American berries are larger and brighter than the European variety, and large quantities of them are exported annually. The old-fashioned way of gathering the crop was by picking the berries by

hand; but of late years they have been gathered with the assistance of a mechanical picker. There are several varieties of these devices, most of them being like overgrown combs with long, blunt teeth of wood or iron, with which the berries are raked from the vines. It is said that with one of these devices a person can gather about 400 quarts a day, while a handpicker cannot gather more than one-half that quantity.

Cranberries are not marketed as soon as picked as the demand for them does not begin until several weeks later. In the meantime, the fruit is stored in the bogs, the only precaution necessary being to prevent their freezing. People used to think that cranberries must be packed in casks and covered with water if they were to be kept any length of time, but that custom has disappeared.

When the fall and winter holiday season commences there is no fruit that is more in demand by all classes of people than cranberries, and in years of short crops which occur occasionally, as in 1874, the little tart, red berries command very high prices, and brought in the year mentioned \$16 and upwards a barrel.

Thyme.

A dwarf herb of the mint family. One kind is botanically indicated as *Thymus vulgaris*, and grows wild as a bushy undershrub from six to ten inches high, with very small ovate leaves, which have an agreeable, strong and penetrating odor; but the kind cultivated in gardens is a native of the South of Europe. It loves rich sandy soil in the sun, and is more delicate in perfume than the other. The leaves should be gathered for drying at end of July or in August. It is used, both green and dried, as a warm, pungent, aromatic seasoning for soups, stews, stuffings, sauces and other culinary preparations.

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG
SMOKING TOBACCO

It will pay you a good profit.
Besides building you a trade.

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD. Glasgow, Scotland.
D. McDOUGALL & CO.,

To Increase the Volume of Your Business

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

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

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

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

JOS. COTE

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

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YOUNG'S PATENT PIPE
in Seven Shapes

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Sole Agent for Canada
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The Big Black Plug
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Already a Big Seller

Sold by all the Wholesale Trade



Australian Storekeepers

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**“OXOL”
FOR CATTLE**

in immense quantities.

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“OXOL” FOR CATTLE

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

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

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

and in England, Australia and New Zealand

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's “T. & B.” Myrtle Navy Cut Tobacco

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

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hone 1272
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East 5964
PIPE
TREAL.

THE IDEAL STORE FIXTURE



"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

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

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
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The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders**
Easiest Runners

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

WOODRUFF & EDWARDS CO.

MAKERS
ELGIN, ILLINOIS, U.S.A.



We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

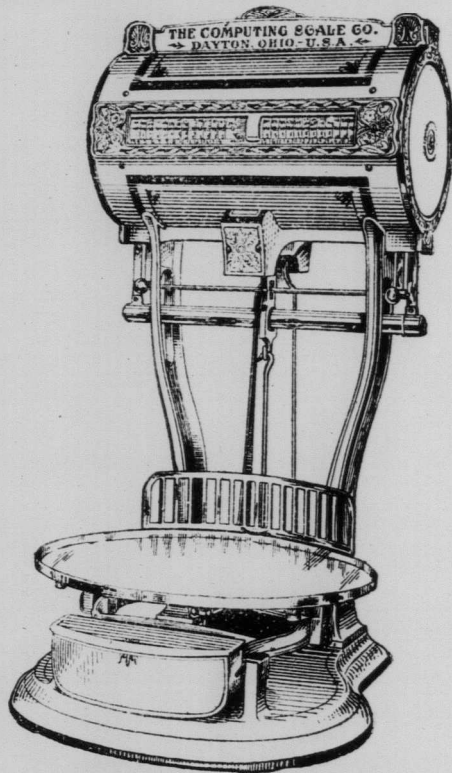
Write for prices and samples.

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The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
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DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1907 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

- Gives the exact weight for the exacting dealer.
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- True as steel and built for a lifetime of exact weighing.
- Weighs to an ounce computes to a cent.
- Low platform—only 6½ inches from the counter.
- Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
- No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

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The Computing Scale Co.

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

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

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HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Yonge St. and Wilton Ave., Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Wilton Avenue and Yonge Street, Toronto, Ont.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (48)

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ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

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SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

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WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

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PREPOSSESSING YOUNG MAN (railway stenographer) wants make change to grocery line. No objections to clerking in store. Box 215, CANADIAN GROCER, Toron o.



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FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., LTD., TORONTO, CAN.

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

It Takes a Lot of Time to Keep Books

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

Allison Coupon System

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



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

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Our Faith in the Canadian Consumer Confirmed

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

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

Packed by

The Lea Pickling & Preserving Co.

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SIMCOE, - ONTARIO

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

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Diam
1-lb. tin
1-lb. tin
1-lb. tin

Cases
4-dos...
3-dos...
1-dos...
3-dos...
1-dos...
1-dos...



Royal

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Barrels
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1 lb. tin
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Keen's
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Wheat

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Wheat
" Pick



White
White
White

Cocoa-
Pean

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

Variety is the Spice of Life

IT is change which relieves the monotony of existence and adds to the enjoyment of both work and play. In the matter of reading, Noah Porter, the eminent American philosopher, once said, "No man can read with profit that which he cannot learn to read with pleasure." The October edition of the Busy Man's Magazine is so varied in contents and entertaining in character that it will afford profit and pleasure to all. Procure a copy and you will be thoroughly well satisfied to become a permanent reader of this popular periodical.

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A Bank Entirely Free From Private Interests.
 The Timber Supply of The Future.
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Where Progress and Education Join Hands.
 The Older He Grows The More Active He Is.
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 The Outwitting of Mr. Bearby.
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The Oldest Religious Band in America.
 The Story of "The Coward."

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October
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Magazine

is on sale at all newsstands

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A Business of Millions Managed By a Woman
 A Man Who Has Helped Many a Young Man In Business
 How Mr. Derbyshire Became The 'Cheese King' of Canada.
 The New Occupants of Government House.

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A Corner In The Price of Drinking Water.
 How we Elected The Old Man.
 What Constitutes True Leadership?

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Where Women Have To Cast Their Votes.
 Dancing Is Only An Expression of Life.
 The Littlest Woman In The World.
 An Exhibition That Breaks Many Records.

ADDITIONAL FEATURES

Contents of the October Magazines
 The Busy Man's Bookshelf.
 Improvements in Office Devices.
 Humor in Magazines.

The Busy Man's Magazine

Montreal

Toronto

Winnipeg

New York

London, Eng.

ASK ANY MAN

what is the best blacking to buy and he will say almost invariably "2 in 1." Why? Simply because he has read more about it, heard more about it and got better satisfaction from it than any other blacking he ever used.

2 in 1



SHOE POLISH

Aren't you going to share in the profits that come from handling this staple article? Get in line to-day with the wide-awake dealers who are selling it.

"Our advertising will bring you trade, while the merits of "2 in 1" will hold it."

The F. F. DALLEY CO., Limited

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

Sell These And Make Money



"SIMPLY DELICIOUS" IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited
Montreal and Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva
Malaga, Spain

ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.

DATOGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. \$ 2 20
THOMAS J. LIPTON
Prices on application.

Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 3 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in
crate.....per lb. 07
7 and 14-lb. wood pails.....per lb. 07
50-lb. wood pails....." 06½
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 3 doz. in case per lb..... 07½
7 and 14-lb. wood pails, 8 pails in crate
per lb. 07
50-lb. wood pails....." 06½
Pure Jams—1-lb. glass jars (18-oz.
gem) 2 doz. in case.....per doz. \$1 8

Jelly Powders
IMPERIAL DESSERT JELLY



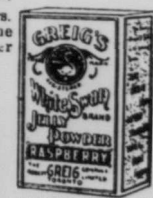
Assorted flavors—gross 10.75.
Macfar n Imperial Cheese Co., Limited
GENUINE PURE FOOD CO.



Assorted Case, Contains 4 doz., \$3.60
Assorted Case, Contains 2 doz., \$1.80
Lemon (Straight) Contains 2 doz., \$1.80
Orange (Straight) Contains 2 doz., \$1.80
Raspberry (Straight) Contains 2 doz., \$1.80
Strawberry (Straight) Contains 2 doz., \$1.80
Chocolate (Straight) Contains 2 doz., \$1.80
Cherry (Straight) Contains 2 doz., \$1.80
Peach (Straight) Contains 2 doz., \$1.80
Weight 8 lbs. per case; freight rate and class

THE ROBERT GREIG CO.

White wan, 15 flavors.
1 doz. in handsome
counter carton, per
doz., 90c.



List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces.....\$0 69½
1-bbls. 0 10
Tubs, 60 lbs. 0 10
20-lb. Pails, 2 05
30-lb. tins.. 1 95
Cases 3-lb.. 0 14
" 5-lb.. 0 10½
" 10-lb.. 0 10½



Licorices.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb. \$0 40
Fancy boxes (36 or 50 sticks)....per box 1 25
" Ringed " 5-lb. boxes.....per lb. 0 40
" Acme " pellets, 5-lb. cans....per can 1 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans.....per can 2 00
Licorice lozenges, 1-lb. glass jars.... 1 75
" " 30 5-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 45
" " 100 sticks..... 0 75
Dulce large cent sticks, 100 in box....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.
1 case of 4 doz..... \$3 50
2 cases of 4 doz..... \$3 50
5 cases or more..... \$ 60

Marmalade.

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case....per doz. \$1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case,
per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz.... 1 55
2-lb. " " 2 80
4-lb. tins, " 4 65
7-lb. " " 7 35
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25



THOMAS J. LIPTON
Prices on application.

Mince Meat.
Wetley's condensed, per gross net...\$12 00
per case of doz. net..... \$ 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$4 7
" hotel..... 4 90
Silver Cow Milk..... 5 00
Pur ty Milk..... 4 00
Good Luck..... 4 30

Mustard.

COLMAN'S OR KEENE'S.

D.S.F., 1-lb. tins.....per doz. \$1 40
" 1-lb. tins..... 2 50
" 1-lb. tins..... 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... 0 35
F. D. 1-lb. tins.....per doz. 0 35
" 1-lb. tins..... 1 45

Olive Oil.

LAPOORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" 4-pt. 24's 25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

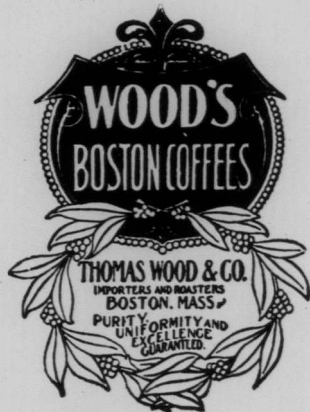
Soda.

COW BRAND.

DWIGHT'S
BAKING SODA
Case of 1-lb. contain-
ing 60 packages pe-
r box, \$3 00.
Case of 4-lb. (con-
taining 150 pags.
per box, \$3 00.
Case of 1-lb. and 4-
lb. (containing 50
1-lb. and 80 4-lb.
pkgs.) per box, \$3 00

Case of 50. pags. containing 96 pags. 1. pe-
r box. \$3
MAGIC BRAND Per case
No. 1, cases, 60 1-lb. packages.....\$ 75
No. 2, " 150 1-lb. " \$ 75
No. 3, " 30 1-lb. " \$ 75
No. 4, " 60 1-lb. " \$ 75
No. 5 Magic soda—cases 100—10-oz. pags.
1 case \$ 85
5 cases..... \$ 75

THE CANADIAN GROCER STRIKING FEATURES



PURITY appeals to all classes of consumers.
UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.
SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.
They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. YIPPERT & CO., Agents.

Maypole soap, colors	per gross	\$10 30
" " black	"	15 30
Oricle soap	"	10 30
Gloriola soap	"	12 00
Straw hat polish	"	12 30



3 doz. to box	\$3 45
6 doz. to box	\$6 90
30 days	

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

No. 1 White or blue, 4-lb. cartons	
No. 1 " " 4-lb. " "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 18
Silver gloss, 6-lb. tin canisters	0 18
Edward's silver gloss, 1-lb. pkg.	0 18
Kings silver gloss, large crystal	0 18
Benson's suds, 1-lb. cartons	0 18
No. 1 white, blbl. and koga	0 18
Canada White (Gloss), 1-lb. pkg.	0 04
Benson's enamel	per box 1 50 to 3 00

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
" " " " " " " "	0 10
" " " " " " " "	0 10
" " " " " " " "	0 10
" " " " " " " "	0 10

BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 06
Home Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 04
White Quah y White Laundry—	
1-lb. Canisters, cases of 24 lb.	0 06
Barrels, 200 lb.	0 72
Kegs, 50 lb.	0 18

Lil White Gloss—

1-lb. fancy cartons, cases 24 lb.	0 18
4-lb. toy trunks, 8 in case	0 18
6-lb. enameled tin canisters, 8 in case	0 18
Kegs, ex. crystals, 100 lb.	0 07

Brantford Gloss—

1-lb. fancy boxes, cases 24 lb.	\$0 06
---------------------------------	--------

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	3 00
" " " " " " " "	3 00
Boxes of 45 cartons, per case	3 60

Culinary Starches—

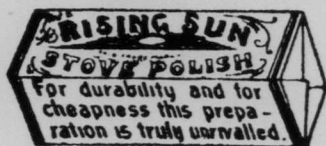
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 04
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

MAN TOY STARCH.

pkgs, cases 5 doz., per case	4 72
------------------------------	------

Stove Polish.

Per gross	
Rising Sun, 8-oz. cakes, 4-gross boxes	\$8 70
Rising Sun, 2-oz. cakes, gross 100	4 70
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste 5c. size, 4-gross boxes	5 00



JAMES' DOME BLACK LEAD

6a size	Per gross	\$2 40
2a " "	"	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
1/2 gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 63	per b.
Half-barrels, 350 lbs.	0 03	"
Kegs, 150 lbs.	0 03	"
2-gal. pails 25 lbs.	1 25	each
3 " " 38 1/2 lbs.	1 70	"

Plain tins, with label— Per case.

3 lb. tins, 2 doz. in case	2 40
5 " " " " " "	2 75
10 " " " " " "	2 65
30 " " " " " "	2 60

(5, 10 and 30 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.	0 03	per lb.
Half-barrels, 350 lbs.	0 03	"
Kegs, 150 lbs.	0 03	"
2-gal. pails 25 lb.	1 25	each
3 " " 38 1/2 lbs.	1 50	"
2 1/2 lb. tins, 24 in case, per case	2 40	
5-lb. " 12 " " "	2 75	
1-lb. " 6 " " "	2 15	
2-lb. " 3 " " "	2 60	

Teas.

SALADA CEYLON.

Wholesale	Retail
Brown Label, 1's, 1's	\$0 25 \$0 30
Green Label, 1's and 1's	0 27 0 35
Blue Label, 1's, 1's and 1's	0 30 0 40
Red Label, 1's and 1's	0 35 0 50
Gold Label, 1's	0 44 0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

Blue label 1's and 1's	wholesale	retail
Orange " 1's and 1's	0 24	0 30
Pink " 1/2 & 1's tins	0 30	0 40
Red " Dominion blend,	0 35	0 50
1's and 1's	0 44	0 60
Gold " Afternoon blend,	0 50	0 70
1's and 1's	0 50	0 70

LUDELLA CEYLON TEA

Blue Label, 1's	\$0 30	\$0 75
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Blue Label, 1's	0 21	0 25
Orange Label, 1's and 1's	0 23	0 30
Brown Label, 1's and 1's	0 28	0 40
Green Label, 1's and 1's	0 30	0 40
Red Label, 1's and 1's	0 35	0 50
Gold Label, 1's and 1's	0 40	0 60

LAPORTE, MARTIN & CO., LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



Wholesale	Retail
Yellow Label, 1's	0 29 0 35
" " " " " "	0 21 0 25
Green Label, 1's and 1's	0 24 0 30
Blue Label, 1's and 1's	0 25 0 35
Red Label, 1's, 1's and 1's	0 30 0 40
White Label, 1's, 1's and 1's	0 35 0 50
Gold Label, 1's and 1's	0 42 0 60
Purple Label, 1's and 1's	0 65 0 80
Embossed, 1's and 1's	0 07 1 00



Wholesale	Retail
Pink Label 1's and 1's	30c. 40c.
Gold Label 1's and 1's	35c. 45c.
Green Label 1's and 1's	42c. 60c.
Green Label 1's and 1's	50c. 75c.



MINTO BROS.,
65 Front St. East

Wholesale	Retail
Black, green, mixed, 1's	0 70 1 00
" " " " " "	0 55 0 80
" " " " " "	0 44 0 60
" " " " " "	0 38 0 50
" " " " " "	0 35 0 50
" " " " " "	0 30 0 40
" " " " " "	0 32
" " " " " "	0 25 0 30
" " " " " "	0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

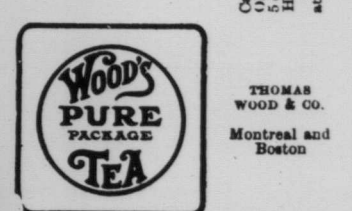
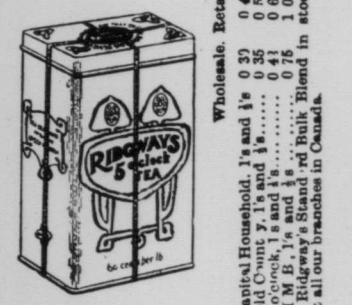


Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 20
" " " " " "	0 21
Blue Label, retail at 30c.	0 22
Green Label	0 30
Red Label	0 35
Orange Label	0 42
Gold Label	0 66

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.



THOMAS WOOD & CO.
Montreal and Boston

Wholesale	Retail
Wood's Primrose, per lb.	0 40 0 60
" Golden Rod	0 35 0 50
" Fleur-de-Lis	0 30 0 40

Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	\$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s, and 6s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6s	0 51
" Pay Roll, 7s	0 56
" Stag, 10 os.	0 45
" Bob's, 6s, and 12s	0 46
" " 10 oz. bars, 6s	0 46
" Fair Play, 8s, and 12s	0 53
" Club, 6s, and 12s	0 46
" Dixie, 7s	0 47

JOS. COOTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	\$15
V. H. C., 1-30	25 00
St. Louis (Union), 1-30	33 00
Champion, 1-30	35 00
El Sergeant Premium, 1-30—1-40	65 00
J. C. OI, Havana P. Finos, 1-30	75 00

Cut tobaccos.

Petit Havana, 1-12—1-8	0 40
Queens, 1-4, 1-3	0 65
" 1-9	0 68
Cote's Choice Mixture, 1-lb tins	0 75
" " " " " "	0 70
" " " " " "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per dos.	\$18 00
Absorbine Jr., er dosen.	8 00
Yeast.	
Royal yeast, 3 doz. 5 cent. pkgs	\$1 10
Gillett's cream yeast, 3 doz. in case	1 10



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONTARIO

WARNING!

Crescent



Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Good Vinegar



Sells just as easily as the other sort and it is a deal more satisfactory to handle.

WHITE, COTTELL & CO'S
Vinegar is Good Vinegar

All who have used and tested it agree on that point and will tell you so. The best is always sure to win in the trade race, so have an early shipment of our vinegar as a starter.

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

White, Cottell & Co.,
Camberwell, S.E. LONDON, ENG.

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allies,

REAL

r and Ceylon.

0 40
0 60
1 00
0 37
0 35
0 15
0 15
H. B. 1/8 and 1/4
Ridgway's Standard Bldg. Blend in stock
at all our branches in Canada.

THOMAS
WOOD & CO.
Montreal and
Boston

olesale reta
0 40 0 60
0 35 0 60
0 30 0 40
grades—other

CO., LIMITED
1 12s... 0 46
..... 0 60
..... 0 50
..... 0 15
4 0s... 0 46
..... 0 48
..... 0 51
..... 0 58
..... 0 45
..... 0 46
..... 0 46
..... 0 45
..... 0 46
..... 0 47
..... 0 58

REG.
and.
..... 0 15
..... 25 00
..... 33 00
..... 35 00
-1-40 55 00
-1-30 75 00

..... 0 40
..... 0 85
..... 0 68
..... 0 75
..... 0 70
..... 0

adies.
..... 0 18 00
..... 0 00

lgs 0 10
in case .. 1 10

SALT

for every purpose.

Season Advancing!

Advisable arrange for
your stock NOW.

VERRET, STEWART & CO.

LIMITED

MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy Syrup, also Standards.

We are able to supply you this year with the best goods that have ever been packed.

We have just installed a most up-to-date system for peaches *solely*, which embodies the most approved Californian ideas. *Our quality will surprise you.*

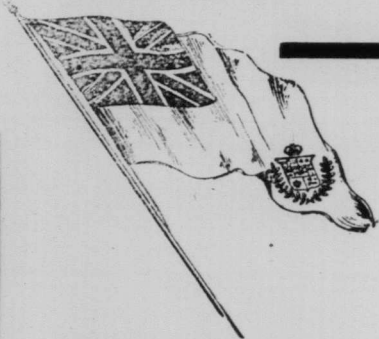
What about Your Order?

Place it now. We will ship after a while if you wish.

J. H. WETHEY, LIMITED

ST. CATHARINES

PACKERS OF LAUREL CANNED GOODS



Empire Brand

A Bargain in Pickles.

A Cheap Line of Ceylon.

"Future" Raisins.

Currants and Peels at low prices.

The Kiji Japan on the way.

Extra value.

**4 Free Phones Here
for Use.
USE THEM**

SEE OUR TRAVELLERS OR COMMUNICATE WITH US—
LETTER, WIRE OR PHONE.

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton,

Ontario