

Features of the Canadian National Exhibition—Illustrated

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG. SEPTEMBER 7, 1906

NO. 36



Studying the interests of your customers  
is what holds their trade—

## Robinson's Patent Barley

is a food of necessity in every  
family—It is a food for children and  
every mother will thank you for  
selling it—

Besides—It pays you a handsome profit—

Write for particulars

*Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion*

Always the same—and always the Best

## Benson's "Prepared" Corn

for cooking purposes

## Edwardsburg "Silver Gloss" Starch

for the laundry

The care that is exercised in the selection of the  
finest corn, and the methods employed in the  
manufacture of our goods makes it absolutely  
sure that Purity and Perfection must  
follow—

Remember the brands when buying.

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

33 Front St. East,  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

164 St. James Street,  
MONTREAL, P.Q.

## Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

## Baby's Own Soap

is the most extensively advertised soap in Canada—it is absolutely pure and is known throughout Canada as the best soap for the Nursery, Toilet and the Bath, because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

**THE ALBERT SOAPS, LIMITED  
MONTREAL**

# Redpath

IS

**CANADA'S STANDARD  
FOR  
REFINED SUGAR**

Manufactured by

**THE  
CANADA SUGAR REFINING CO.  
LIMITED**

*Montreal*



**Y. & S.  
SCUDDER  
M. & R.**

**STICK LICORICE**

**ACME PELLETS**

**M. & R. WAFERS**

**LOZENGES, ETC.**

and a complete line of

**Hard and Soft Licorice Specialties.**

Price Lists and Illustrated Catalogue on request.

## National Licorice Co.

**Brooklyn, N.Y.**

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

Montreal Depot, 21 Bonsecours St.,  
J. M. BRAYLEY, Agent.

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

**Halifax, - Nova Scotia**

Agents

GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

The  
"Thistle"  Brand  
Fish

The fact that for twenty-five years we have sold the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., is pretty good evidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by the owners of the "Thistle" Brand to produce their goods as cheap goods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is the best by every test and regardless of expense.

The Manager of the company is unsurpassed as a fish-curer as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

**Not the Cheapest but Always the Best**

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal  
20½ Front St. E., Toronto.



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOS, W. I.**

**JONES & SWAN**  
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.  
CABLE ADDRESS—JONESWAN, BARBADOS.  
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Lafontaine, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspébiac.

**CHARLOTTETOWN, P. E. I.**

**HORACE HASZARD**  
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.  
EXPORTER of Cheese, Butter and Canned Goods.  
AGENT in Canada and the United States for the famous BRAHMIN TEA.  
Charlottetown, Prince Edward Island.

**HALIFAX, N. S.**

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

**MOOSE JAW.**

**THE MOOSE JAW FRUIT & PRODUCE CO.**  
D. STAMPER, Prop.  
Wholesale Agents and Jobbers  
Fruits, Groceries, Tobaccos, Cigars, etc.  
Correspondence Solicited.  
P. O. Box 238, MOOSE JAW, Sask  
Office, 8 Main Street.

**MONTREAL.**

**H. J. STEVENS**  
126 Board of Trade, - Montreal  
Wholesale Brokerage  
Beans, Boiling Peas, Flour, Oats

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
27 St. Sacrament Street, Montreal  
TEL. MAIN 778. BOND 28.

**J. H. MAIDEN**  
425 St. Paul Street, MONTREAL  
Manufacturers' Agent and Commission Broker.  
Domestic and Foreign Agencies solicited.  
Special attention to introducing New Lines to the Trade.

**A. J. HUGHES**  
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,  
1483 Notre Dame Street, MONTREAL  
Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

**BANANAS**  
exclusively the year round.  
Best fruit Properly crated Lowest prices  
**JOSEPH BROWN & SONS**  
29 and 31 Youville Square  
Montreal

**TORONTO.**

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

**MacLAREN IMPERIAL CHEESE CO.** Limited  
AGENCY DEPARTMENT:  
Agents for Grocers' Specialties and Wholesale Grocery Brokers.  
Correspondence solicited. Address all communications to our head office.  
26 Front St. East, Toronto

**Green Apples**  
Wire us for prices by the  
Car.  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

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

**McGAW & RUSSELL**  
Manufacturers' Agents and Importers  
48½ Front St. East, Toronto  
Highest References Correspondence Solicited  
Phone Main 2647

**C. E. KYLE** **S. HOOPER**  
**KYLE & HOOPER**  
Wholesale Grocery Brokers and  
Manufacturers' Agents  
27 Front St. E., Toronto  
Highest references Commissions solicited

**QUEBEC.**

**P. W. CARRIER**  
COMMISSION  
GROCERIES; FLOUR, GRAIN  
Domestic and Foreign Agencies Solicited.  
Hochelaga Bank Building,  
QUEBEC.

**WINNIPEG.**

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

**STUART WATSON**  
Manufacturers' Agent and Wholesale Commission Broker.  
Winnipeg, - Man.  
Highest References. Correspondence Solicited.

**W. A. TAYLOR**  
BROKER and WAREHOUSEMAN  
243 Main Street  
WINNIPEG, MAN.  
HIGHEST REFERENCES

(Continued on page 4.)

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**Highest Award**  
AND  
**GOLD MEDAL**

**THE MONEY-BACK KIND**

AWARDED AT **St. Louis Exposition to**

**"ANCHOR" brand**  
**CANNED FRUITS and VEGETABLES**

*Pretty good argument in favor of their quality—  
Another is the very large number of dealers throughout Canada who from year to  
year handle "ANCHOR" CANNED GOODS almost exclusively—THEY MUST BE GOOD.  
New season's PEAS are unequalled. If you haven't placed your order for*

**CORN and TOMATOES**

*You should do so at once to ensure fall delivery. WE GUARANTEE THE QUALITY.*

**THE EBY, BLAIN CO., LIMITED** **WHOLESALE GROCERS**  
**TORONTO**

**FLAVOR WINS FAVOR For**  
**Blue Ribbon**  
**Tea**

AND IT IS A TRADE WINNER FOR EVERY GROCER,  
AS WELL AS A MONEY MAKER. COMMENCE NOW  
BY GIVING OUR TRAVELLERS A TRIAL ORDER,  
OR WRITE US FOR A SAMPLE CASE.

**BLUE RIBBON TEA CO., Limited, 12 Front St. East,**  
**TORONTO**



**K & Co.**  
Agents  
Toronto

**JSSELL**  
and Importers  
Toronto  
Correspondence Solicited  
2647

**S. HOOPER**  
**HOOPER**  
Brokers and  
Agents  
Toronto  
Commissions solicited

**ARRIER**  
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**COUNTRY**  
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**m & Co.**  
Commission Merchants  
MANITOBA

**WATSON**  
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on Broker.  
- Man.  
Correspondence Solicited.

**AYLOR**  
**REHOUSEMAN**  
Street  
2, MAN.  
REFERENCES

(on page 4.)

Manufacturers' Agents—Continued.

WINNIPEG.

**G. C. WARREN**  
REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

ESTABLISHED 1887.  
**JOSEPH CARMAN**  
Wholesale Grocery Broker and Manufacturing Agent.  
Union Bank Block, Rooms, 722 and 723  
Winnipeg, Man.  
Correspondence Solicited. Highest References.

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

**CALGARY STORAGE TO RENT**  
Second floor new modern warehouse  
100 x 25  
Track Privilege  
**THE McDONALD-DUNLOP CO., LTD.**  
BOX 363  
**CALGARY, ALBERTA**

**JOHN A. CHEYNE**  
Wholesale Commission Broker and Manufacturers' Agent  
Correspondence Solicited.  
41 Bannatyne Ave., Winnipeg, Man.

**R. B. WISEMAN & CO.**  
WINNIPEG, MAN.  
Wholesale Brokers and Storage Warehousemen.  
CENTRALLY LOCATED.  
Can handle a few additional lines.

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

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers  
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.  
Highest References. Correspondence Solicited.  
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897  
**SCOTT, BATHGATE CO.** BROKERS AND COMMISSION MERCHANTS  
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada  
Correspondence solicited with firm wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

...ESTABLISHED 1849...  
**BRADSTREET'S**

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World  
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.  
**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.  
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

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

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



**CHINESE Starch**

The best money maker in your store—  
Write for particulars—  
OCEAN MILLS, - MONTREAL

**TRADE WITH ENGLAND**

Every Canadian who wishes to trade successfully with the Old Country should read

**"Commercial Intelligence"**

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)  
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

**VICTORY DINNER RELISH**



is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

**SPECIFY IT IN YOUR NEXT ORDER.**

**G. F. SUTTON, SONS & CO.**

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto  
30 Hospital St. Montreal

## You Have Noticed Yourself

the value of a neat and attractive store, of bright and pleasing windows, of a handsomely got up package.

The housewife judges, and judges rightly, that if the manufacturers are careless with the exterior they will be careless with the interior—that a common package will contain common goods.

### *There is Where Old Homestead Goods Shine*

Particular in every detail, the Old Homestead Canning Co. have secured labels for their goods that are a positive delight to look at. Labels that sell the goods at sight.

*For a striking window display  
To brighten the appearance of your shelves  
To please your customers  
To increase your sales*

Old Homestead Brand Canned Goods are the proper thing.

Try a sample order. If your wholesaler will not supply you, write us direct.

---

## The Old Homestead Canning Co.

Picton, Ontario



**Starch**

your store—

MONTREAL

**ENGLAND**

hes to trade  
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1000 St.,  
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reek. (Annual  
age, \$4.80.)  
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in the paper.

**DRY**

**ELISH**

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ry dinner—  
or cold, and  
sauce for  
ry Grocer,—  
ge or small.  
arded 16 Medals.

**SPECIFY IT  
YOUR NEXT  
ORDER.**

**F. SUTTON,  
ONS & CO.**

King's Cross

NDON, ENGLAND

CANADIAN AGENTS:

CLURE & LANGLEY, Ltd

154 Pearl St., Toronto  
D Hospital St. Montreal

**DO YOU KNOW that One Pound of  
Red Rose Tea, which retails at  
40 cts., will make 200 Cups of Tea?**

If the people who use 25 and 30-cent teas knew this, don't you think many of them would use the 40-cent grade instead?

Tell them about it! Let me help you. Send me your address and I will send you some printed slips giving this and other interesting facts, for distribution among your customers.

Put more energy into the selling of really good tea, and you will be surprised at the results.

**Branches:**

**TORONTO  
WINNIPEG**

**T. H. ESTABROOKS**

**ST. JOHN, N. B.**

**\$21.00**

Size 8 x 12

**STOCK  
CONTINUOUS  
LEDGERS**

**\$23.75**

Size 12 x 12

The above prices are for a complete outfit comprising,

- 1 Regular Crain Continuous Binder and Index**
- 1 "K" Sectional Post Canvas Transfer Binder and Index**
- One Thousand Pages (500 leaves)**

The Continuous Binder is the same in every particular as the high-class goods we have always manufactured

**FIVE DIFFERENT LEDGER RULINGS TO CHOOSE FROM**

on best ledger paper.

Before placing your order for a new ledger this fall write us for further particulars.



**THE Rolla L. Crain Co**  
LIMITED.  
OTTAWA, CANADA.

**TORONTO**  
18 Toronto Street.

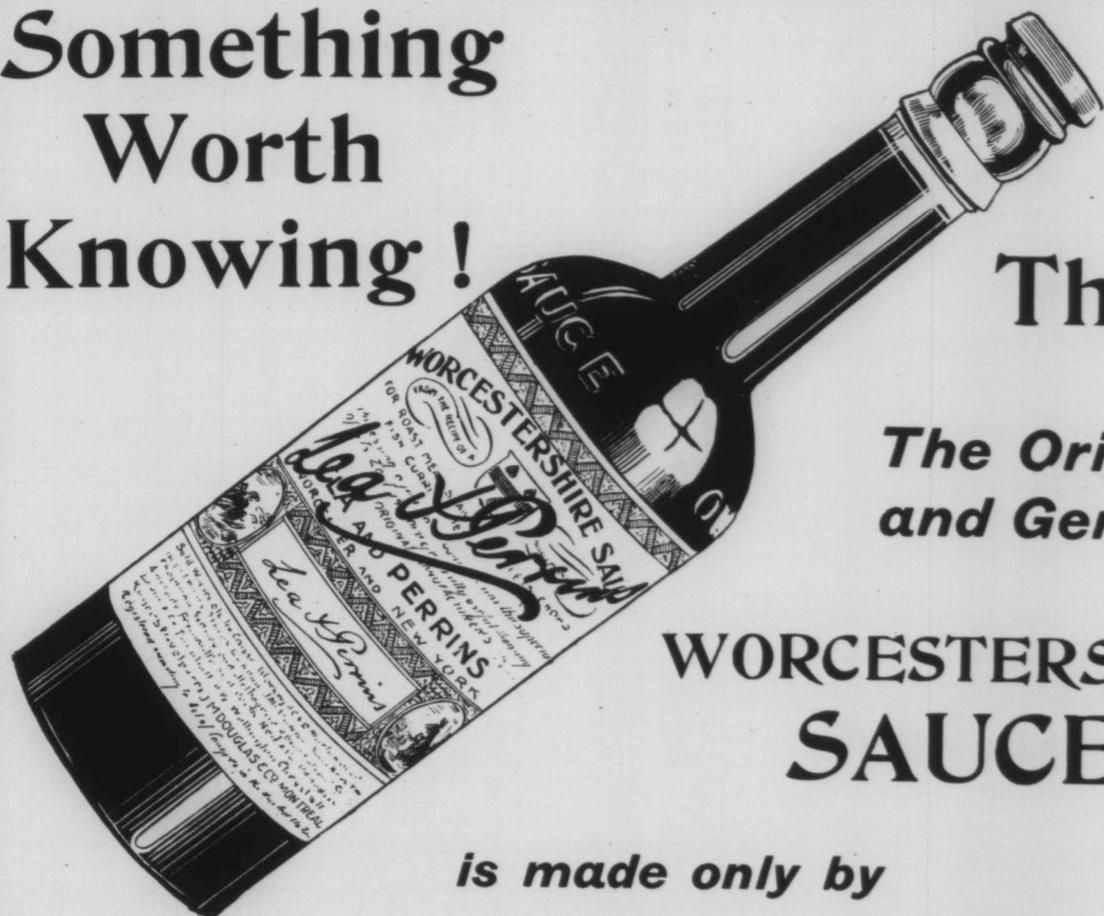
**MONTREAL**  
74 Alliance Bldg.

**WINNIPEG**  
Sylvester-Willison Bldg.

Something  
Worth  
Knowing!

That

*The Original  
and Genuine*



WORCESTERSHIRE  
SAUCE

*is made only by*

**LEA & PERRINS**  
**WORCESTER**

The Target for All Imitators

***70 Years Reputation Behind It***

J. M. DOUGLAS & CO., MONTREAL  
(Established 1857), Canadian Agents

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## Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest Garden Strawberries England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every Good Grocer in Canada can sell to his customers, knowing that it will give the satisfaction that builds up trade.

**ROSE & LAFLAMME**  
MONTREAL and TORONTO

## DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

### "IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &  
LAFLAMME

AGENTS,  
MONTREAL.

EASY  
TO  
SELL



GIVES  
GOOD  
PROFIT



and these are the two mighty good reasons why Paterson's Camp Coffee Essence is coffee for you to push.

ROSE & LAFLAMME  
Agents, Montreal

## When buying your Valencia Raisins

Ask your Wholesaler  
for these Reliable Brands

### MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers  
Selected  
Fine Off Stalk

## They will please you

AGENTS—  
**ROSE & LAFLAMME** MONTREAL  
TORONTO



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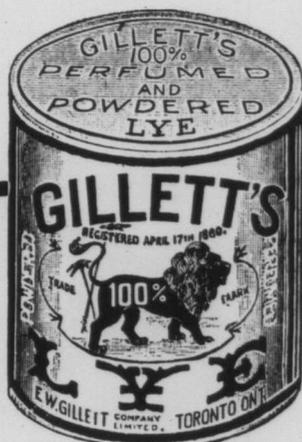
Packets  
Annual Sale

BLACK—MIXED—GREEN

The  
Enormous  
Sale  
Already  
Created  
Best Answers  
the Very  
Natural  
Question



I WONDER IF IT'S  
AS GOOD AS  
ADVERTISED



GILLETT'S LYE  
has Many Uses.

The "go-ahead" Grocer who sells  
**GILLETT'S LYE**

knows it's the household cleaner  
most people use.

Read its many uses on the label, and  
recommend it to your customers.

They'll be delighted.



Gillett's Chemical Works Established 1852.

"STERLING" BRAND PICKLES—MADE IN CANADA

None Better  
the  
World Over

"Sterling"  
BRAND

Made of Best  
Grown Cana-  
dian Vegetables

"Sterling"  
BRAND



A PICKLE that BUILDS BUSINESS for the GROCER

**THE T. A. LYTTLE CO. Limited**

Canada's Greatest  
Pickle Manufacturers

TORONTO, CAN.

# WINNIPEG and CALGARY



## TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, -

**IF** you are not already represented in the West, write us. Do not put it off till to-morrow. Western Canada is to-day the **talk** of all large progressive Eastern manufacturers. Get busy, and communicate with us **at once**. It does not matter how small or how large your line is—give your account to **us**—and watch your Western business grow. We are representing some of the best manufacturers in Canada, United States and Europe. **BUT** we are **not too busy** to look after your interests too. We are at all times in touch with the Wholesale grocers at Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), Edmonton (2). We have special facilities for storing and distributing goods of all kinds. Write us for our rates.

**Firms in Great Britain** or Europe when in the market for Rolled Oats, Oatmeal, or Mill Feed, write us for c.i.f. prices any point.

We are, Yours truly,

**NICHOLSON & BAIN,**  
Wholesale Commission Merchants and Brokers  
**WINNIPEG and CALGARY**

Established 1882.

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**Don't Buy Last Year's Pack! Buy This Year's Pack!**  
**Buy Riverdale Brand!**

There is no such thing as a 1905 can of Riverdale Brand goods. There never was such a thing. The peas, corn, tomatoes, beans, raspberries, pumpkin, etc., that will comprise our pack, have been grown or are now growing in the fields. **1906 pack to be sure!** This will be the first line of

## **RIVERDALE BRAND**

ever put up, and it will out-shadow anything in the canned goods line ever before put up.

*Don't Forget It!*

**The Lakeside Canning Company, Limited**

*Wellington, - Ontario*

# **VALENCIA RAISINS**

**ASK your Jobber for**

**RIERA'S "Maple Leaf" brand**

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**D. RATTRAY & SONS**

**AGENTS**

**QUEBEC**

**Montreal**

**OTTAWA**

And  
**She Trusted You!**

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

*Next Time Give Her*

**Windsor Table Salt**

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. That woman will keep on trading at your store.

*The Canadian Salt Co., Limited*  
*Windsor, Ont.*

**"EDINBURGH'S PRIDE"**



EVERY BOTTLE OF

**Symington's  
 "Edinburgh"  
 Coffee Essence**

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

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

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

**Thos. Symington & Co.**  
**EDINBURGH**

Agents—W. B. BAYLEY & CO.  
 Cor. Church and Colborne Sts. Toronto.

**ROWAT'S**

The name that applied to

**PICKLES and  
 OLIVES**

means

**Quality the best  
 Profit satisfactory  
 Business increasing**

You can't wish for more.

All jobbers.

The Best of all Teas are

# JAPAN TEAS

They have the qualities that appeal to every lover of Teas—

**Purity  
Fragrance  
Aroma  
Deliciousness  
Healthfulness**

They are the Teas that stand out as the Best.



**"Perry's Sauce will Always Sult,  
Take no Worthless Substitute."**

**WHEN  
CONVINCED  
OF MERITS**

in a Worcestershire Sauce stay convinced, providing the Merits that convinced you are

*Always Present*

in the sauce.

## Perry's Worcestershire Sauce

never changes. It is in a rut as far as Quality is concerned.

The corresponding rut is regularity of trade for the man who sells it.

SELLING AGENTS

**Taylor & Pringle Co.,**

Limited

**OWEN SOUND, ONT.**

Manufacturers of Queen Quality Brand Pickles.

Those merchants who have bought our

# Matches

have made money and pleased their customers.

Send for our Price List and profit by values we offer.

**The Improved Match Co.,**

Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.



**THE Farmers'**

**Ideal!**

**Ideal!**

**CANNING CO.**  
**BLOOMFIELD,**  
**ONT.**

A COMPANY OWNED AND DIRECTED BY THE MEN WHO GROW THE FRUIT AND VEGETABLES.

The Farmers' Canning Co., Limited, is a signal proof of the fact that if you wish to get the best from an industry you must have the component parts of its make-up working con-jointly to a common end.

**FARMER BRAND Canned Goods**

are put up in an excellently situated factory with pure spring water close at hand, and high, dry land all around. The fruit and vegetables are grown in the garden of the Bay of Quinte by the men interested in the company, and the product is brought in fresh from the fields and **packed while fresh.**

Our 1905 pack is **sold right out.** If you order from us now we will guarantee **1906 PACK.**

**The FARMERS' CANNING COMPANY, Limited**  
**BLOOMFIELD, ONT.**

# WATSON, BOYD & CO.

TRINIDAD, B.W.I.

**COCOA, COMMISSION AND GENERAL MERCHANTS**

Dealers in

Canadian,  
American  
and Eastern Produce

Consignments

Promptly Attended to.

Correspondence  
Solicited.

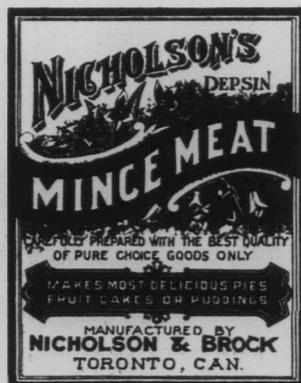
CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.

NEW YORK—Frame & Co., 132 Front Street

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C 5th edn  
A1—Premier  
and Standard Shipping.



Mince Meat is a great seller  
—That is, **THE RIGHT KIND**  
We make that kind. It is called  
**NICHOLSON'S**  
**MINCE MEAT**

Do you sell it? Do you sell it  
regularly?

Have we your order for

**N. & B. JELLY POWDER**  
**N. & B. ICING POWDER**  
**N. & B. PUDDING**  
**N. & B. VERIQUICK TAPIOCA**  
**BROCK'S BIRD SEED?"**

**NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.**



**CAPSTAN BRAND**

**High-Grade Tomato Catsup**

Put up in 10-oz. 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.

We guarantee this Catsup to give perfect  
satisfaction.

Ask your wholesale Grocer for it or see  
our travellers' samples.

**The CAPSTAN MFG. CO., Toronto, Ont., Can.**

**Good Coffee**

**Good Trade**

**Good Profit**



FOR THE MAN  
WHO SELLS

Chase &  
Sanborn's

HIGH-  
GRADE

COFFEES

**Chase & Sanborn**

The Importers, - MONTREAL

*VALENCIA RAISINS*

*SULTANA RAISINS*

*CURRANTS*

For Import—

Write for Quotations to

**THOS. BELL, SONS & CO.,  
MONTREAL**

you must

The fruit  
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## ST. JOHN EXHIBITION.

Merchants visiting the St. John Exhibition are invited to inspect and test our celebrated "**CLUB**" Coffee, which will be demonstrated in the Main Building. The value of the coffee is recognized by judges as without equal. It will prove a good seller and profit maker for you.

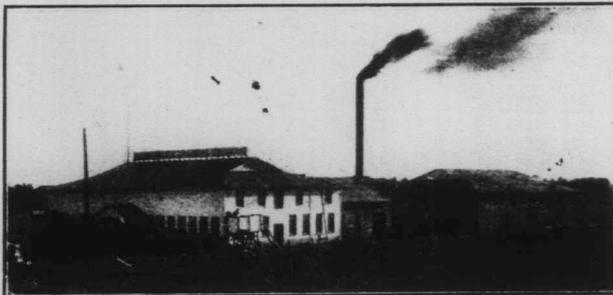
Special attention paid to visiting merchants, and information furnished as to our Spices, Grocers' Sundries, etc.

### **S. H. EWING & SONS**

96-104 KING ST., MONTREAL  
Telephone Bell Main 66.  
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.



## **MAKE DELICIOUS EATING CAUSE LIVELY SELLING**

The Bay of Quinte District is the nestor district of Cauada for fruit and vegetables. We are situated in the heart of this district.

We have been looking forward to the time when we could tell you that

# **"CANADA'S PRIDE"**

**SUGAR CORN ————— CREAM SUGAR CORN**

were ready. That time is now here.

Carefully selected cobs processed in a factory admirably situated for sanitary arrangements and water supply. The corn is put up in cans bearing artistically embossed labels, and looks its quality.

**STOCK UP AT ONCE.**

**WM. GALBRAITH & SON,**  
Sole Agents for Montreal.

**NAPANEE CANNING CO., Limited**  
W. A. CARSON, Manager - - Napanee, Ont.

## **WILLIAM GALBRAITH & SON** **WHOLESALE GROCERS**

68 MCGILL ST., MONTREAL

We control the sale of

# **"CANADA'S PRIDE" CANNED GOODS**

FOR MONTREAL

**The Best in the Dominion.**

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# THE IMPERIAL CANNING CO., KINGSVILLE, ONT.

*(Branch of the Canadian Cannery, Limited)*  
**"one of the best in the Province"**

The following editorial is clipped from the KINGSVILLE REPORTER of August 26, 1906.

The canning factory started up on the 15th of this month, a few days earlier than last year. While this factory is always to the fore front, it IS THIS YEAR STILL MORE MODERN IN ITS EQUIPMENT. CLEANLINESS IS ONE OF THE FEATURES WHICH IS RIGIDLY ENFORCED BY MANAGEMENT, and this year more machinery has been added which will facilitate the cleaning of the raw material, making it still more easy to put up the goods in the cleanest possible manner. THE TOMATOES ARE emptied from the boxes into a washing machine and agitated until the sand or other dirt is washed off. They pass from this into a tank of hot water and are scalded, then they pass out into a chute and are carried in to the peelers. They fall from the carriers into fibre pails which are placed on a revolving platform, around which the women and girl workers are assembled.

As the tomatoes are peeled they are carried in pails to the canning machine and are soon in the

cans which are soldered automatically, and pass out into the cooker and cooler and from there are wheeled to the storeroom. Each pail of the peeled tomatoes is carefully examined as they are emptied into the canning machine, and if a worker has been careless and left any spots in them she is reprimanded. Each pail is numbered and is traced by the check given the peeler. A woman is kept constantly at work sweeping up refuse and tidying things up generally. The annual output of the factory is 600,000 cans tomatoes, 90,000 gallons of apples, and this year peaches will also be put up. Employment is given to a staff of 100 people, who will put through, running full time, 2,000 bushels of tomatoes per day. THE FACTORY IS ONE OF THE BEST IN THE PROVINCE, AND PEOPLE NEED HAVE NO HESITATION IN EATING IMPERIAL BRAND OF TINNED GOODS, BECAUSE THEY STAND ON THEIR MERITS FOR ABSOLUTE PURITY, WITH QUALITY OF STOCK THE BEST THAT CAN BE PROCURED IN CANADA.

The remarks as above are equally applicable to each of our thirty factories. In ordering Canned Goods it will pay you to stick to brands as follows, viz.:—"CANADA FIRST," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE," "KENT," "AUTO," "LYNNVALLEY," "MAPLE LEAF," "LION," "THISTLE" "GRAND RIVER" "WHITE ROSE," etc.

"Quality and Cleanliness," our Motto.

Yours respectfully,

**CANADIAN CANNERS, Limited**

DO YOU PREFER AN

## Automatic Pendulum Computing Scale



to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

### No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.  
Full Capacity Thirty Pounds.  
Each Pound Same Width on Chart  
Each Cent Indicated by a Line.  
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

**\$57.00**

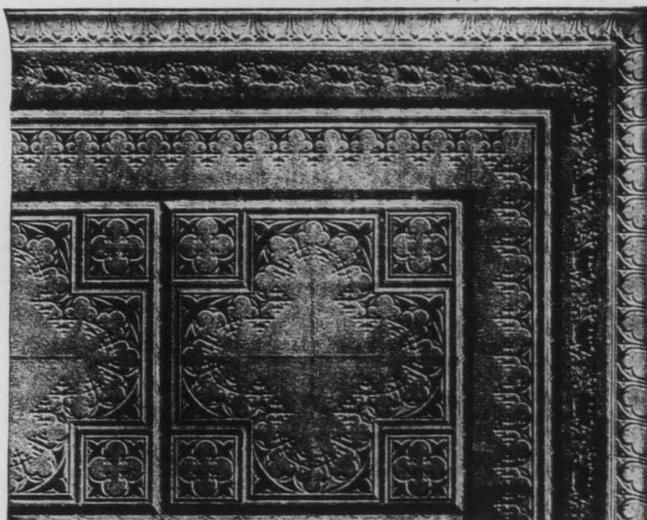
The "Dayton"

Send a postal to

**THE COMPUTING SCALE CO.**

OF CANADA, LIMITED

164 King Street West, TORONTO



### What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

### METAL CEILING

That's the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

**METAL SHINGLE & SIDING CO., Limited**  
PRESTON, - - - ONTARIO

## COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating



No. 65

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

**Our Grinders Wear Longest**

Height, 29 in.  
Length, 33 in.  
Width, 23 in.  
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing 1/2 lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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

## Busy, Busy, Busy

Cans are rushing.

**Get your supplies in--Don't wait until the last moment**

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

**Order Now!**

**Acme Can Works**  
**MONTREAL**

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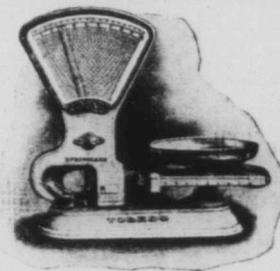
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## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it is paid for with the money you are now losing.  
 For Catalogue and information apply,



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

## Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

**JOHN OAKEY & SONS, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:  
**JOHN FORMAN, - 644 Craig Street MONTREAL.**

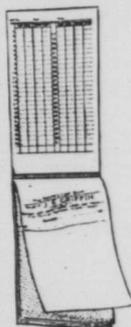
Have you yet realized the usefulness of our **Special Duplicating Counter Check Book?**

**THE TIME TO ENQUIRE IS NOW**      **THE TIME TO ORDER IS NOW**

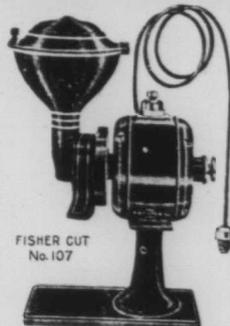
Drop a Postcard to

**The Carter-Crume Company, LIMITED**  
**TORONTO and MONTREAL**

Manufacturers of Counter Check Books of every description. We make many styles.



## ELECTRIC POWER COFFEE MILLS



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

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

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

## TO MANUFACTURERS' AGENTS:

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

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

Address

**Business Manager**  
**CANADIAN GROCER**  
 Montreal and Toronto.

## "WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg. for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for illustrated Catalogue  
 "Modern Grocery Fixtures."

**THE WALKER BIN & STORE FIXTURE CO., LIMITED**  
 BERLIN, ONTARIO

THE CANADIAN GROCER

# SCARCE GOODS

Strawberries      Raspberries      Beets

There will be a scarcity of these goods this Fall.  
Better order your requirements at once.

**THE DAVIDSON & HAY, LIMITED**

WHOLESALE GROCERS, TORONTO

Our **WHITE SWAN MILLS** contain the finest equipment and most up-to-date plant in Canada for the roasting, grinding, preparing and packing of

**COFFEES, SPICES, EXTRACTS,**  
**BAKING POWDER, COCOANUT.**

We import all our goods direct, do all our own roasting and grinding, so are able to absolutely guarantee every pound of goods sent out. **Quality is pre-eminent with Us.** An important point, too, is that we can sell on closer margin and give better values because no one of our departments is called on to bear the entire cost of our business.

OUR COMPLETE CATALOGUE WILL BE CHEERFULLY SENT ON REQUEST

**THE ROBERT GREIG CO., LIMITED,**

White Swan Mills      ✦      ✦      TORONTO

## *A Hearty Invitation*

IS GIVEN OUR CUSTOMERS AND FRIENDS TO CALL ON US AT OUR TORONTO OFFICE DURING EXHIBITION

**Thomas Kinnear & Co.**

Branch at  
Peterboro

49 Front St., East,

TORONTO, Ont.

TO MAKE

STOCK I

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THE most modern  
hot blast s  
Now in course  
Deliveries and  
Special facilit  
Lowest rates  
Customs, Stor  
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# Tartan BRAND

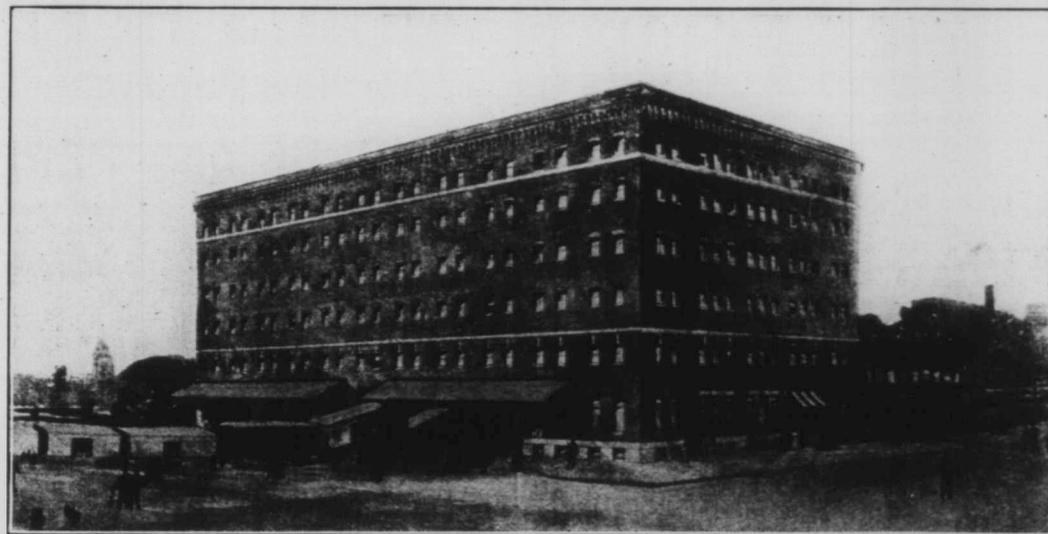
SIGN OF PURITY

TO MAKE GOOD PICKLES, USE { TARTAN and Red Feather SPICES  
Imperial VINEGAR

STOCK NOW { WAGSTAFFE'S Sealed Fruits, in glass } ALL PURE  
" " Jams, in glass } FRUIT and  
SUGAR.

*When in a hurry phone 596, our long distance number.*

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



## TERMINAL STORAGE WAREHOUSE

**T**HE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.  
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.  
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.  
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.  
Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.  
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.  
For information please communicate with the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**  
12-38 Grey Nun Street, MONTREAL

**Currants  
Currants  
Currants**

GREECE'S FINEST PRODUCTIONS :

**HAYCASTLE, OLYMPIC, PARADISE,  
MINERVA, ATHENA**

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

**W. H. GILLARD & CO.  
HAMILTON**

Wholesale Grocers

Importers of Fine Fruits

**IN STORE**

Half Barrels of New

**Labrador  
Herrings**

**LUCAS, STEELE & BRISTOL**

Wholesale Grocers,

HAMILTON,

ONT.

**RICE   RICE   RICE**

RANGOON

PATNA

JAVA

Just  
Arrived

JAPAN

CAROLINA

Write for Samples and Quotations

**WARREN BROS. & CO.**

Wholesale Grocers

Limited

35 and 37 Front St. E., Toronto

**"ANTITIS PEPPER"**

The New Pepper Packed in 2, 4, and 8 oz.,  
1 lb. and 7 lb. Tins.

**KING OF ALL PEPPERS**

Guaranteed absolutely a pure blend  
of Finest Peppers

Specially Selected  
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

**ANTITIS PEPPER CO.,** 40 Botolph Lane  
LONDON, England  
TRIAL ORDERS SOLICITED

**"QUEEN BRAND PEAS"**

**Are The Best Peas Packed in Canada To-day**

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

**QUINTE GARDEN                      SIFTED JUNE**  
**SWEET WRINKLE                      and                      GOLD LABEL**  
**FRENCH PEAS**

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

**BELLEVILLE CANNING CO.,**  
BELLEVILLE, ONT.



# Triangle Canned Goods



Now ready for prompt shipment.

**1906**

- Gallon Apples**
- Red Pitted Cherries, 2's**
- " Unpitted Cherries, 2's**
- White Pitted Cherries, 2's**
- " Unpitted Cherries, 2's**
- Black Pitted Cherries, 2's**

All in addition to lines advised as ready last week.  
The finest production of the Cannery's Art.

**JAMES TURNER & CO., HAMILTON, ONT.**  
LIMITED

PHONES 422-1265-1816

WHOLESALE GROCERS



## Essex Tomatoes

While many sections have been complaining of the drought, and its bad effect on the Tomato crop, we have been specially favored with the finest qualities grown in years and a superabundance of the better grades. As a result we're doubling our sales of last year, and are equal to still more business. Our cannery is located in the most favored agricultural section in Canada where the finest vegetables of all sorts reach the highest stages of perfection.

Send for quotations. This is headquarters for the best of everything in canned fruits and vegetables.

**THE ESSEX CANNING AND PRESERVING CO., Limited**

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

## GROCERY LABOR MARKET

Views of one of the Important Retail Grocers Houses in Canada—Great Difficulty in Getting Good Men—Efficient Old Country Clerks Have to be Gone After.

Two requests by Old Country grocery clerks for help in securing positions in Canada were forwarded by The Grocer to one of the largest retailers of fine groceries in Canada. They replied in part as follows:

"While we do not wish to be quoted in this matter of help, we would state that if we had been written to by them, as we frequently are, we should in these cases inform them that this was undoubtedly a time when EFFICIENT grocery assistants had no difficulty in securing employment at better wages than have been paid here for many years.

"If they had applied to us, we should not give them encouragement, as neither seems to be of the class we require, but it seems to us that anyone with any little grocery knowledge can get a position now, and we think the travelers for the wholesale trade will tell you that they are constantly asked for a GOOD man, but these letters appear to be from the very ordinary kind that are coming out in shoals, and even they seem to get employment.

"Of course, almost every man who has swept a store and delivered a few parcels in the Old Country thinks he is fit for a first counterman out here, but it is a fact that we seldom see a finished retail grocery salesman, and we don't mean an expert but a man with the grounding of a good common school education, able to write distinctly, spell correctly, and use reasonably good English; this much as grounding; then he requires the grocery part of the training, which we need not enumerate, but it is a fact that we have to take on men who claim years of experience and yet cannot let them at our counter to serve a lady until we have first gone through the A B C of the business with them, showing them how to take an order down properly, how to wrap a parcel in many cases, how to assemble a number of parcels for one delivery into a good neat looking package, how to give an intelligent opinion to a customer who asks as to the merits, the uses, the quality, etc., of what he is selling; and by the time we have done that they are ready to look elsewhere for another position at higher salary, on the strength of the fact that they have been at \_\_\_\_\_.

"Theoretically men are well trained in the Old Country; actually, they may be, but if they are they can get good jobs at home, and they don't come here of their own accord—you have to go and get them."

## TEA TRAVELERS CONVENE.

Selling Staff of Red Rose Tea Gather in Toronto—Annual Banquet.

Last Friday's boats and trains took away from Toronto the traveling staff and heads of departments of the great tea house of T. H. Estabrooks, St. John, N.B., proprietor of the widely advertised Red Rose Tea. They were assembled in Toronto for their annual

convention, which covered five days, during which time business points of interest to the firm were systematically discussed. The mornings were devoted to convention work, and the afternoons to seeing the beauties of Toronto and its environs, as far as Niagara Falls.

## MENU

Green Turtle Soup, a l'American  
Filet of Sole, au Vin Blanc  
Spring Lamb Chop, en Paupiette  
Roast Spring Chicken  
New Wax Beans Peas  
Boiled New Potatoes  
Lettuce and Tomato Salade  
Red Rose Ices Assorted Cakes  
Red Rose Tea  
Coffee

The men assembled on Saturday, and Sunday the party spent quietly by attending the Besses O' the Barn Band's sacred concert at Hanlan's Point in the afternoon and attending the various churches in the evening. On Monday

## TOASTS

THE KING  
National Anthem  
OUR CHIEF  
Responded to by Mr. Herman Sullivan and Mr. Walter R. Miles.  
THE TRAVELLERS  
Proposed by Mr. George H. Campbell, Manager Toronto Branch.  
Responded to by each of the travellers individually.  
SONG  
W. C. Gaden, Montreal.  
QUARTETTE  
Messrs. H. A. Howey, Fred. Rose, J. V. Kierstead, and L. C. Armstrong.  
SONG AND PIANO SOLO  
Mr. Fred. Rose.  
CHORUS  
By the party led by Mr. W. C. Gaden.  
THE TORONTO STAFF  
Proposed by Mr. L. C. Armstrong.  
Responded to by Mr. G. H. Campbell and others.  
OFFICE STAFF  
Proposed by Mr. L. W. Cox.  
Responded to by Mr. H. Sullivan.  
MANUFACTURING DEPARTMENT  
Proposed by Mr. H. A. Howey.  
Responded to by Mr. W. R. Miles.  
LADIES  
Proposed by Mr. B. A. Fisher.  
Responded to by Messrs. Fred. Rose, G. L. Palmer and others.

G. J. Campbell, manager of the firm's Toronto branch, acting as host in the unavoidable absence of Mr. Estabrooks, took the boys to Niagara Falls, by boat to Lewiston, and thence by the world renowned Gorge Route. At the Falls the party took in everything to be seen, and especially enjoyed the automobile ride thoughtfully provided. They

returned to Toronto by boat that night. Tuesday and each succeeding morning was devoted to discussing the various points of interest to the business in general. On Wednesday the Toronto Exhibition was visited and the party were entertained to cups of delicious tea at the Red Rose Tea booth, so ably conducted by Geo. E. Taylor.

On Wednesday evening the greatest event of all such gatherings, the annual banquet, was held at McConkey's. As the menu explained, it was a complimentary dinner given by T. H. Estabrooks to his travelers. The story of the evening is skeletonized in the menu and toast list.

Thursday afternoon passed quickly enough in a 36-ft. motor boat on the bay and lake. Part of each day was devoted to testing tea under the supervision of Walter R. Miles, who has charge of the Red Rose Tea testing and blending department. Mr. Miles is the third generation of tea testers, as his father and grandfather before him made tea testing their profession. His talks were interesting and very instructing to every traveler present.

When leaving the travelers all agreed it was the most profitable and pleasant convention yet held, and that the remaining four months would show the greatest increase yet in the sales of Red Rose Tea.

## STARCH AND SYRUP PRICES.

Notification was made the trade September 1 that the Edwardsburg Starch Company had advanced the price of their starch in several lines. Canada Laundry Starch, Canada Corn Starch, and Silver Gloss Starch have been advanced  $\frac{1}{4}$  c. a pound. One or two other brands have been advanced also to bring the different lines into harmony. Further than this, there have been some changes in quotations for the Lower Provinces and Manitoba, Alberta and British Columbia.

Crown Brand corn syrup has also been advanced. Cases, two and five pound tins, have been advanced five cents; ten pound pails have been advanced ten cents; twenty-pound pails, fifteen cents; two and three gallon pails, ten cents, and barrels, half barrels, and quarter barrels have been advanced  $\frac{1}{4}$  c. per pound.

## STARCH AND SYRUP PRICES.

A very cleverly gotten up cooking receipt book has been issued by the Cox's gelatine people, Arthur P. Tippet & Co., Montreal, agents. In the booklet there are hundreds of choice receipts. A supply of these cooking books will doubtless be sent to any merchant on application. The same firm are sending out telephone mouthpiece covers, or discs to fit over the mouthpiece of the telephone, as they may be called. The idea is to insure sanitation. These are also obtainable through the company's Montreal agents.

## HALF HOLIDAY ALL THE TIME.

A movement is on foot among Hamilton grocers to continue the Wednesday half holidays during September, with a view ultimately to securing them all the year round except in December, as is the common practice in England.

## HERE A

## Happenings An

P. Dill, Seafo in Toronto last

Nap. Charrett Jovite, Que., de

H. W. Booth, assigned to W.

W. L. Brown assigned to M.

Rozon Freres, have dissolved

D. C. Russell, days in Toronto

Pierre Dube, merchant, Quebec

Knight & Co., have sold out to

F. H. Pearson Orland, Ont., has

E. Ware, man; Huntsville, was

Melady & Co. Toronto, Ont., have

A. V. J. Heber has sold his sto

dollar.

David Henders Ont., and Mrs. H Country.

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## HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific—News of Your Brother Grocer in all the Provinces.

P. Dill, Seaforth, Ont., was a visitor in Toronto last week.

Nap. Charrette, general merchant, St. Jovite, Que., deceased.

H. W. Booth, grocer, Ottawa, Ont., has assigned to W. A. Cole.

W. L. Brown, Haileybury, Ont., has assigned to M. G. Hunt.

Rozon Freres, grocers, Montreal, Que., have dissolved partnership.

D. C. Russell, Erin, Ont., spent a few days in Toronto last week.

Pierre Dube, grocer and dry goods merchant, Quebec, Que., deceased.

Knight & Co., grocers, Chatham, Ont., have sold out to Wesley Parrott.

F. H. Pearson, general merchant, of Orland, Ont., has been burned out.

E. Ware, manager for L. H. Ware, Huntsville, was in Toronto last week.

Melady & Co., grain merchants, Toronto, Ont., have dissolved partnership.

A. V. J. Hebert, grocer, Ottawa, Ont., has sold his stock at 60 cent on the dollar.

David Henderson, M.P., of Acton, Ont., and Mrs. Henderson are in the Old Country.

Phillips & Foster, grocers, Vancouver, B.C., has been succeeded by Phillips & Laehlan.

Louis Peneault, general merchant, St. Anges, Que., assets to have been sold on the 5th inst.

James Thompson, general merchant, Douglas, Ont., has been succeeded by Joseph Phillips.

F. H. Brown, Port Hope, Ont., one of the hustlers in the grocery line, was in Toronto last week.

Wm. Ince, of Perkins, Ince & Co., Toronto, is spending a pleasant holiday at Niagara-on-the-Lake.

Geo. J. Thorp has sold his retail flour and feed store in Guelph to J. T. Chillick, of Walkerton.

James Ince, of Perkins, Ince & Co., Toronto, has returned from a vacation on the Georgian Bay.

Robert A. Hutchinson, grocer and grocery dealer, Wingham, Ont., has sold out to J. H. Christie.

J. E. Rioux, general merchant, St. Arone, Que., has assigned to V. E. Parais, provisional guardian.

D. B. Gunn, M.P., Seaforth, was in Toronto last week and paid a friendly visit to John Sloan & Co.

J. Edward Brown, of Joseph Brown & Sons, Montreal, has returned from a short business trip to Quebec.

R. McKenzie, general merchant, attended the old boys' reunion at Mount Forest and enjoyed himself hugely.

C. W. Vahey, grocer, Bridgeburg, Ont., building a fine brick store and expects to be into it in a couple of months.

E. Ballantine has gone into the grocery business again in Georgetown, Ont., has been out of it a couple of years.

D. Gaudet, general merchant, St. Jacques, Que., has assigned meeting of creditors was to have been on the 31st ult.

Howard Barker, one of the grocers that make Stratford, Ont., a better looking city, is spending his holidays in Detroit.

E. Berwick, Shelburne, Ont., is contemplating a visit shortly with Mrs. Berwick to their son, W. M. Berwick, at Nemo, Sask.

The plants of the American Can Company and the Heinz Pickle Company at St. Paul, Minn., were burned Monday night. The loss is \$100,000.

R. W. Waters, Norwood, Ont., has been enjoying the pleasure of that famed Ontario watering place, Stoney Lake, for a season of some weeks.

T. A. Main, Orillia, Ont., has sold his general store business to Geo. Vickers & Co., Barrie. Vickers & Co. are hustlers and will make things go some.

John Lunz, Drayton, Ont., has returned from a pleasant six weeks trip to the Canadian west. While there he purchased some land as an investment.

A small fire occurred in the grocery store of A. Renaud, corner St. Lambert Hill and Craig street, Montreal, Monday morning. Very little damage was done.

Jos. W. Shields, general merchant, Victoria Road, Ont., is erecting an addition that will quite double the size of his store. He was in Toronto last week.

H. A. Lawson, of Stratford, traveler for the Canada Spice & Grocery Co., London, is father to a bouncing baby girl, a bran new one, too, and fine and healthy.

Fred Burrows, Niagara Falls, after a year or so in the grocery business has sold out to Mr. Place and returned to his former occupation, lumbering in the north country.

F. Trudel, of L. Chaput, Fils & Cie., Montreal, who has been holidaying in Quebec after a business trip through the northern part of Ontario, is expected home this week.

A. H. Lindsay, of the advertising department of the Intercolonial Railway, Moncton, N.B., is now in Toronto, in charge of the very attractive exhibit at the Industrial Exhibition.

James Haskett, London, has a new boy in his family. Somehow the new arrival seems to make the grocery business more worth while. His father never was slow, but watch him now.

John W. Timmons has purchased the grocery of Ed Moore, St. Catharines, Ont. It is one of the best businesses in the city. Mr. Timmons has been associated with it as clerk for some years.

Seen in Toronto last week were John R. Burns, Janetville, Ont.; J. L. Arnold, Fenelon Falls, Ont.; Harry Hopkins, of Hopkins & Mark, Kinmount, Ont.; C. Waters, of R. W. Waters & Son, Norwood, Ont.

D. Kraft, Preston, Ont., was in Toronto last week, calling on the wholesale trade, seeing the exhibition and enjoying

himself generally. Mr. Kraft has a pleasant way of enjoying himself and helping others to enjoyment all the time.

F. F. Dalley, Hamilton, met with a nasty accident recently. Two strange dogs began a fight on his lawn and he undertook to end the mill. As a result he was pretty severely bitten on his hand and leg and was laid up for a few days.

James J. Hatley, who has a large grocery and butcher business in Orillia, has sold out his butcher business in Midland to Mr. Preston. Mr. Hatley has one of the finest stores between Toronto and the North Pole. His store is an ornament to Orillia.

Frank Harley & Son, one of London's progressive grocers, may change the sign to Frank Harley, Son & Grandson. Harry Harley is the proud father of a new boy and the young gentleman seems thrifty enough to enter the business. He weighed nine pounds upon arrival.

The West Indies Plantations Co. has been incorporated under Ontario charter, with \$200,000 share capital, and these Toronto gentlemen as provisional directors: E. G. West, J. E. Black, J. A. McAlpine, C. D. McAlpine, A. T. Blackwell, Geo. Crompton and James Langmuir.

### DRIED FRUIT CROPS.

Interesting Statement by P. L. Mason & Co. on the Raisin and Currant Situation.

P. L. Mason & Co., Toronto, yesterday issued the following report on dried fruit situation:

In view of the high level of prices ranging for foreign dried fruits, the following details regarding the situation may be of interest:

**VALENCIA RAISINS.**—The crop early in August was estimated at 17,000 to 18,000 tons. By the end of August estimates had fallen to 15,000 to 16,000 tons, the latter being equivalent to 1,280,000 boxes. A leading shipper says crop is about one-half of last year's. In 1902 crop was 18,000 to 19,000 tons, and prices ranged throughout the season (except on some speculative sales made early) at the equivalents of 27s. to 28s. c.f. The average crop of ten years (1890 to 1899) was 2,300,000 boxes; largest crop in that period was 3,167,980 boxes; smallest crop in that period was 1,807,764 boxes. The small production this year is aggravated by the low and declining rate of exchange, and prospects are anything but bright for lower prices.

**SULTANA RAISINS.**—Last year the yield was 46,000 tons; held over from 1904, 3,000 tons; total, 49,000 tons. In May of this year the crop was estimated at 38,000 tons; in July, 35,000 tons; in August, 28,000 tons; and a cable just received now estimates crop at barely 22,000 tons. Even with present high prices, market is strong and advancing.

**CURRENTS.**—Crop estimates in July were 170,000 tons; in August this was reduced to 140,000 tons. Prices have advanced again this week. The decline in exchange and the heavy charge against currants, brought about by the increased retention (which now amounts to fully 50 per cent. on first cost of currants) are responsible for this. Cable to-day says: "Market is impracticable; 1s. advance, and rising."



Established 1886

**The MacLean Publishing Co. Limited**

**JOHN BAYNE MACLEAN President**

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 Cable Address { Adscript, London.  
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**NEW ADVERTISERS.**

Mackay, J. Co., Limited, Bowmanville, Ont.

**VACATION TIME.**

The holiday season is about over and more grocers have taken a vacation this year than ever before, according to the commercial travelers. This willingness of the retailer to break away from business for a week or two is said to be one of the results of the prevalent prosperity.

Whatever the reason, it's a good time now to take a reckoning. Didn't it pay? Mentally and physically a man is the better for a change occasionally. He comes back with renewed energy and brightened ambition.

The wife should have a vacation too. Men are apt to forget that housekeeping can become as monotonous as business. To a woman it's pretty nearly as good as starting all over again to come back after a few weeks visiting away. If husband and wife can get away together so much the better.

Then there are the clerks. Good clerks are mighty hard to get and the grocers are partly to blame. They should take more interest in the men who work for them. No sort of business effort

would pay better. A clerk who doesn't take an interest in the business isn't worth much. A good clerk needs a vacation and deserves it and it will pay his employer to see that he gets it with his wages in advance to help make it enjoyable.

While business is important, health is much more important and that is a fact many men forget. A vacation rightly spent will make for health every time, and the better health a man has the better grocer he will make. Settle it now, that good times or bad times the vacation is to be an annual affair.

**GETTING SUBSCRIPTIONS.**

Some abuses result from thoughtlessness and failure to get more than a merely local or personal view of a situation. Such an abuse is the practice of merchants and clerks soliciting subscriptions for Fall fairs from wholesalers. Why should a wholesale grocer subscribe to local fairs throughout the district from which he draws his trade? There is as much reason for his subscribing to all as one. Such a practice would be a heavy drain upon his profits. He would regard it as a part of the cost of doing business, just as he would a traveler's salary and expenses.

Such bad practices breed others. A group of business men in one of the wholesale centres were discussing the fair subscription nuisance the other day and one told of having been asked by a lady clerk in a store for a subscription to herself as a wedding present. This particular kind of girl is not likely to be prevalent, but it just shows what the illegitimate begging habit leads to.

There's another side to this. The retailer and wholesaler are partners as purveyors of food stuffs. It is the retailer's interest that the wholesaler has a fair profit. It is equally to the wholesaler's advantage that the retailer does a profitable business. A merchant who solicits a fair subscription from a wholesaler evidently regards him as the other fellow in a horse deal. That is bad for business. It breeds distrust where there should be sympathy and co-operation.

**TECHNICAL EDUCATION.**

Germany has put her millions into technical schools and has no problem of the unemployed, the principal of a newly established technical institute in Boston told an interviewer after a tour of Europe. Other European countries have more or less effectively solved the problem of technical education. All are industriously working at it. In Switzerland there is a city of only 18,000 with

a school where 700 boys, including a dozen Americans, are being technically trained. This school is superior to any in Boston. In Vienna there are 15 lower commercial schools and four higher schools of commerce.

Where is Canada in this procession? Standing afar off. We're asking questions; let us take credit for that. Because we are a young country with undeveloped resources is just why we should be going at the technical education question, hammer and tongs. It is needed in agriculture, in mining, in manufacture, in commerce, and nowhere more than in the grocery trade.

We are unlikely to go back to the Old Country system of apprenticeship; it does not seem suited to the new world soil. But if the food-stuff trade is to keep pace with the progress of the country in other lines the men in it must be trained. In the aggregate both grocer and clerk must know more of the technical detail of the business. Package goods may lighten labor and lessen the necessity for technical skill, but they cannot answer the everlasting "which" and "why" of the grocer's customer.

**CANADIAN DAIRY PRODUCTS.**

The Montreal Produce Association has submitted to the Government at Ottawa suggestions for some radical reforms in connection with the dairy industry. Because Canada supplies Great Britain with the greater portion of its cheese some people may think we are doing well enough. Nothing is truer than that when such an industry stops in its progress it begins to go backward. What Canadians should be anxious about in regard to dairying is the quality of the product. It can never be good enough.

The butter and cheese associations throughout the country, says the Montreal Witness, will have the sympathy of the public in their efforts to raise the standard of Canadian dairy products higher and higher. At one time the United States exports of dairy products to Great Britain were enormous, but so much trickery was condescended to, so much "filled" cheese and "faked" butter was put on that market that the trade became discredited, and the cheese trade fell largely into Canadian hands. The principal reason was that about the time United States dairy products were deteriorating, ours were improving, very largely as a result of the educational campaign that was carried on among our farmers and shippers by Mr. Sydney Fisher and Professor Robertson, of the Department of Agriculture. There is still, however, a remnant of ignorant or careless makers who send poor goods to market, and to some extent depreciate

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**INDIA'S LAE**

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**SHOULD CAN**

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prices for the whole product. The chief faults seem to be lack of cleanliness and ignorance of temperatures. These and other faults there is now to be a determined effort to overcome. Many are in favor of all butter and cheese makers being required to pass an examination, and the department is said to regard such an examination with favor. Another reform proposed is the establishment of a central warehouse, a sort of clearing house, and Government inspection. Mr. Fisher may be depended upon to give all suggestions his best thought, and the butter and cheese men are to be congratulated upon their determination not only to preserve but to increase the already high general reputation of Canadian dairy products.

### INDIA'S LARGE WHEAT CROP.

The wheat crop of India this year is a large one. The area sown amounts to 26,226,200 acres, and the yield is estimated at 8,560,000 tons (nearly 300,000,000 bushels), as against 7,582,000 tons last year, the increase being 13 per cent. The Indian Trade Journal, which makes this statement, says that the Government is taking a deep interest in the complaint of the admixture of dirt in the wheat exported. The Government has consulted the chambers of commerce, some of whom, however, indicate a reluctance to depart from the present customs of the trade; but the Chamber of Commerce at Karachi, from which 70 per cent. of Indian wheat exports are now shipped, strongly supports the Government's proposal for 98 per cent. pure wheat.

### SHOULD CANADA BE IN THIS?

The next great exposition is to be held at Jamestown, Va., next year, to worthily celebrate the first permanent English settlement in America. British Vice-Consul Barton Myers, of Norfolk, Va., thinks Canada should have a prominent place in it and in a letter to The Canadian Grocer says:

"Referring to your letter of June 25 in relation to the markets in the United States for Canadian goods, I beg to bring to your attention the Jamestown exposition, which is to be held here from April 26 to November 30, 1907. This is an international celebration of the 300th anniversary of the first permanent Anglo-Saxon settlement in America. In addition to an exposition on the shores of Hampton Roads, near Norfolk, the United States Government has invited all nations to send their ships and soldiers. The invitation has been generally accepted. Additionally, a large number of the states have made

## THE CANADIAN GROCER

appropriations for State buildings and exhibits here. There will unquestionably be a vast concourse of visitors. The naval and marine features of this exposition are new and will be very attractive.

"Large exhibit buildings are being prepared by the exposition company, space in these buildings being sold at rates about on a par with those which were charged at Buffalo.

"I suggest that great good would be accomplished here for the commercial interests of Canada if a Canadian building could be erected by the Government or commercial bodies of Canada, in which could be assembled such matters of historical interest and exhibits of industrial and commercial character as might tend to make it a fair advertisement of what Canada is now seeking to offer to the trade of the United States."

### NEW AUSTRALIAN TARIFF.

The Australian Government, according to a cable despatch from Canadian Commercial Agent Larke at Sydney, has introduced a tariff measure giving a preference to Great Britain and New Zealand, but raising the duty against Canada. This is tightening the commercial bonds of Empire to the point of straining. The Dominion Government should commission Col. Denison to make a lecturing tour in the island continent and J. Castell Hopkins might be induced to accompany him. They are both high protectionists, but doubtless they could show the Australians that fostering industry in Canada is the same as fostering it in Australia.

The Australians are evidently convinced that protection begins at home. Evidently they are not sentimental, at least imperially, else they would not have struck at so small a thing as Canadian-Australian trade. For 1904 the total was only \$1,410,949, and Canada had \$1,080,000 of that. With Great Britain, Australian trade totalled \$232,031,760, about evenly divided between imports and exports. With the United States it was \$45,597,351, also about evenly divided. With Germany, the next largest customer, it was \$20,918,930, the balance being on the side of Germany by five millions. The trade between New Zealand and Australia amounted that year to nearly \$16,000,000, the smaller colony having a little the best of it. Australia's other large customers are India, South Africa, France and Belgium.

The Australian discrimination against Canada as a part of the Empire will not disarrange the commercial system of the Dominion, but for the Imperialists it is a rather nasty pill.

## EDITORIAL NOTES.

More than \$9,000,000 worth of American goods were shipped from St. John, New Brunswick, during the fiscal year 1906 to the United Kingdom and South Africa. The principal shipment was 7,000,000 bushels of grain.

\* \* \*

The aggregate value of the stocks, bonds, and similar securities belonging to French capitalists is estimated by Mr. Neymarck, a French statistician, to have been at the end of the year 1905 93,000,000,000 francs (\$18,600,000,000), 87,000,000,000 francs (\$17,400,000,000) in 1900, and 74,000,000,000 francs (\$11,800,000,000) in 1890.

\* \* \*

Bulawayo, South Africa, several hundred miles north of Cape Town on the Cape to Cairo Railroad, held an agricultural exhibition on July 5. There were over 1,000 visitors on the first day and at the dinner in the evening when the administrator of the district and the principal farmers of the vicinity were present it was decided to make the show an annual affair.

\* \* \*

A great Australian exhibition in London is announced by the Pall Mall Gazette as being in process of organization by the agents general of the six states of the Commonwealth. When it has run its London career it is proposed to take the exhibition on tour through the principal provincial centres. All the leading Anglo-Australian firms have promised their cordial co-operation.

\* \* \*

American harvests this year will be the largest on record, according to the following estimates based on data of the Department of Agriculture: Winter wheat, 193,134,000 bushels; Spring wheat, 278,830,000 bushels, against 428,462,834 and 264,516,655 bushels, respectively, in 1905. The total corn crop for 1906 is estimated at 2,713,194,000, against 2,707,993,540 bushels last year.

\* \* \*

The New Zealand University has established a chair of commerce, and will give to successful candidates the degree of bachelor of commerce. Only matriculated students of the university are eligible. The final examinations are of a purely business character and consist of commercial law, statistical method, commercial French or German, accountancy, and two of the following: Actuarial mathematics, industrial law, economic history, and currency and banking. The Sydney University has resolved to likewise take up commercial education.

# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

### Fluctuations.

Honey—Advanced one cent.  
Fish—Revised.  
Corn Syrups—Advanced.

Montreal, September 5, 1906.

Continued improvement is noticeable in the volume of business being transacted. Orders coming in are larger than they have been for some time past and Summer dullness is now becoming a thing of the past for another year. The grocery market this week is an interesting one all through. While prices have not been changed in a great many lines, yet nearly every grocery article has some feature which will prove of interest to the modern grocer. Sugar is very strong and many in the trade look for an advance at any moment. The remaining canned goods prices are still awaited, but it is thought that the lists will be out in about another fortnight. Tomatoes, owing to crop conditions, and corn will probably be higher than last year. Corn syrups have been advanced since last report. Full particulars will be found under that market. Tea continues of special interest to grocers. Japans are still very firm and high. Ceylon and Indian greens are advancing in sympathy with Japans. Coffee and spices have not changed since last week. Several interesting features are noticeable in the foreign dried fruits market this week. Californian raisins have been advanced a quarter of a cent a pound. Nuts are still advancing. Prunes are stronger this week. First shipments of the new stock are expected to arrive this month. New evaporated apples are expected to arrive next week. Dealers are quoting around Se.

Collections have been very good during the past week, and jobbers say they have nothing to complain of in this respect.

**CANNED GOODS**—The trade are still waiting for the remainder of the prices which are to be issued. It is probable that the lists will be out in the course of a fortnight or two weeks. The feeling in the trade is that tomatoes and corn, two of the chief lines to be quoted will be higher owing to crop conditions. The hot weather has affected the tomatoes so much that it is impossible that there should be a full yield, while lack of rain has affected the growth of corn. Fruits will probably be about as expected, there being little room for surprises. Jobbers report better business in peas than they have experienced for some time past. Other lines are moving out fairly well.

	Group	
	No. 1.	No. 2.
Cherries—		
2s, red, pitted	2 25	2 22½
2s, red, not pitted	1 75	1 72½
2s, black, pitted	2 25	2 22½
2s, black, not pitted	1 75	1 72½

2s, white, pitted	2 40	2 37½
2s, white, not pitted	1 90	1 87½
<b>Currants—</b>		
Red, heavy syrup	1 80	1 77½
Red, preserved	1 90	1 87½
Black, heavy syrup	1 90	1 87½
Black, preserved	2 77½	2 75
Cal. apples	1 90	1 87½
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	6 50	6 50
<b>Lawtonberries—</b>		
Heavy syrup	5 50	5 50
Gallons, standard	1 70	1 67½
<b>Peaches—</b>		
Yellow, flats, 1½	2 60	2 57½
" " 2½	2 85	2 82½
" " 3	2 37½	2 35
whole 2	1 75	1 72½
" " 2½	2 50	2 47½
" " 3	2 70	2 67½
Pie, not peeled, gal.	3 57½	3 55
Pie, peeled	4 52½	4 50
<b>Pears—</b>		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett	1 80	1 77½
" " 2½	2 32½	2 30
" " 3	2 17½	2 15
Pie, not peeled, gal.	3 27½	3 25
Pie, peeled, gal.	2 50	2 50
<b>Pineapples—</b>		
2s, sliced	2 25	2 25
2s " grated	2 35	2 35
3s " whole	2 50	2 50
<b>Plums—</b>		
2s, Damson, light syrup	1 00	1 00
2s " heavy syrup	1 20	1 20
2½s " " "	1 57½	1 57½
3s " " "	1 85	1 85
Gals. " standard	2 95	2 95
2s " Lombard, light syrup	1 05	1 05
2s " heavy syrup	1 35	1 35
2½s " " "	1 62½	1 62½
3s " " "	1 90	1 90
Gals. " standard	3 15	3 15
2s " Green Gage, light syrup	1 15	1 15
2s " heavy syrup	1 47½	1 47½
2½s " " "	1 72½	1 72½
3s " " "	2 00	2 00
Gals. " standard	3 45	3 45
2s " Egg, heavy syrup	1 52½	1 52½
2½s " " "	1 80	1 80
3s " " "	2 10	2 10
<b>Raspberries—</b>		
Red, light syrup	1 50	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	5 50	5 50
" so id pack	8 50	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	5 25	5 25
" solid packed	8 25	8 25
<b>Strawberries—</b>		
2s, heavy syrup	2 00	1 97½
2s, preserved	2 15	2 12½
Gallons, standard	6 25	6 25

### VEGETABLES

Asparagus—		
2s, tips	52½	2 50
Beets, sugar	0 85	0 85
<b>Beans—</b>		
2s, wax	\$0 85	\$0 82½
2s, refugee	0 85	0 82½
<b>Corn—</b>		
2-lb. tins, per doz.	0 85	0 85
Gallon, per doz	5 00	5 00
<b>Peas—</b>		
2s, standard (No. 4)	0 85	0 82½
2s, early June (No. 3)	0 95	0 92½
2s, sweet wrinkled (No. 2)	1 00	0 97½
2s, extra fine sifted (No. 1)	1 25	1 22½
<b>Pumpkins—</b>		
3-lb. tins	0 80	0 80
<b>Rhubarb—</b>		
2s, preserved	1 17½	1 15
3s, preserved	1 92	1 90
Gallons, standard	2 65	2 62
<b>Spinach—</b>		
2s, table	1 42½	1 40
3s, table	1 82½	1 80
Gallons, table	5 02	5 00
<b>Squash—</b>		
3-lb.	1 00	1 00
<b>Tomatoes—</b>		
3-lb. tins, per doz.	1 20	1 20
Gallon tins, per doz	3 02½	3 02½

### FISH

Lobster, tails	3 50	3 50
" 1-lb. flats	3 85	3 85
" 1-lb. flats	2 00	2 00
Mackerel	1 00	1 25

Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Tails, 5 cases and over, per doz.	1 55	1 55
1-lb. " less than 5 cases, "	1 57½	1 57½
1-lb. Flat, 5 cases and over, "	1 67½	1 67½
1-lb. " less than 5 cases, "	1 70	1 70
Arrow brand, 7½ cents less.	1 00	1 00
1-lb. " 5 cases and over, "	1 00	1 00
1-lb. " less than 5 cases, "	1 00	1 00
Low Inlet.	0 95	0 95
1-lb. Flat, 5 cases and over, "	0 97½	0 97½
1-lb. " less than 5 cases, "	1 20	1 20
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	1 00	1 00
Canadian kippered herring, 4 doz. ovals, per doz.	1 00	1 00
fresh herring in tomato sauce, 4 doz. ovals, per doz.	1 40	1 40
Canadian plain herring, per doz.	1 35	1 35
Scotch kippered herring, per doz.	1 30	1 30
" herring in tomato sauce, per doz.	1 30	1 30

**TEA**—A very firm tone prevails in the tea market this week. Japans are very hard to get, and when a few small lots are found high prices are always asked. Manchuria continues to figure largely in the market. Reports from primary markets say that fourth crop Japans have been purchased by Manchuria. Further advices are to the effect that all Ceylon fannings and dust, and Calcutta fannings and dust have been bought up, to be made into brick for export to Manchuria. Consequently the present market in these lines cannot help being very firm in tone. As has already been stated in The Grocer, Japan fannings and dust are not obtainable for export to Canada. It now begins to look as though fannings and dust were to be hard to get after present stocks run out. First, second and third crop Japans are strong. Green Indians and Ceylons are advancing. One tea merchant reported having cabled an order for Ceylon green at last week's price, which order was turned down unless half a cent advance was paid. Low grade black teas are cheaper than they have been for a long time, but the better grades are all going for good money.

<b>Japans—Fine</b>	0 26	0 26	0 30
Medium	0 20	0 20	0 23
Good common	0 13	0 13	0 15
Common	0 25	0 25	0 33
<b>Ceylon—Broken Pekoe</b>	0 17	0 17	0 20
Pekoes	0 15	0 15	0 20
Pekoe Souchongs	0 15	0 15	0 18
<b>Indian—Pekoe Souchongs</b>	0 17	0 17	0 18
<b>Ceylon greens—Young Hysons</b>	0 16	0 16	0 17
Hysons	0 13½	0 13½	0 14
Gunpowders	0 11	0 11	0 15
<b>China greens—Pingsuey gunpowder, low grade</b>	0 19	0 19	0 22
pea leaf	0 23	0 23	0 32
pinhead	0 23	0 23	0 32

**COFFEE**—Fairly good trade is passing in coffee. Orders received show an improvement over those which have been coming in during the past couple of months. Prices are not changed.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

**SUGAR**—Sugar this week is very strong. Owing to conditions existing in other markets, and the state of the raw sugar market, it is highly probable that there will shortly be another advance. Just when it may occur, if it does, it is hard to say, but the trade may be prepared for higher prices in the near future if present indications work out as it is thought they will.

Granulated, bbls.	1-bbls.
" "	bags.
Paris lump, barrels	half-barrel
" "	boxes, 100 l
" "	boxes, 50 lb
Extra ground, bbls.	50-lb. b
" "	25-lb. b
Powdered, bbls.	50-lb. boxes
Phoenix	yellow
Bright coffee	No. 3 yellow
" "	No. 2 "
" "	No. 1 "
" "	bbls.
" "	bags.

**SYRUPS AND**  
ses continues qu  
ness is being tra  
syrups have b  
eighth of a cent  
and quarter ba  
five cents in t  
cases; ten cent  
and fifteen cent  
cases.

Barbadoes, in puncheon	in barrels
" "	in half-barrel
New Orleans	
Antigua	
Porto Rico	
Corn syrups, bbls.	1-bbls.
" "	1-bbls.
" "	38-lb. pails
" "	25-lb. pails
Cases, 2-lb. tins, 2 doz.	5-lb. " 1 doz.
" "	10-lb. " 1 doz.
" "	20-lb. " 1 doz.

**FOREIGN D**  
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done, buyers pu  
there is a drop.  
Fall owing to ad  
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owing to the hot  
quent shrinkage  
necessary to ad  
Californian raisi  
Prunes are disti  
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estimates on Ca  
been greatly red  
warm weather.  
ed on California  
withdrawn. Fir  
prunes are expect  
are about cleared  
there remain beir  
ages bring 5 1-2  
vance. Reports r  
zona almonds w  
Walnuts are high

Valencia Raisins—  
Fine off-stalk, per lb.

Selected, per lb.	
Layers,	
Dates—	
Dates, Hallowees, per lb.	
Californian Evaporated F	
Apricots, per lb.	
Peaches, "	
Pears, "	
Malaga Raisins—	
London layers	
"Connoisseur Clusters"	
Royal Buckingham Clusi	
Excelsior Window Clust	

Californian Raisins—  
loose muscatels, fancy see  
" " choice set  
" " 2 crown...  
" " 3 crown...  
" " 4 crown...

Prunes—	
30-40s	
40-50s	
50-60s	
60-70s	
70-80s	
80-90s	
90-100s	
Oregon prunes (Italian styl	

Granulated, bbls.	44 30
" 1-bbls.	4 45
" bags.	4 25
Paris lump, barrels	4 95
" half-barrels	4 95
" boxes, 100 lbs.	4 85
" boxes, 50 lbs.	4 95
Extra ground, bbls.	4 70
" 50-lb. boxes	4 80
" 25-lb. boxes	4 90
Powdered, bbls.	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2	4 01
No. 1 " bbls.	3 90
No. 1 " bags.	3 85

**SYRUPS AND MOLASSES**—Molasses continues quiet. Practically no business is being transacted in this line. Corn syrups have been advanced about an eighth of a cent in barrels, half barrels and quarter barrels; ten cents in pails, five cents in two and five-pound tins, cases; ten cents in ten-pound tins, cases and fifteen cents in twenty-pound tins, cases.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 22
" 1-bbls.	0 03
" 1-bbls.	0 02
" 32-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz.	2 40
" 10-lb. " 1 doz.	2 35
" 20-lb. " 1 doz.	2 25

**FOREIGN DRIED FRUITS**—Valencia raisins continue very high and consequently there is not much buying being done, buyers preferring to wait until there is a drop. Currants are higher for Fall owing to advances on primary market. Advices from California say that owing to the hot weather and the subsequent shrinkage in the crop, it has been necessary to advance the price of all Californian raisins a quarter of a cent. Prunes are distinctly stronger than at the time of our last report. The first estimates on Californian fruits have been greatly reduced owing to the very warm weather. The price recently quoted on Californian peaches has been withdrawn. First shipments of new prunes are expected this month. Dates are about cleared up on spot, what lots there remain being taken up at 5c. Packages bring 5 1-2c. Nuts continue to advance. Reports received say that Tarragona almonds will be scarce this season. Walnuts are higher.

Valencia Raisins—	
Fine off-stalk, per lb.	0 05
Selected, per lb.	0 05
Layers,	0 06
Dates—	
Dates, Hallowees, per lb.	0 05
Californian Evaporated Fruits—	
Apricots, per lb.	0 13 1/4 0 14
Peaches,	0 12 1/4 0 14
Pears,	0 13 1/4 0 15
Malaga Raisins—	
London layers	2 25
" "Connoisseur Clusters"	2 50
" " 1-boxes	0 80
" " 2-boxes	1 10
Royal Buckingham Clusters,	3 50
" " 1-boxes	4 50
" "Excelsior Window Clusters,"	1 3

Californian Raisins—	
Goose muscatels, fancy seeded, in 1-lb. pkgs.	0 09 1/2 0 09 1/2
" " choice seeded, in 1-lb. pkgs.	0 08 1/2 0 08 1/2
" " 2 crown	0 07 1/2 0 08
" " 3 crown	0 08 1/2 0 09
" " 4 crown	0 07 1/2 0 08
Prunes—	
Per lb.	
30-40s	0 09 1/2 0 09 1/2
40-50s	0 08 1/2 0 09
50-60s	0 08 1/2 0 08 1/2
60-70s	0 07 1/2 0 08
70-80s	0 07 1/2 0 07 1/2
80-90s	0 06 1/2 0 06 1/2
90-100s	0 06 1/2 0 06 1/2
Oregon prunes (Italian style), 40-50s	0 08 1/2
" " 50-60s	0 07 1/2

Oregon prunes (French style), 60-70s	0 07 1/2
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 05 1/2
Fine Filiatras, per lb., in cases	0 06 1/2 0 06 1/2
" cleaned	0 06 1/2
" in 1-lb. cartons	0 06 1/2
Finest Vostizas	0 06 1/2 0 07 1/2
Amalias	0 06
Sultana Raisins—	
Sultana raisins, per lb.	0 06 1/2 0 08
" 1-lb. carton	0 09
Elme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 1/2 0 08
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs,	0 28
12-oz. boxes	0 06 1/2 0 07

**EVAPORATED APPLES**—New crop evaporated apples are expected to arrive next week. Dealers are quoting 8c. to 8 1-2c. Meantime there are some who are quoting about 15c., but this figure is not obtained, buyers preferring to wait a week for the new crop.

**SPICES**—Dealers report an increasing business in spices. All lines are now subject to more or less inquiry. Jamaica ginger is very high in the primary market, but locally it is practically unchanged. Nutmegs are very cheap.

Peppers, black	Per lb.
" white	0 16 0 22
Ginger, whole	0 25 0 36
Ginger, Cochin	0 16 0 24
Cloves, whole	0 17 0 17 1/2
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Sept. 6, 1906.

**BUTTER**—Market firm. Demand from England continues small.  
**CHEESE**—Market featureless. Little export business passing.  
**EGGS**—No change noticeable.  
**PROVISIONS**—Steady market rules. Prices unchanged. Abattoir dressed hogs quoted \$10.00 per 100 lbs.

**HONEY**—Honey is very scarce, in some districts it being impossible to obtain any at all. The price of buckwheat has been advanced one cent.

White clover comb honey	0 14 1/2 0 15
White clover, extracted tin	0 08
Buckwheat	0 08

**MAPLE PRODUCTS**—There has been no change in this market since last report.

Maple syrup, in wood, per lb.	0 05 1/2 0 06 1/2
" in large tins	0 06 1/2 0 07
Pure Township sugar, per lb.	0 07 0 07 1/2
Pure Beauce County, per lb.	0 08 0 08 1/2

**RICE AND TAPIOCA**—There is some talk in the trade of an advance in rice. It is not usual for this article to either advance or decline at this period, but owing to conditions in the primary market it is thought that it may soon be necessary to change quotations.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, less than 10 bag lots	3 25
Tapioca, medium pearl	0 07 1/2 0 08

**BEANS**—A report received from the bean district in Ontario states that the recent rains have damaged the crop very considerably. Rumor says that prob-

abilities point to only half a crop. How true this may be has yet to be seen.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

ONTARIO MARKETS.

ABBREVIATIONS—

Corn syrups advanced.  
 Starches up 1/4c. to 1/2c.  
 New Valencia raisins very high.  
 Rice higher in London.

Toronto, Sept. 6, 1906.

Toronto wholesalers are very busy this week extending the glad hand to the multitude of customers attracted to the city by the exhibition and cheap rates. Not a very heavy business is passing, however. Many of the travelers have been in all week.

Prices are pretty steady. The most noteworthy change was an advance in starch and corn syrups, announced Monday. Increased cost of raw material and labor are alleged to be the reason for the advances. Sugar is still firm, and opinions as to the future differ between steady and an advance. Dried fruits continue to advance in price and the situation is not very satisfactory.

**CANNED GOODS**—No new prices have come out this week, but tomatoes and corn are looked for any time now. Demand continues good.

Group No. 1 comprises—  
 "Canada First," "Little Chief," "Log Cabin," "Horse shoe" and "Auto" brands, also all private brands.  
 Group No. 2 comprises—  
 "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.  
 Group No. 3 comprises—  
 "Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group	
	No. 1	Groups No. 2
This year's pack.		
Blueberries—		
2s, standard	0 92 1/2	0 90
2s, preserved	1 42 1/2	1 40
Gals, standard	4 00	4 50
Cherries—		
2s, red, pitted	2 25	2 22 1/2
2s, " not pitted	1 75	1 72 1/2
Gals, red pitted	8 75	8 75
" " not pitted		7 25
2s, black, pitted	2 25	2 22 1/2
2s, " not pitted	1 75	1 72 1/2
2s, white, pitted	2 40	2 37 1/2
2s, " not pitted	1 90	1 87 1/2
Currants—		
2s, red, H.S.	1 80	1 77 1/2
Gals, red, solid pack		7 25
Gals, red, standard		5 00
2s, preserved	2 00	1 97 1/2
2s, black, H.S.	1 90	1 87 1/2
2s, preserved	1 12 1/2	1 10
Gals, black, standard		5 50
Gals, " solid pack		8 00
Gooseberries—		
2s, H.S.	2 15	2 12 1/2
2s, preserved	2 37 1/2	2 35
Gals, standard		6 50
Gals, solid pack		8 50
Lawtonberries—		
2s, H.S.	1 77 1/2	1 75
2s, preserved	1 95	1 92 1/2
Gals, standard		5 50
Pineapple—		
2s, sliced	2 02 1/2	2 00
2s, grated	2 12 1/2	2 10
2 1/2 s, whole	2 82 1/2	2 80
Florida 2s, sliced or grated		2 60
Singapore, 1 1/2 s, sliced		1 50
" 2 1/2 s, whole		2 30
Raspberries, Red—		
2s, L.S. (Shafferberries)		1 50
2s, H.S.	1 75	1 72 1/2
2s, preserved	1 95	1 92 1/2
Gals, standard		5 50
" solid pack		8 50
Raspberries, Black—		
2s, black, H.S.	1 75	1 72 1/2
2s, preserved	1 90	1 87 1/2
Gals, standard		5 25
" solid pack		8 25
Strawberries—		
2s, heavy syrup	2 60	1 97 1/2
2s, " preserved	2 15	2 12 1/2
Gals, " standard		6 25
Gals, " solid pack		9 00



the European deficiency in could certainly interest by come.

.....	5 03
.....	4 93
.....	4 38
.....	4 38
.....	4 33
.....	4 28
.....	4 18
.....	4 23
.....	4 23
.....	4 08
.....	3 98

SES — Corn per 1 and the rdngly. Fair

.....	0 33	0 35
.....	0 38	0 42
.....	0 0 1/2	0 0 1/2
.....	0 0 1/2	0 0 1/2
.....	1 40	1 40
.....	1 04	1 04
.....	1 45	1 45
.....	2 40	2 40
.....	2 31	2 31
.....	2 25	2 25
.....	0 30	0 35
.....	0 30	0 35
.....	0 40	0 50
.....	0 45	0 60
.....	0 30	0 35

assing locally ent has tran- rom England ory of better on teas and he market.

outlook Wil- ty : ers in Brazil s have gone ses, such as idiation and l selling and t stop orders t position is assert itself ity for sup- ontries and ed to satisfy omplete the es. There is tic sentiment ing to spread ahead at the ing crop."

rkets appear aisins appear ling subject. and it would fruit in To- n a year ago. e of about 70 t cost about eded raisins. year for the es have ad- ornia, making

Per lb.	0 07 1/2	0 08
lb boxes	0 08 1/2	0 09
.....	0 09 1/2	0 09 1/2
.....	0 10 1/2	0 10 1/2
.....	0 14 1/2	0 14 1/2
.....	0 18	0 20

Figs—		
Elemes, per lb.	0 10	0 14
Tapnets, "	0 04 1/2	0 04 1/2
Peaches—		
Californian evaporated, " "	0 14	0 17
Pears—		
Californian evaporated, per lb.	0 13	0 13
Currants—		
Fine Filiatras, 0 06 1/2 up	Vostizaa	0 07 1/2 0 08 1/2
Patras, 0 06 1/2 0 06 1/2		
Cleaned ic. more.		
Raisins—		
Sultana	0 05 1/2	0 09
" Fancy	0 10	0 14
" Extra fancy	0 15	0 16
Valencias, selected	0 06	0 06 1/2
Seeded, 1-lb packets	0 09	0 10 1/2
California, loose muscatels—		
3-crown	0 07 1/2	0 07 1/2
4-crown	0 09	0 09
Dates—		
Hallowees	0 05	Fards new choicest 0 09 0 10 1/2
Saisr	0 04	" new choice.. 0 09 1/2
Domestic evaporated apples	0 13	0 13

NUTS—Tarragona almonds are now costing on the primary market 2c. a pound more than a year ago. There are no changes locally in quotations.

Almonds, Tarragona, per lb.	0 14	0 15
" Formigetta	0 13 1/2	0 14
" shelled Valencias	0 28	0 30
Walnuts, Grenoble,	0 14 1/2	0 15
" Bordeaux,	0 10 1/2	0 11
" shelled	0 26	0 28
Filberts, per lb.	0 14	0 17
Pecans, per lb.	0 14	0 17
New Brazils, per lb.	0 14 1/2	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08 1/2
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08 1/2
Virginia	0 10

SPICES—Quotations are unchanged:

Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	0 45	0 75
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 28
Allspice	0 17	0 20
" whole	0 17	0 20
Mace	0 15	0 20
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Fred Dane, importing broker, yesterday received from London a cable advice stating that the rice market was going considerably higher there.

Rice, stand. B.	0 03 1/2	0 03 1/2
Rangoon	0 03 1/2	0 03 1/2
Patna	0 05	0 05 1/2
Japan	0 06	0 07 1/2
Java	0 06	0 07
Sago	0 07	0 07
Carolina rice	0 07 1/2	0 10
Tapioca, medium pearl	0 07	0 07 1/2
" double goat	0 07 1/2	0 07 1/2

DRIED FISH—Prices are unchanged.

Boneless fish, per lb.	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb.	0 05 1/2 0 60
Flitch cod fish, cases of 100 lbs.	6 50

WOOL AND HIDES—Quotations are practically unchanged.

Hides, inspected, steers, No. 1	0 12 1/2
" " " " " No. 2	0 11 1/2
" " " " " cows, No. 1	0 12 1/2
" " " " " No. 2	0 11 1/2
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 13
" " " " " No. 1, country	0 12
Lamb skins and pelts	0 75
Horse hides, No. 1	3 15 3 50
Rendered tallow, per lb.	0 05 0 05 1/2
Pulled wools, super, per lb.	0 25
" extra	0 27
Wool, unwashed fleece	0 16 0 17
" washed fleece	0 26 0 27

NOVA SCOTIA MARKETS

Halifax, N.S., Sept. 4, 1906.

The produce markets are now very active and dealers report business good. Butter is very firm and owing to the limited receipts the price is advancing. Creamery prints are now quoted at 24c. and dairy is rather scarce at 20c. to 21c. Many of the factories are now turning

their attention to cheese making. Eggs have also been advanced, Nova Scotia being quoted here at 19c. and Charlotte-town from 17c. to 18c.

FRUIT—Is in good supply and is now increasing daily. Nova Scotia peaches are quoted at 60 cents per six quart basket. Nova Scotia apples, astrachan apples are quoted at from \$1.50 to \$2. American gravensteins are worth \$5 and early Williams \$4 to \$4.50. Nova Scotia gravensteins are expected on the market shortly. California Bartlett pears are quoted \$4 per box, and American Bartlett's at \$5.50 to \$6 per barrel. There has been a glut of bananas on the market during the past week, and good stock could be bought on the wharf at which the steamer loaded her cargo at from 50c. to 75c. per bunch. Oranges are very scarce and high, and also lemons.

FISH—Notwithstanding the report of the small catch of fish on the Newfoundland Coast, dealers here do not seem to be worrying over the outlook, although they are buying up all the fish available. The condition of the foreign markets at the present time is not very encouraging, and in consequence this has had some effect on the home markets. Cod is selling here ex vessel at \$4 to \$4.25. The shore fishermen are doing fairly well, particularly those in the vicinity of Ketch Harbor and Lambro, where large catches of pollock and cod are being made. Large catches of herring are being made at Yarmouth. Port La Tour and Liverpool. Bait is becoming more plentiful. The fishermen on the Cape Breton coast have been greatly hampered in their operations owing to the scarcity of bait. The schooner Twilight, from Dover, N.S., landed 100 barrels of pickled mackerel, 50 barrels of pickled herring and 25 qtls. of dry fish. The Rising Sun from Prospect brought 175 barrels of herring and eight quintals of cod; the Venus from Fallport, 800 qtls. dry fish and 10 barrels herring, and the Louise Maud 75 qtls. dry fish.

The grocery markets on the whole are in a healthy condition, and there is a general movement in all lines. No changes of special note have occurred since last report.

The retail grocery stores of Halifax were open for business during the morning of Labor Day, but in the afternoon all closed up.

Fred J. Clarke has purchased by tender the grocery business of J. L. Archibald & Son, on Spring Garden Road, and took possession on Saturday last. Mr. Clarke also conducts an up-to-date grocery on Seymour street. Mr. Archibald and his son, Bert, have also disposed of their fine residences on Coburg Road, and it is understood that with their families they will remove to Western Canada where they will engage in the same line of business.

Robert Urquhart, the veteran grocer of Spring Garden Road, who has been laid aside by illness for several weeks, is about again and once more behind the counter.

N. B. MARKETS

St. John, N.B., Sept. 3, 1906.

This has been a somewhat quiet week—that is, there has been light business as far as the wholesale houses are concerned. The exhibition brought large crowds to the city, and while very many of the outside buyers called to see the trade, few were inclined to talk business. There is, however, great advantage in buyers and sellers getting acquainted. It results in increased confidence where conditions are right.

The exhibition was a success. Exhibitors were pleased, feeling the value of the advertisement, the direct touch with the consumer under the most favorable conditions. Without doubt much money was left in the city. Travelers finding it impossible to do business on the road were, in many cases, on hand and busy showing every attention to their customers.

In markets there are few changes. Rice is firm. Spice, particularly ginger and cloves, held at full figures. Flour is somewhat of a puzzle. Sugar very firm but advance is slow. The feature of the market is the very extreme price of cheese.

OIL.—In burning oil improved sale, prices unchanged but firm. Lubricating oils continue to have a free demand. Paint oils rather quiet, prices unchanged. Cod oil has just a fair demand. There are fair receipts. The feature of this line is the heavy sale of gasoline and the difficulty to get stock.

SALT.—There are continued receipts of Liverpool coarse salt. Sales are good and prices well maintained. In fine salt chiefly for Canadian.

CANNED GOODS.—While both tomatoes and corn, particularly the latter, are firmly held, there are fair stocks here and no special interest shown. New peas, beans, and a few other lines received. Peas well above last year's prices. Fruits are firmly held. Apples and strawberries well above last year. Salmon firm at the advance. Oysters scarce and higher. In domestic fish, sardines a light pack and very firmly held. Kippers and haddies unchanged.

GREEN FRUIT.—While there is now lots of cheap apples, best stock is held at full figures. New Brunswick stock is chiefly Fall apples. Crop not large. Oranges and lemons are still very high. Bananas in fair supply. Pears are of fine quality; prices are firm. Peaches high. California plums unchanged. Ontario fruit shortly expected.

DRIED FRUIT.—The feature of the market is the high prices of Valencias. This is the more noticed because of the low prices of last year. It will mean light sales. California prices unchanged. Sales of California goods have been large, particularly prunes. Owing to the price very few apricots and peaches sold. Prunes quite low. Spot seeded raisins higher. New evaporated apples freely quoted, prices quite low. Currants are firmly held. Owing to very favorable terms and prices quoted by New York firms they have sold freely of new goods. Dates, peels and figs firmly held. Onions quoted rather higher.

SUGAR.—Full stocks are held. Prices firm at the advance of some two weeks ago. Higher figures daily expected. So far the advance has been slow.

**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Gum, Etc.**  
Cowan Co., Toronto.  
Jacobs, W. & R., Dublin, Ireland.  
Kingsery Mfg. Co., Cincinnati.  
McLaughlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
White Candy Co., St. John, N.B.

**Brooms and Brushes.**  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Belleville Canning Co., Belleville, Ont.  
Bloomfield Packing Co., Bloomfield, Ont.  
Canadian Cannery, Hamilton.  
Lakeside Canning Co., Wellington, Ont.  
Manitoba Canning Co., Grande Pointe, Man.  
Napanea Canning Co., Napanee, Ont.  
Old Homestead Canning Co., Picton.  
Turner, James & Co., Hamilton, Ont.

**Cans, Tin.**  
Acme Can Co., Montreal.

**Cash Registers.**  
National Cash Register Co., Dayton, O.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougal, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E. & Son Co., Hamilton

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

**Cocoa and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Peter's Chocolate, Montreal.

**Computing Scales.**  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

**Counter Check Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
Carter-Crume Co., Toronto.

**Cordials.**  
Batger's, Rose & Lafamme, Montreal.

**Crockery, Glassware and Pottery.**  
Gowans, Kent & Co., Toronto

**Dairy Produce and Provisions**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearman, F. W., Co., Hamilton.  
Graham Bros., Kinmount, Ont.  
MacLaren Imperial Cheese Co., Toronto  
Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Power, B. H., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan Wm., & Co., Toronto.

**Financial Institutions & Insurance**  
Broadstreet Co.

**Fish**  
Atlantic Fish Co., Lunenburg, N.S.  
Halifax, The Fish Co., Halifax, N.S.  
James, F. T., Co., Toronto.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Northrup & Co., Halifax, N.S.  
Windsor, J. W., Montreal.

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fly Pads.**  
Wilson, Archdale, Hamilton, Ont.

**Foreign Importers.**  
Boyd, Thos., & Co., Liverpool, Eng.  
Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gaitskell, J. H., Liverpool, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Little, Geo., Manchester, Eng.  
Murray, Oswald & Co., London, Eng.  
Rapp, Herman, & Co., Liverpool, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Vincentelli, P. & F., Antwerp.  
Wickes, Hamilton, & Co., London, Eng.

**Fruits—Dried, Green, and Nuts.**  
Brown Bros. & Sons, Montreal.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto  
De Y Barrondo, J. V., & Co., Bordeaux, France.  
Gibb, W. A., & Co., Hamilton.  
Hilborn, W. W., & Co., Hamilton, Ont.  
James, F. T., Co., Toronto.  
Kinneer, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Ozo, The Company, Montreal.  
Ratray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. F., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
Warren Bros. & Co., Toronto.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

**Grains, Flours and Cereals.**  
Greig, Robert, Co., Toronto.  
Hamilton Saratoga Chip Co., Hamilton.  
Hart, Levi, & Son, Halifax, N.S.  
Kiroque, Nap. G., & Co., Quebec.  
Leitch Bros., Oak Lake, Man.  
Mackay, J. Co., Ltd., Bowmanville, Ont.  
McFall, A. A., Bolton, Ont.  
McLeod Milling Co., Stratford, Ont.  
Nicholson & Bain, Winnipeg.  
Peterboro' Cereal Co., Peterboro', Ont.  
Quance Bros., Delhi, Ont.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Wilson, W. H., Co., Tillsonburg, Ont.  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Barbour, G. E., Company, St. John, N.B.  
Battle Creek Health Food Co., Battle Creek, Mich.  
Bell, Thos. Sons & Co., Montreal.  
Canada Brokerage Co., Toronto.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E., & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.

**McDonald-Dunlop.** 4  
**McDougal, D. & Co.** 73  
**McGaw & Russell.** 2  
**McLaren's Cooks' Friend Baking Powder.** inside back cover  
**McLaughlan & Sons Co.** 71  
**McLeod Milling Co.** 62  
**McWilliam & Everist** 64

**Mackay, J. Co.** 62  
**MacLaren's Imperial Cheese Co.** 2

**Magor, Frank.** outside front cover  
**Manitoba Canning Co.** 59  
**Maiden, J. H.** 62  
**Marcess, E. D. Co.** 63  
**Marshall, James.** 78  
**Metal Shingle and Siding Co.** 18  
**Methven, J., Sons & Co.** 78  
**Miller Bros.** 59  
**Millman, W. H. & Sons.** 2  
**Mitchell, H. W.** 2  
**Montreal Packing Co.** 54  
**Mooney Biscuit and Candy Co.** 69  
**Moose Jaw Fruit and Produce Co.** 2  
**Morse Bros.** 78  
**Mott, John P. & Co.** 68  
**Murray, O., & Co.** 78

**Napanea Canning Co.** 16  
**National Licorice Co.** inside front cover  
**Nestle's Chocolate.** 70  
**Nicholson & Bain.** 10  
**Nicholson & Brock.** 14  
**Nickel Plate Stove Polish Co.** 19

**Oakey, John, & Sons.** 19  
**Oakville Basket Co.** 64  
**Ocean Mills.** 4  
**Old Homestead Canning Co.** 5

**Park, Blackwell Co.** 64  
**Patrick, W. G., & Co.** 2  
**Payne, J. Bruce.** 72  
**Peterboro' Cereal Co.** 69  
**Power, B. H.** 57  
**Paimenes, Th. J.** 66  
**Rapp, Herman & Co.** 78  
**Ratray, D., & Sons.** 11

**Douglas, J. M., & Co., Montreal.**  
**Gillard's Pickles, London, Eng.**  
**Holbrook & Co., London, Eng.**  
**Lytle, T. A., Co., Toronto.**  
**Paterson's—Rose & Lafamme, Montreal**  
**Purnell, Webb & Co., Bristol, Eng.**  
**Sutton, G. F., Sons & Co., London, Eng.**  
**Taylor & Pringle, Owen Sound, Ont.**

**Polishes—Metal.**  
Oakey, John, & Sons, London, Eng.

**Polishes—Stove.**  
Nickel Plate Polish Co., Chicago.  
James' Dome, W. G. A. Lamb & Co. Toronto.  
Morse Bros., Canton, Mass.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Gray, Young & Sparling, Wingham, Ont.  
Toronto Salt Works, Toronto.

**Soap.**  
Albert Soaps, Montreal.  
St. Croix Soap Co., St. Stephen, N.B.

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
Edwardsburg Starch Co., Cardinal, Ont.  
Ocean Mills, Montreal.  
St. Lawrence Starch Co., Port Credit.

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Crosby, The Molasses Co., St. John, N.B.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
Codville-Georgeson Co., Winnipeg  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
Salada Tea Co., Toronto, and Montreal.  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.  
Wentzell, H. W., & Co., Halifax, N.S.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
White, Cottell & Co., London, S.E.

**Washing Compound.**  
Fairbank N. K. Co., Montreal.  
Gillett, E. W. Co., Toronto.

**Woodenware.**  
Woods, Walter, & Co., Hamilton.

**Wrapping Paper, Paper Bags, Twine, Etc.**  
Canada Paper Co., Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Acme Can Works ..... 18  
Adam Geo. & Co. .... 2  
Adamson, J. T., & Co. .... 2  
Albert Soaps ..... inside front cover  
Allison Coupon Co. .... 62  
American Tobacco Co. .... 73  
Anititis Pepper Co. .... 22  
Ashley & Lightcap ..... 4  
Atlantic Fish Co. .... 67  
Auburn Orchards ..... 65

Balfour, Smye & Co. .... 21  
Battle Creek Health Food Co. .... 62  
Bell, Thos., & Co. .... 15  
Belleville Canning Co. .... 22  
Boyd, Thos., & Co. .... 78  
Bradstreet's ..... 4  
Braid, Wm., & Co. .... 79  
Brown, Joseph & Sons ..... 2

Campbell's, R., Sons. .... inside back cover  
Canada Paper Co. .... 62  
Canada Sugar Refining Co. .... inside front cover

Canadian Cannery ..... 17  
Canadian Press Clipping Bureau. .... inside back cover

Canadian Salt Co. .... 12  
Capstan Manufacturing Co. .... 14  
Carman, Joseph ..... 4  
Carrier, P. W. .... 2  
Carter-Crume Co. .... 19  
Chase & Sanborn ..... 15  
Cheyne, J. A. .... 2  
Clark, W. .... 57  
Codville-Georgeson Co. .... 51  
Colbeck, Henry ..... 78  
Coles Manufacturing Co. .... 18  
Colson, C. E., & Son. .... outside back cover  
Computing Scale Co. .... 18  
Connors Bros. .... 67  
Cowan Co. .... 68  
Cote, Joseph ..... 73  
Cox, J. & G. .... 71  
Crain, Rolla L., Co. .... 51

Davenport, Percy P. .... 6  
Davidson & Hay ..... 20  
Dawson Commission Co. .... 65  
De Ybarrondo, J. V., & Co. .... 66  
Dominion Molasses Co. .... outside front cover  
Doughty, A. C., & Co. .... 78

Douglas, J. M., & Co. .... 7  
Dunn, Wm. H. .... 78

Eby, Blain Co. .... 3  
Eckardt, H. P., & Co. .... 51  
Edwardsburg Starch Co. .... outside front cover  
Empire Tobacco Co. .... 73  
Epps James, & Co. .... 71  
Essex Canning Co. .... 23  
Estabrooks, T. H. .... 6  
Everet, Jas., & Co. .... 78  
Ewing, S. H., & Sons. .... 16

Farmers' Canning Co. .... 14  
Fearman, F. W., Co. .... 54  
Fisher, A. D., Co. .... 19

Gaitskell, J. H. .... 78  
Galbraith, Wm., & Sons ..... 16  
Gibb, W. A., Co. .... 64  
Gillard, W. H., & Co. .... 22  
Gillett, E. W., Co., Ltd. .... 9  
Gorham, J. W., & Co. .... 2  
Gowans, Kent & Co. .... outside back cover  
Graham Bros. .... 59  
Greysen, W. G., & Co. .... 78  
Greig, Robt. Co. .... 73

Haszard, Horace ..... 2  
Hilborn, W. W. .... 64  
Hughes, A. J. .... 2

Imperial Extract Co. .... 73  
Improved Match Co. .... 13

Jacobs, W. & B. .... 70  
James, F. T., Co. .... 65  
Japan Teas. .... 13  
Jones & Swan. .... 2

Kingsery Mfg. Co. .... 71  
Kingston "Gleaner" ..... inside back cover  
Kinneer, Thos., & Co. .... 20  
Kiroque, Nap. G., & Co. .... 62  
Kyle & Hooper ..... 78

Lakeside Canning Co. .... 11  
Lambe, W. G. A. .... 2  
Leitch Bros. .... 62  
Little, Geo. .... 66  
Loggie, W. S., & Co. .... 78  
Lowney, Walter M., & Co. .... 68  
Lucas, Steele & Bristol ..... 22  
Lytle, T. A., Co. .... 9

McDonald-Dunlop. .... 4  
McDougal, D. & Co. .... 73  
McGaw & Russell. .... 2  
McLaren's Cooks' Friend Baking Powder. .... inside back cover  
McLaughlan & Sons Co. .... 71  
McLeod Milling Co. .... 62  
McWilliam & Everist ..... 64

Mackay, J. Co. .... 62  
MacLaren's Imperial Cheese Co. .... 2

Magor, Frank. .... outside front cover  
Manitoba Canning Co. .... 59  
Maiden, J. H. .... 62  
Marcess, E. D. Co. .... 63  
Marshall, James. .... 78  
Metal Shingle and Siding Co. .... 18  
Methven, J., Sons & Co. .... 78  
Miller Bros. .... 59  
Millman, W. H. & Sons. .... 2  
Mitchell, H. W. .... 2  
Montreal Packing Co. .... 54  
Mooney Biscuit and Candy Co. .... 69  
Moose Jaw Fruit and Produce Co. .... 2  
Morse Bros. .... 78  
Mott, John P. & Co. .... 68  
Murray, O., & Co. .... 78

Napanea Canning Co. .... 16  
National Licorice Co. .... inside front cover  
Nestle's Chocolate. .... 70  
Nicholson & Bain. .... 10  
Nicholson & Brock. .... 14  
Nickel Plate Stove Polish Co. .... 19

Oakey, John, & Sons. .... 19  
Oakville Basket Co. .... 64  
Ocean Mills. .... 4  
Old Homestead Canning Co. .... 5

Park, Blackwell Co. .... 64  
Patrick, W. G., & Co. .... 2  
Payne, J. Bruce. .... 72  
Peterboro' Cereal Co. .... 69  
Power, B. H. .... 57  
Paimenes, Th. J. .... 66  
Rapp, Herman & Co. .... 78  
Ratray, D., & Sons. .... 11

Rose & Lafamme. .... 8  
Rowat & Co. .... 12  
Rutherford, Marshall & Co. .... 57  
Ryan, Wm., Co. .... 54

"Salada" Tea Co. .... 9  
Scott, Bathgate & Co. .... 4  
Scott, David, & Co. .... 78  
Sherbrooke Cigar Co. .... 78  
Smith, E. D. .... 66  
Sprague Canning Machinery Co. .... 71  
St. Charles Condensing Co. .... 70  
St. Croix Soap Co. .... 76  
Stevens, H. J. .... 2  
Stringer, W. B., & Co. .... 65  
"Sugars" Limited. .... 69  
Sutton, G. F., Sons & Co. .... 4  
Symington, T., & Co. .... 12

Taylor, W. A. .... 2  
Taylor & Pringle. .... 13  
Terminal Warehouse and Carriage Co. 21  
Thompson, G. B. .... 2  
Tippet, Arthur P., & Co. .... 1  
Todd, J. H., & Son. .... 67  
Toledo Computing Scale Co. .... 19  
Toronto Salt Works ..... 57  
Truro Condensed Milk Co., Limited. 59  
Tuckett, Geo. E., & Son Co. .... 72  
Turner, James, & Co. .... 23

Upton, Thos., & Co. .... 71  
Vincentelli, P. & F. .... 78  
Walker, Hugh, & Son ..... 65  
Walker Bin & Store Fixture Co. .... 61  
Warren Bros. & Co. .... 22  
Warren, G. C. .... 4  
Watson, Boyd & Co. .... 14  
Watson, Stuart. .... 2  
Webb, Harry, Co., Ltd. .... 68  
Western Canada Flour Mills Co. .... 61  
Wetley, J. H. .... outside back cover  
White & Co. .... 65  
Wickes, Hamilton & Co. .... 78  
Wilson, Archdale ..... 57  
Windsor, J. W. .... 66  
Winn & Holland. .... inside back cover  
Wiseman, E. B., & Co. .... 4  
Wood, Thomas, & Co. .... 80  
Woods, Walter, & Co. .... 57  
Woodstock Cereal Co. .... 62

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CANADIAN NA  
STAR

Ideal weather, and finer display Canadian Nation to away beyond The greatest an world is now it all doubt. Peop year get used to its superiority. some American week. They had low fares with exhibition. When they thought it impressed their the great things and other Amer persuaded to go time on the gro talk about wha where.

There were ex fore 1879, but i present exhibitio ton was the first ertake an annu to got the idea vincial Exhibitio was held in Toro arrangement with Arts Association fair on condition were erected. Th the society got Some public-spiri matter up and do The exhibition of present grounds h Many mistakes h 30 years and a g been expended ill sent exhibition is it has cost in mo effort. It is estim in buildings alon million and a hal There is not Canada not tou every year it bec the agricultural, tile life of the D were 8,234 exhib are over 8,000 an tion. The educati cannot be comput into the exhibit on and said to Mr. charge: "Have y booklets about th one myself, but I of my pupils." T knowledge throu Canada to cause of learning. Tha instance of the e exhibition.

The manufactur Process Building of interest to th This department

# GREATEST ANNUAL FAIR

CANADIAN NATIONAL AT TORONTO WITHOUT AN EQUAL IN THE WORLD AS A YEARLY EXHIBITION—HOW IT STARTED—ITS SPLENDID EDUCATIONAL VALUE—SUCCESS THIS YEAR UNPARALLELED—GREAT ARRAY OF FOOD STUFF EXHIBITS—FINE DISPLAY OF THE PRODUCTS OF THE WEST INDIES—EDUCATION IN THE ART OF DISPLAY AND DECORATION.

Ideal weather, record crowds, more and finer displays have put this year's Canadian National Exhibition at Toronto away beyond any former achievement. The greatest annual exhibition in the world is now its rightful name beyond all doubt. People who see it year after year get used to it and fail to appreciate its superiority. A Toronto teacher had some American friends visiting him this week. They had taken advantage of the low fares without any thought of the exhibition. When invited out to the fair they thought it wasn't worth while and impressed their host and hostess with the great things to be seen in New York and other American cities. They were persuaded to go, however, and a short time on the grounds put an end to the talk about what they had seen elsewhere.

There were exhibitions in Toronto before 1879, but it was in that year the present exhibition was started. Hamilton was the first place in Canada to undertake an annual exhibition, and Toronto got the idea there. In 1877 the Provincial Exhibition, an itinerant fair, was held in Toronto. The city made an arrangement with the Agricultural and Arts Association to conduct an annual fair on condition that certain buildings were erected. The city did its share but the society got cold feet and drew out. Some public-spirited gentlemen took the matter up and decided to go on with it. The exhibition of 1879 was opened in the present grounds by the Marquis of Lorne. Many mistakes have been made in the 30 years and a good deal of money has been expended ill-advisedly, but the present exhibition is worth far more than it has cost in money and public-spirited effort. It is estimated that there is now in buildings alone an investment of a million and a half dollars.

There is not a business interest in Canada not touched by the fair and every year it becomes a larger factor in the agricultural, industrial and mercantile life of the Dominion. In 1880 there were 8,234 exhibits. This year there are over 8,000 animals alone on exhibition. The educational value of the fair cannot be computed. A teacher walked into the exhibit of West Indian products and said to Mr. Pickford, who is in charge: "Have you any more of those booklets about the West Indies? I got one myself, but I would like one for each of my pupils." There was a pebble of knowledge thrown into the young life of Canada to cause even increasing ripples of learning. That is but a very minute instance of the educational value of the exhibition.

The manufacturing operations in the Process Building were an endless source of interest to the visiting multitudes. This department is being fostered and

will one day occupy the whole of the great building.

### No Dairying Lectures.

The only department that might be considered weak this year is the dairying. The Ontario Government has not taken the usual interest and the lectures

Britain that otherwise would be quite unavailable to the great mass of the people who see them at the exhibition. Canada is too young a country to have fostered art a great deal, but true appreciation of fine art is a quality in a people or an individual greatly to be desired. Nothing could better advance the cause of art than these loan exhibitions.

Next year it is expected the departments of horticulture and floraculture will be newly housed and a decided impetus will be given to these important departments.

### Wealth of the West Indies.

One of the most instructive and interesting exhibits is that of West Indian products in the Process Building. It contains upwards of 2,500 examples of the agriculture and manufacture of the Carribean Archipelago. Most of them are foodstuffs, but there are many samples of cotton commercially recognized as the best in the world. The whole has been arranged and is under the direction of Mr. Pickford, of Pickford & Black, whose line of steamships is the principal means of communication between Canada and the Indies. The display is a credit to his taste and judgment. Though a little too confined for the best results the public are admitted within the enclosure and may examine as minutely as they please the hundreds of articles.

The Indies produce a great variety of spices and to see them as they are presented in this exhibit is the best possible kind of education for the grocer. There is the nutmeg just as it grows with its coating of mace and enclosed in a big pulpy shell. And such nutmegs! Lots of dealers have said "We can't get nutmegs like that." Mr. Pickford's reply is "Why don't you deal with the Indies instead of through New York?"

There are sugars in great variety, many glass jars of cocoa, a large variety of preserved fruits, tapioca, an interesting feature in the grocery markets today which few dealers are aware is produced in the West Indies; nuts of many and curious varieties, green fruits, syrups, cordials, rum, bitters, woods, a sticky compound of molasses for cow feed, essential oils, honey and a host of other equally interesting exhibits.

The exhibits and their housing in the Manufacturers' Building are this year finer and more elaborate than ever. In the aggregate a great sum of money must have been expended in providing these displays. For an observant grocer a trip through that building is in itself an education in the art of display and decoration.



Canadian National Exhibition—Mechanical Figure at Main Entrance of Manufacturers' Building.

by experts which have been so popular in the past are this year eliminated. The loan exhibition is a feature that cannot be too highly prized. There are gathered pictures from the public galleries and private collections of Great

**Borden's Condensed Milk.**

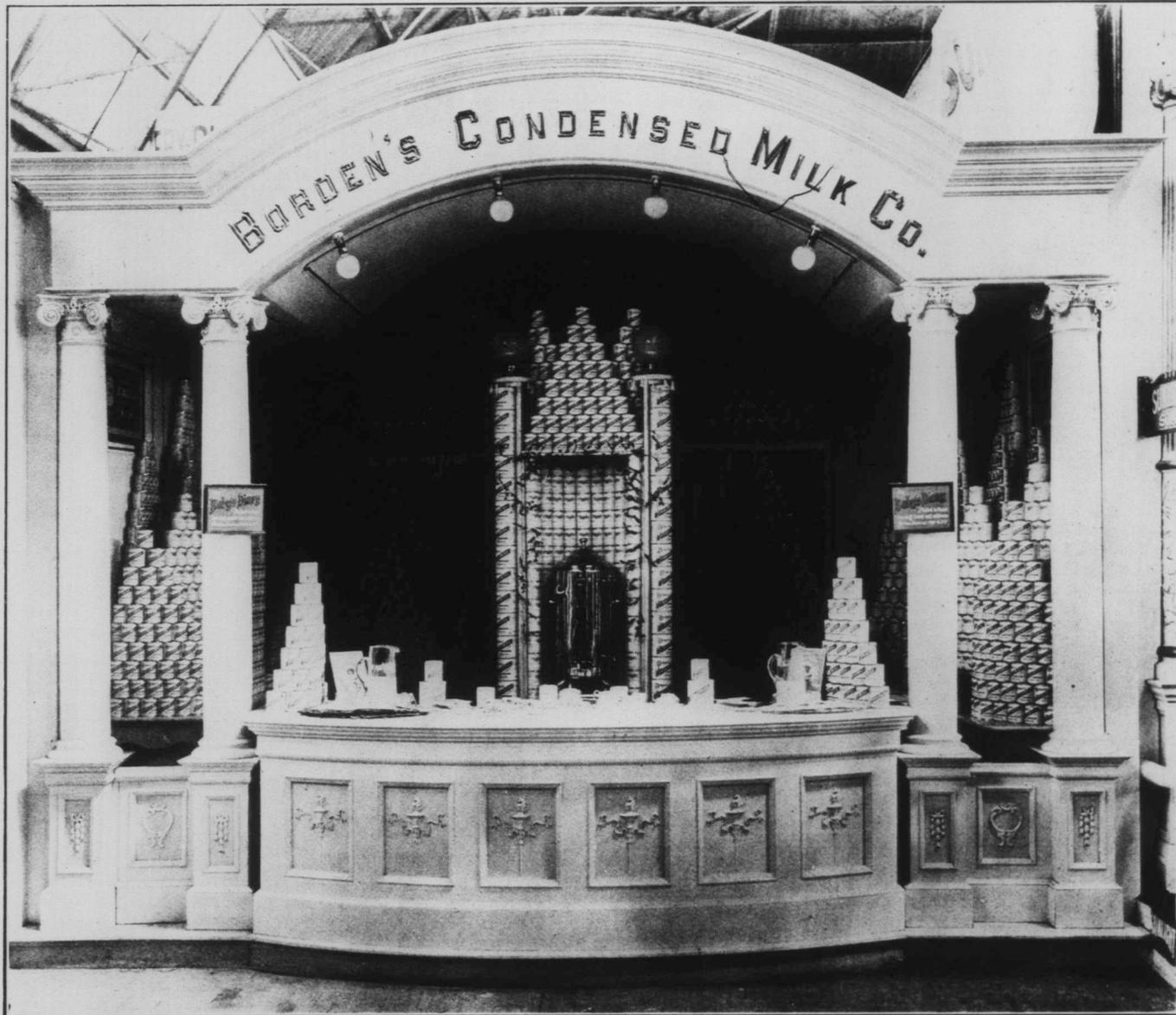
The most important article of food is milk. The most important question is its purity. Impure milk is the chief cause of death among infants. Gail Borden in 1853 solved the problem of "milk evaporation in vacuo" and became in a large way a benefactor of the human race. Upon the beginning he made one of the greatest business institutions in America has been built up and is to-day carried on by his family and associates. The Borden Condensed Milk Co. is the largest handler of milk in the world. The

are subject to carelessness and unscientific handling. The very best milk may be impaired in flavor and otherwise robbed of its natural and healthful characteristics in one stage or another, unless thoroughly safeguarded from pasture to consumer.

Science is unfolding many startling things in these days of investigation. The belief is gaining ground that the result is the same whether you are killed by a bull or by a microbe. As a means of self-protection, wise men are carrying fewer pistols and more microscopes.

Just an instance of the company's carefulness: Before a factory is formally opened, there are often long months of rehearsing to accomplish the absolute sanitary efficiency of employes and dairymen. No milk is sold from a factory until the president of the company is satisfied that "the principles under which it is managed are as perfect as human ingenuity can make them," to quote the official announcement. There are ninety factories and receiving stations.

Of course, such a while-light of hon-



Canadian National Exhibition—Borden's Condensed Milk Co. Exhibit.

success of this company goes back of their spotless methods of manufacture and handling and lies primarily in the minute and absolute control of all dairymen who supply them with milk. It is on the farm that milk is most often contaminated, but the Borden dairymen must operate hygienically according to a cast iron contract and a very thorough system of inspection is maintained.

Cleanliness is the chief item of expense in the production of pure milk. The products prepared by unreliable companies

Experiments have shown that the contamination of milk occurring under ordinary circumstances can be reduced over ninety-five per cent. by taking care to avoid all sources of impurity and unfavorable conditions, but the care necessary is expensive. The different steps through which milk passes might be compared to the links of a chain—if one is weak the strength of the whole chain is impaired; so if the care of milk is neglected at any step, the care taken at other times may be rendered useless.

esty could not remain hid under a bushel. During half a century, these products have taken the highest award whenever exhibited in competition.

The Borden Condensed Milk Co. claim that more babies have been successfully raised on Eagle Brand milk than all other so-called artificial foods combined.

Testimonials are never used in the Borden Co. advertising (the firm is intensely conservative in the manner of its announcements), but there is in its archives a collection of thousands of



Canadian

children's photograph which would take a campaign if widely each picture came a mother eager to from feeding her children supplemented by physician.

**Melaga**

After thirty-five people are apt doing. That is people, Minto are not confined to package tea. They milk teas. They a this line of work successful operation in them in the highest experience insures continuity of blend gets a blend customers like, he trade upon it, he order will be the sa the next. That is the success the world over strive for. The company el tea yields the re than any other pac let, and that the the best. Melagam which is another im

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Canadian National Exhibition—Minto Bros. Melagama Tea Exhibit.

children's photographs, sent voluntarily, which would take a day to go through, and which would make a mighty effective campaign if widely published. For with each picture came a letter from a grateful mother eager to tell of the benefit from feeding her child on Eagle milk, often supplemented by one from the family physician.

#### Melagama Tea.

After thirty-five years in the tea business people are apt to know what they are doing. That is where the Melagama tea people, Minto Bros., are. And they are not confined to package teas or a package tea. They make a specialty of bulk teas. They are blenders, too, and in this line of work a generation of successful operation in the tea trade stands them in the highest stead. Their long experience insures for their customers a continuity of blend so that when a grocer gets a blend that he likes and his customers like, he can confidently build the trade upon it, knowing that the next order will be the same, and the next and the next. That is success in tea blending, the success that tea blenders the world over strive for.

The company claim that Melagama tea yields the retailer a better profit than any other package tea on the market, and that the quality is as good as the best. Melagama is well advertised, which is another important consideration

in regard to package tea. Like their blended bulk teas, their package tea is blended by experts and its uniform quality is assured.

Minto Bros. invite grocers to write for samples of their new crop Japan teas. This invitation is not limited to Japans; the company will be pleased to furnish samples of any of their teas on request.

Their booth at the exhibition is one of the busiest corners in the Manufacturers' Building and the public evince a keen desire to sample "mother's favorite." In addition to an attractive display of Melagama packages there are in view samples of bulk teas ranging in price up to a dollar and more a pound wholesale.

#### Majestic Polishes.

Among the exhibits at the Fair that brought a personal interest to all who saw it, that of the Majestic Polishes, Limited, Toronto, was up with the leaders. Polishing up metal and burnished surfaces ordinarily suggests the application of elbow grease, the contemplation of which often left the cleaning up until corrosion and time put the articles to be cleaned without the joy of such work.

Polishes have been brought out from time to time that eliminated to a great extent this hard labor, but which either ate into the metal or scratched the surface so that soon the brightness was altogether gone. It was to do away with these injurious elements and yet get a quick shining polish that the Majestic brands were first made. In the liquid metal polish only the highest quality of refined oils are used, free from all acid and grit, and which can be used with perfect safety on the most delicate gold and silver. The Majestic bar polish is made for cleaning and polishing copper, brass, nickel, zinc, bar fixtures and household articles. A feature of this and all the Majestic polishes, is that



Canadian National Exhibition—Majestic Polishes Exhibit.

not only is a lasting lustre obtained, but all stains and oxide are removed, and the metal left less susceptible to atmospheric conditions. The company's paste metal polishes are made in three colors—white, red and black—of the same high grade ingredients as the liquid polish. As many housewives are prejudiced against a liquid polish for their silver, the Majestic people have got out a silver polishing powder, which is a dry polish highly recommended as giving a lasting brilliancy to the article cleansed. This powder is guaran-

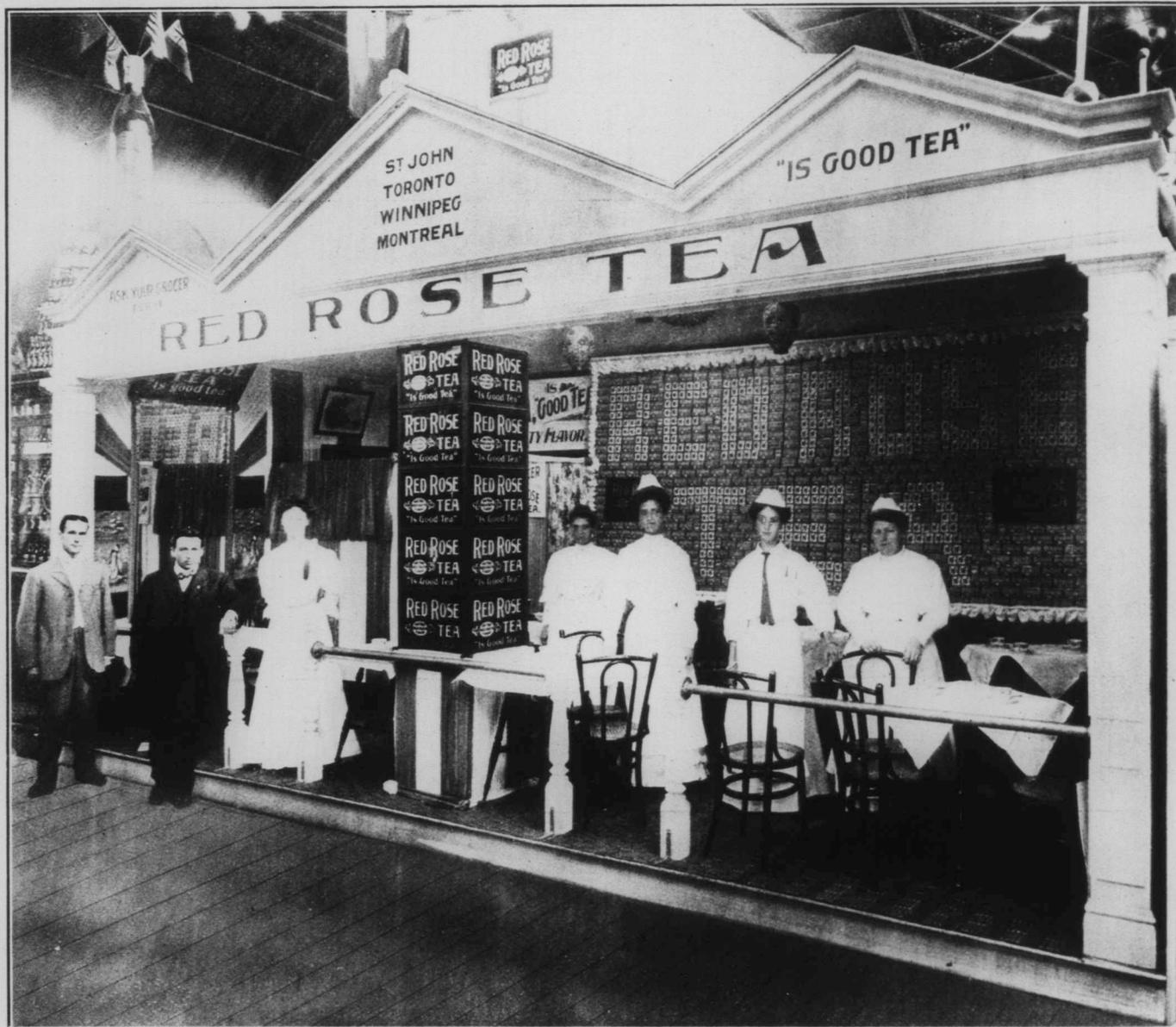
and well there might be, for it is too expensive an article to experiment upon, as many have found out by experience. For this class of work, however, the Majestic furniture polish has been proven to be a complete success as can be testified by the many people in Toronto and other Canadian towns who have used it.

#### Red Rose Tea.

It could seldom be seen for the throng about and in it, but the Red Rose Tea booth was one of the daintiest and

sampling the tea, which was daintily served by a corps of pretty girls. The booth was in charge of Geo. H. Taylor, who made tea in a way to surprise a great many ladies and please them all.

Just about five years ago Red Rose Tea was introduced on the Ontario market, starting with two travelers—the tea and firm absolutely unknown on this market, being told continually there was no room for another package tea. In fact one of the above-mentioned travelers told our reporter that when making his first call on the Ontario



Canadian National Exhibition—Exhibit of Red Rose Tea and Staff.

teed to contain no acid or alkali, and like their other polishes contains only pure ingredients. The Majestic furniture polish is another line, made expressly for high grade polished wood surfaces, and there is no case where a good polish is more desirable. Nearly everyone has some idea how to go about polishing metals, but few amateurs have been successful in restoring the lustre to a highly finished piano or other article of furniture. There is usually a hesitancy in tackling a piano,

most attractive in the Manufacturers' Building. The decoration was in white and green, very artistically done, with some touches of the oriental. In the centre was an illuminated pillar proclaiming Red Rose Tea to the multitude of eyes the live-long day. The back of the booth was walled with packages of tea and the words Red Rose Tea were spelled out in the roses on the ends of the packages. Tables and chairs were furnished for 30 people, and usually the booth was full of people

grocers, some of them had a good laugh, as they thought it quite a joke. To-day they have ten travelers calling on the Ontario trade, and the name of T. H. Estabrooks and Red Rose Tea, and its familiar echo, "Is Good Tea," is certainly well impressed on the public.

Their new premises at 3 Wellington street east are centrally located and well adapted to the tea trade. G. H. Campbell, who is well known to most of the Ontario trade, has charge of the

Toronto branch, and meeting his old friends.

Mr. Estabrooks is on his remarkable Ontario market. It is what he claims, the "Good Tea."

#### Fry's

That Fry's chocolate popular articles was by the fact of the limited and satisfied about their booth a tion, and which at the limited space taxed to its utmost which looked after people. The booth ed in blue and white.

There were distributed match box cocoa, picture post milk chocolate sampl

Fry's celebrated cocoa was served down special Double cocoa has a world-wide has taken medals at civilized country of lates in popular prohibition and sale.

The exhibit was Beard, who represents Canadian agents, D Montreal, who have at 8 Colborne street complete line of the & Sons is always firm have now upw customers in Ontario there were 500. The the quality of the g



Toronto branch, and thoroughly enjoys meeting his old friends and making new ones.

Mr. Estabrooks is to be congratulated on his remarkable success on the Ontario market. It all goes to prove what he claims, that Red Rose Tea "Is Good Tea."

**Fry's Cocoa.**

That Fry's chocolate and cocoa are popular articles was well demonstrated by the fact of the large crowd of interested and satisfied customers constantly about their booth at the Toronto exhibition, and which at times fairly swarmed the limited space afforded them and taxed to its utmost the active staff which looked after the wants of the people. The booth is tastefully decorated in blue and white.

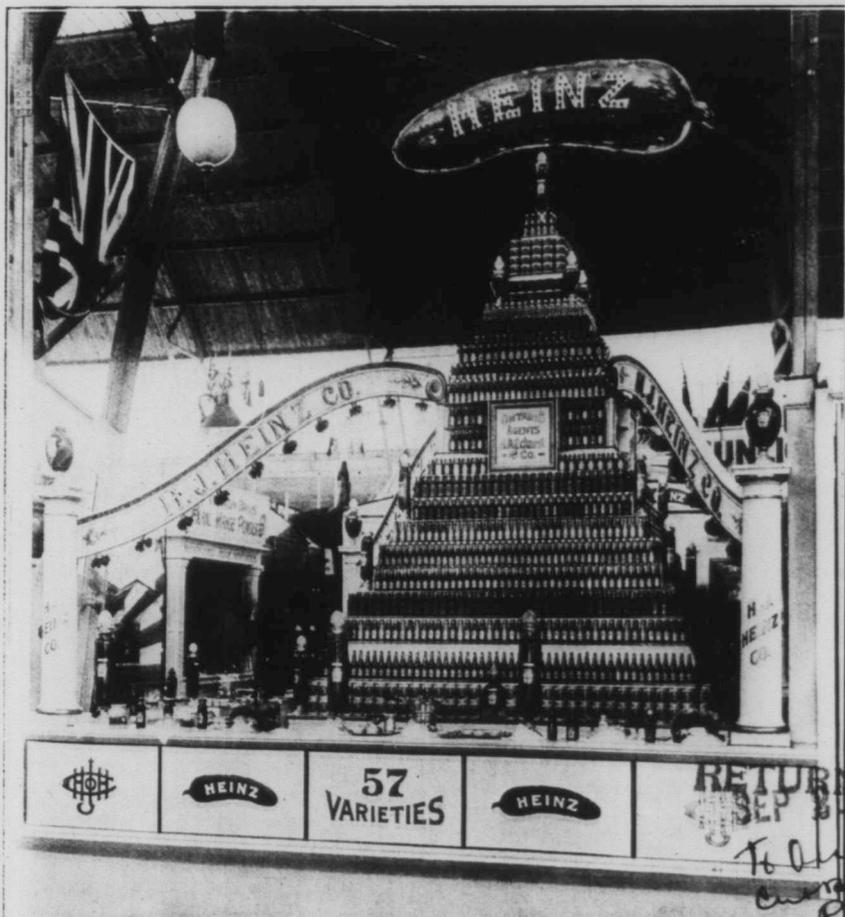
There were distributed tens of thousands of match boxes filled with Fry's cocoa, picture post cards, souvenirs, milk chocolate samples, etc.

Fry's celebrated pure concentrated cocoa was served daintily in the firm's own special Doulton chinaware. This cocoa has a world-wide reputation and has taken medals and diplomas in every civilized country on the globe. Chocolates in popular priced sizes were on exhibition and sale.

The exhibit was in charge of M. D. Beard, who represents in Ontario the Canadian agents, D. Masson & Co., of Montreal, who have their Ontario branch at 8 Colborne street, Toronto. There a complete line of the goods of J. S. Fry & Sons is always kept in stock. The firm have now upwards of two thousand customers in Ontario, where a year ago there were 500. That speaks volumes for the quality of the goods.



Canadian National Exhibition—Exhibit of Fry's Milk Chocolate.



**H. J. Heinz Co's Usual Fine Exhibit.**

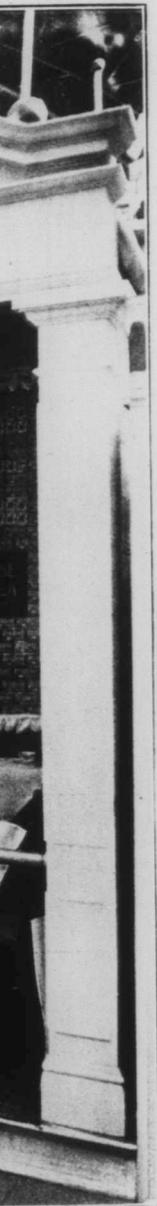
Among the specially notable exhibits at the Toronto Exhibition this year, it is a pleasure to mention the display of H. J. Heinz Company, the high character of whose products is mutely evidenced in the beautiful appearance of the display itself. In accord with the company's well known business hospitality, a staff of courteous demonstrators is constantly on duty at the booth, serving samples of the "57 Varieties" to the thousands of exhibition visitors who have heard of Heinz quality and want to test the many good things for themselves.

This thorough manner of acquainting the consumer with the merits of their products, is characteristic of the Heinz way of doing things. With them, thoroughness is an all pervading business principle. Beginning with the very source of supply they raise their own seeds on experimental farms devoted solely to the propagation and perfection of those varieties of fruits and vegetables best suited to their purposes; to supply the raw materials for Heinz products, 20,000 acres of land located in the most fertile sections of the United States and Canada annually yield up their richness. In these widely scattered sections 13 branch factories and 67 salting stations have been established, enabling the company to manufacture the fully ripened products fresh from the field the same day they are harvested, assuring in the finished product a flavor of the fresh fruit not otherwise attainable. Coupling this care in the selection of raw materials with the most modern and scientific methods of manufacture, an inviolate insistence upon

Canadian National Exhibition—H. J. Heinz Exhibit.

Canadian Grocer

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cleanliness in every stage of preparation and a high regard for the comfort and convenience of their employes, we may understand in some measure how H. J. Heinz Company have grown to be the largest manufacturers of food products in the world.

word—PURITY; a purity which involves absolute perfection of raw materials, cleanliness to the minutest detail of manufacture and environment, and the constant endeavor to improve upon their best in quality. That the exacting conditions of such a high stand-

themselves just how the "57 Varieties" are made.

The Heinz doors are always open to visitors, and this willingness to show an inquiring public how they do things at all times, and especially at such times as this when food purity is a question



Canadian National Exhibition—Exhibit of Egg-O See Co.

And this thorough supervision of every step in the growth and manufacture of the "57 Varieties" from the planting of the seed to the delivery of the finished product, finds its keynote in the single

and have been fully met in the Heinz kitchens is conclusively proved by the testimony of more than 30,000 visitors who annually go through the company's main plant at Pittsburgh and see for

in the mind of every householder, has done much in gaining a world wide confidence for Heinz products and establishing them as the standards of purity and excellence everywhere.

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**Egg-O-See.**

It is pretty safe to say that no one blessed with the sense of sight to an ordinary degree has passed down the south aisle of the Manufacturers' Building without seeing the Egg-O-See exhibit. There is little chance of missing it. Presenting a solid monotone of color—green—it has a decided distinctive quality that quickly draws attention. That accomplished, there is not the slightest likelihood of the spectator going away without knowing what article is being advertised. "Egg-O-See" is everywhere, and a man with a megaphone could not draw a larger crowd than the goods themselves do. The entire exhibit is built of packages of Egg-O-See, and the arrangement is simple, though very effective.

The following table of percentages show the result:

	Egg-O-See.	Wheat Flour.
Moisture .....	9.73	13.94
Proteids .....	10.43	9.02
Fat .....	2.81	1.51
Ash .....	2.47	.42
Crude Fiber .....	1.31	75.11
Carbohydrate .....	73.25	
	100.00	100.00

The analyst concludes: "From these analyses we see the superiority of the Egg-O-See in food value. It has a higher percentage of proteids, fat, and ash. The ash, which is rich in phosphates and iron compounds, is very small in the roller process flour. The fiber in the

and pound boxes, etc., Christmas novelties are shown in wide variety. Silk boxes, silk-lined baskets, fancy and picture boxes, etc., form an attractive display.

**Biscuit Makers of Quality.**

Christie, Brown & Co.'s array of over 500 varieties of biscuits and cakes is as usual a principal food stuff display. No fact of business is better established than that it pays the grocer to handle the best goods and get the best trade. For more than a generation the name "Christie" has been indicative of quality and purity in biscuits throughout Canada and far beyond the boundaries of the Dominion.

As an illustration of how Christie, Brown & Co. maintain their standard of excellence, take the one item of butter. The bulk of their supply is purchased



Canadian National Exhibition—Exhibit of the Harry Webb Company, Confectioners.

The booth has been actually besieged with people desiring samples of the cereal.

Egg-O-See is a product of the Egg-O-See Cereal Co., Quincy, Ill. It is the whole of the wheat with an exquisite flavor in addition. It is cooked for a period of two hours, then baked. In airtight, inner-lined packages it is preserved crisp and delicious, never having been touched by hand from the reaping of the grain to the serving at the table.

Edward H. Keiser, Professor of Chemistry, St. Louis, Mo., made an analysis of Egg-O-See, and for comparison one of a high grade of wheat flour.

Egg-O-See is also of great value, in that it assists the digestive processes; this is almost entirely lacking in the flour."

In the booklet, "Back to Nature," which has been distributed at the Exhibition, the strong points of Egg-O-See are convincingly stated. Egg-O-See menus for every day in the week are given also, as well as instructions in regard to the proper mode of living.

**The Harry Webb Co.**

The Harry Webb Co., wholesale confectioners, Toronto, presented a dainty array of their goods in the Manufacturers Building. Besides the staple lines in 10c. and 25c. packages, half pound

from dairy farmers under contract to supply their whole output. These are the very best butter makers in the country and as the company pay the highest price there is keen competition to supply them. When supplies from these sources prove insufficient the best creameries are drawn upon. All the butter is salted according to the company's directions. In this way uniformity is attained and in turn insures uniformity in the product. Examine a tin of Christie's biscuits and scarcely one will differ from the rest in the slightest degree.

An importing molasses broker told the writer one day when discussing the molasses market that no matter what the cost Christie, Brown & Co. always got

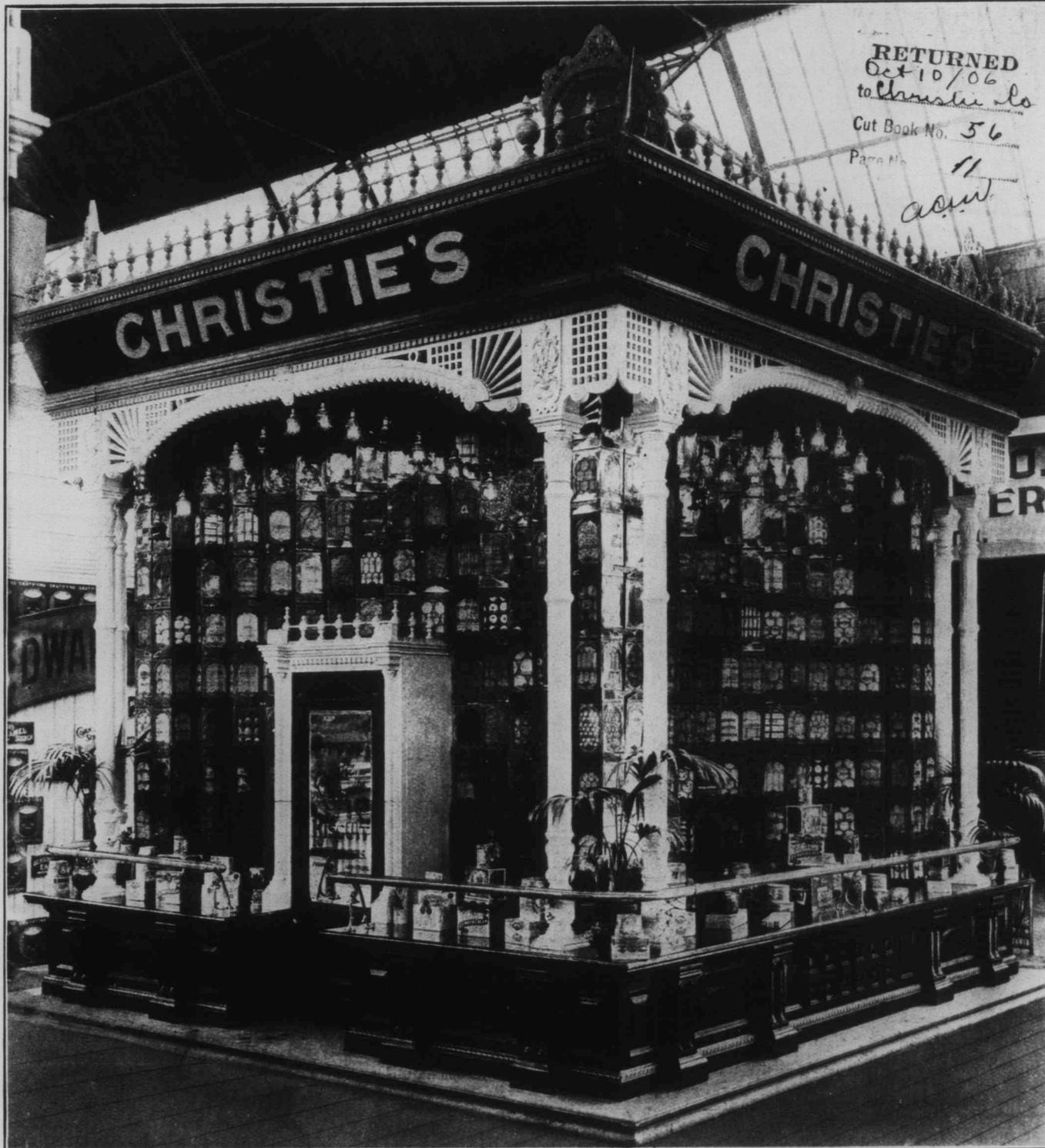
the very highest quality and the price was usually about twice what indifferent grades sold at. Throughout the purchasing trade this is the reputation of the firm.

Paying such attention to quality of

expense. Each employe is allowed time during working hours for two baths a week. Such is the organization that if a complaint should come in of gravel in Sultana biscuits—a circumstance almost unknown—given the number on the box,

is put into boiling water and next into an oven. When removed it is handled by a man with heavy leather mitts.

The company have adopted the new method of putting up their fragile goods in half-pound cartons. These are packed



Canadian National Exhibition—Exhibit of the Christie, Brown Co.

raw material, the company is not likely to be lax in its methods of manufacture. Nor is it. The great factory is a model of cleanliness and organization. Every one of the hundreds of employes is furnished with a uniform and handkerchief, which are laundered at the company's

the girl who cleaned the raisins would be known.

The cleaning of returned biscuit boxes is another example of the firm's particular methods. Every such box gets the same treatment. It is first soaked in water and the label removed, then it

in the usual tin box. Those who prefer the old style can have it; the new costs 1c. a pound more. Sodas are packed in pound and half-pound boxes.

The company's four-way exhibit contains over 500 different varieties. Christie's biscuits are so light that there are

an unusual which more cost to the pay freight.

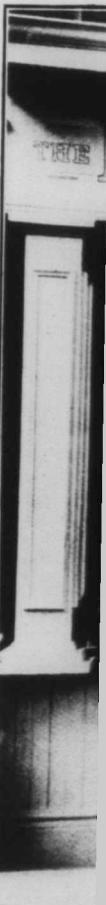
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Judging most popular is the Jell-O Building, where waiters serve from Jell-O cream is the contents of cream powder milk and without heating of anything obtained in the pure and severest test takers.

Jell-O is tents of one ing water. to serve and sert.

A cordial all grocers the booth, Jell-O, and manager.

Jell-O ice packages for per package in the Stat will soon be



an unusual number of them to a pound which more than makes up the increased cost to the consumer. The company now pay freight on lots of 200 lbs. and over.

**Very Popular Exhibit.**

Judging from appearances, one of the most popular exhibits at the exposition is the Jell-O booth, located near the south-east corner of the Manufacturers' Building, where competent demonstrators serve free delicious ice cream made from Jell-O ice cream powder. The ice cream is made by simply stirring the contents of one package of Jell-O ice cream powder into a quart of milk, or milk and cream mixed, and freezing without heating, cooking or the addition of anything else whatever, as everything but the ice and milk is contained in the package, and is strictly pure and wholesome, standing the severest tests of the pure food commissioners.

Jell-O is prepared by dissolving contents of one package in a pint of boiling water. When cool it will be ready to serve and makes a most delicious dessert.

A cordial invitation is extended to all grocers and their families to call at the booth, sample the ice cream and Jell-O, and get acquainted with the manager.

Jell-O ice cream powder is sold two packages for 25c., and Jell-O for 10c. per package, and are enormous sellers in the States. The Canadian factory will soon be in operation.



Canadian National Exhibition—Exhibit of the Genesee Pure Food Co.—Jell-O.

**Dominion Canister Co. Exhibit.**

A very handsome exhibit and one of the greatest interest to wholesale and manufacturing grocers is that of the Dominion Canister Co. of Dundas, Ont., in the western end of the Manufacturers' Building. The company manufactures a container in three shapes, round, square and oblong, in sizes to suit all requirements. The canister or container has a tin top and bottom, a tin side strip and a body all of wood pulpboard. The canister is a patent device. It is much lighter and 40 per cent. cheaper than tin, and for all dry products is much superior and more convenient. It makes an especially fine container for tea, coffee and spices and is in use for Tartan brand and Vim brand tea, the Red Feather teas, coffees and spices, Windsor salt, and scores of other lines in the grocery trade, samples being displayed in abundance. In making the canister the label can be put on at the same time, the effect being very pleasing. The canister is lined to suit the contents and is moisture proof, air proof, aseptic and original. The company have a fine commodious factory at Dundas, Ont., and their canisters are rapidly gaining in favor with the trade, who are quick to see its advantages over the tin can for dry products.

**Eureka Refrigerator Co.**

Right in the centre of the Process Building is situated the fine exhibit of this firm. They are showing a fine line of butchers', grocers' and dairy refrigerators, and their staff have been kept busy showing the trade the superior qualities of Eureka refrigerators.



Canadian National Exhibition—Exhibit of the Dominion Canister Co. of Dundas, Ont.

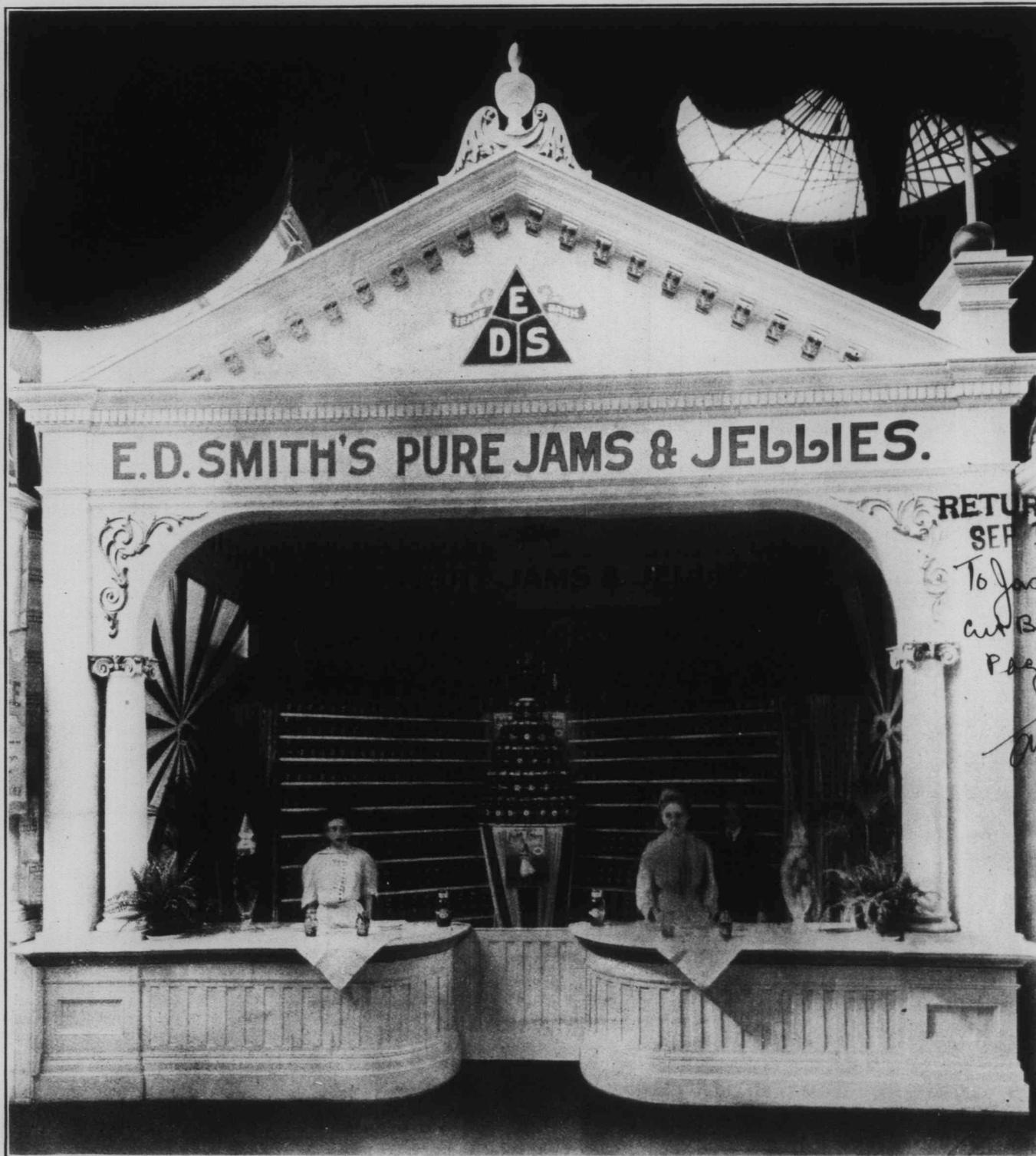
**Pure Fruit Preserves.**

There's one exhibit in the Manufacturers' Building that suggests mother and her fruit cellar. It beats mother in style because the bottles are of French design and handsomely and uniformly labelled.

Mr. Smith emphasizes very strongly the fact that he uses only fresh fruit and pure granulated cane sugar. He uses no preservatives. His canning and preserving are all done during the fruit season. Mr. Smith owns a fruit farm of sev-

tion, a product of extraordinary merit must result.

Some time since the Pure Food Branch of the Inland Revenue Department, Ottawa, issued a statement in regard to 182 samples of jams, jellies and pre-



Canadian National Exhibition—Exhibit of E. D. Smith's Pure Jams and Jellies.

but the contents of each jar look like the real thing that mother used to make. It is an attractive array of E. D. Smith's pure fruit, jams, jellies and preserves from the Helderleigh Farm, Winona, Ont. W. G. Patrick & Co. are the Toronto agents.

eral hundred acres and it is the product of his own lands and adjacent farms he uses in the products in question. They are gathered when ready and made into jam, jelly or preserves without delay. With cleanly methods, and the Helderleigh Farm methods are beyond ques-

serves examined. Of these 29 were found pure. Mr. Smith in a little pamphlet for distribution says:

"Now let us examine where these 29 samples were made. Ten were made by E. D. Smith, Winona, Ontario; three were made by English and Scotch firms;

three were real, Que. net, a ret were made Pacific coa were made Charlottet a lady in by two T pure samp side E. D. ing establi eral line c and cateri Dominion. words? S absolute goods will any other

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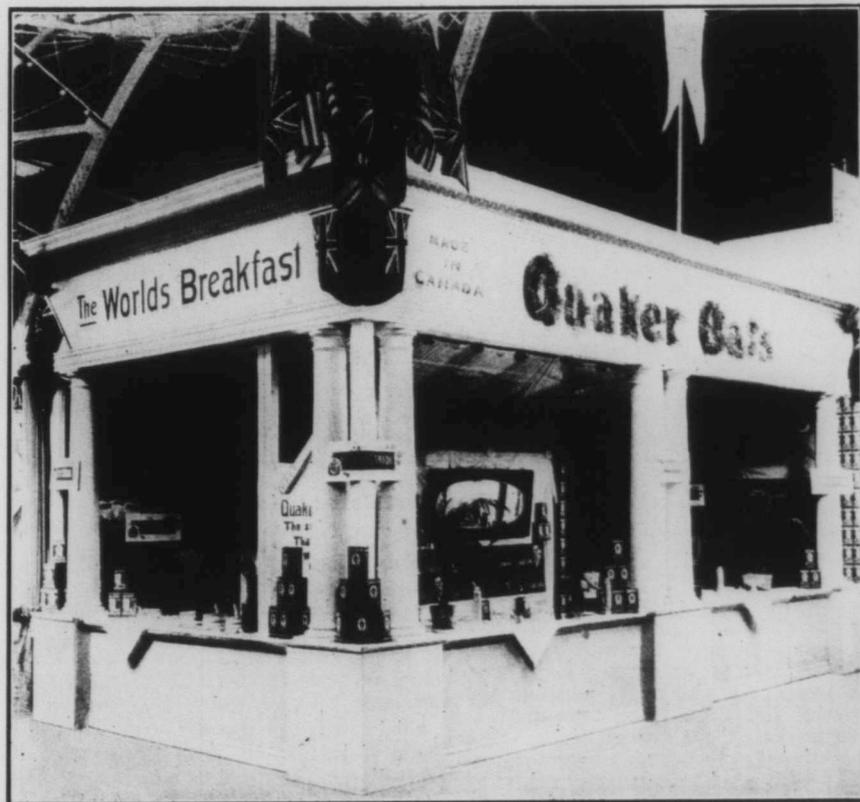
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The Canadian Grocer

three were made by Mrs. Luke, Mont-  
real, Que.; two were made by Mr. Ben-  
net, a retail grocer in Ottawa; four  
were made by various fruit firms on the  
Pacific coast of British Columbia; four  
were made by local establishments in  
Charlottetown, P.E.I.; one was made by  
a lady in Fredericton, N.B.; one each  
by two Toronto firms. Not one single  
pure sample was made in Canada (out-  
side E. D. Smith's) by any of the lead-  
ing establishments manufacturing a gen-  
eral line of jams, jellies and preserves  
and catering to the trade of the whole  
Dominion. What need is there for more  
words? Surely in the face of this most  
absolute proof no one wanting pure  
goods will run the risk of buying from  
any other source."

Stewart's Confectionery.

One of the daintiest stands at the  
Exhibition is that of the Stewart Co.,  
Limited, where is displayed samples of  
the various lines of fine confectionery  
and chocolates which they make. The  
high standard of Stewart's chocolates  
and confectionery is becoming so well  
known that the firm has difficulty in  
keeping up with the demand for them.  
Every high grade chocolate turned out  
by them has the name Stewart stamped  
on the bottom, which is a guarantee to  
the purchaser that the quality is of the  
very best. It has always been the  
policy of the company to use only ma-  
terials of the purest grade, and through-  
out the factory the most scrupulous  
cleanliness is insisted upon, and the  
best class of help is employed, the re-  
sult being that Stewart's goods are  
known from end to end of Canada as  
having a uniformly high quality which  
is maintained by few other makers. An-  
other feature is the great care exercised  
in the packing of every line put out,  
which ensures them reaching their des-  
tination in perfect condition.



Canadian National Exhibition—Quaker Oats Co. Exhibit.

CANADIAN NATIONAL EXHIBITION



Canadian National Exhibition—Exhibit of Stewart's Chocolates and Bonbons.

The Quaker Oats Co.

The Quaker Oats Company—formerly  
The American Cereal Company—have a  
splendid corner booth, in which the sev-  
eral foods manufactured by them are  
well displayed. A staff from the Chicago  
office is in charge, and the demon-  
strators have been exceedingly busy. Their  
efforts have been liberally rewarded by  
fine returns right on the spot. The re-  
sults achieved are greatly in advance of  
expectations.

The booth has a good position and the  
display is attractive as well as effective.

The Canadian headquarters of this  
company are at Peterboro, and the busi-  
ness has increased so satisfactorily that  
a stronger force will likely be put on  
this ground.

Quaker Oats, Pettijohn's Breakfast  
Food, Quaker Rice (puffed) and Apitezo  
are among the well known foods adver-  
tised.

Quaker Puffed Rice is rice, to be sure,  
but so vastly different in flavor, tex-  
ture and appearance from rice cooked in  
the old way that comparison is impos-  
sible. The grain is cleaned, sterilized  
and placed in great air-tight cylinder  
guns where it is thoroughly cooked in the  
steam from its own moisture. Then the  
cap is taken from the gun, and the ex-  
plosion which follows puffs the grains  
to several times their original size.

Following is the Analytical report of  
the Columbus Food Laboratory, Chi-  
cago, on Apitezo:—Protein, 19.00; fat,  
.99; dextrinized carbohydrates and cellu-

lose, 51.67; grape sugar, 16.00; ash, 1.57; moisture, 7.77; total, 100.00.

Pettijohn's Breakfast Food is not cooked at the mill, but through exclusive and original processes is made ready for easy cooking at home. In each Pettijohn flake is retained every one of the myriad food qualities for brain, bone muscle and blood, placed in the wheat by nature.

#### Walter Baker & Co's Chocolate.

It is a fact of interest to every handler of cocoa and chocolate that in October, 1780, just 126 years ago, the

est price for which unadulterated articles of high grade can be put upon the market.

Under cover of a similarity in name, trade-mark, label or wrapper, a number of unscrupulous concerns have, within recent years, made attempts to get possession of the great market won by this house, by trading on its good name — selling to unsuspecting consumers goods of distinctly inferior quality by representing them to be the products of the genuine "Baker's." The quantity of goods sold in this way is not so much of an injury to Walter Baker &

the cost and giving a fictitious appearance of richness and strength. The safest course for dealers, therefore, is to handle goods bearing the name and trade-mark of a well-known and reputable manufacturer. Walter Baker & Co. have behind them one hundred and twenty-six years of successful manufacture, and forty-six highest awards from the great industrial exhibitions in Europe and America.

#### Cowan's Chocolate.

To exhibition visitors the display of the Cowan Cocoa Company has long



Canadian National Exhibition—Exhibit of Walter Baker & Co's Pure Breakfast Cocoa and Chocolates.

house of Walter Baker & Co., Limited, was established in Dorchester, Mass., on the site of one of the large mills of the company. The plant now comprises six large mills and storehouses, having a floor space of 348,480 square feet, about eight acres.

The house has grown to be the largest of its kind in the world, and it has achieved that result by always maintaining the highest standard in the quality of its cocoa and chocolate preparations and selling them at the low-

est price for which unadulterated articles of high grade can be put upon the market. Under cover of a similarity in name, trade-mark, label or wrapper, a number of unscrupulous concerns have, within recent years, made attempts to get possession of the great market won by this house, by trading on its good name — selling to unsuspecting consumers goods of distinctly inferior quality by representing them to be the products of the genuine "Baker's." The quantity of goods sold in this way is not so much of an injury to Walter Baker &

Co. as the discredit cast upon their manufactures by leading some consumers to believe that these fraudulent articles are of their manufacture and that they have lowered the high standard maintained for so many years. Statements in the press and in the reports of the Pure Food Commissioners show that there are on the market at this time many cocoas and chocolates which have been treated with adulterants, more or less injurious to health, for the purpose of cheapening

been a familiar one. The exhibit this year was as heretofore centrally located in the middle aisle and the attendants were left very little time to rest, answering inquiries and filling the urgent demands for Cowan's Milk Chocolate in croquettes, medallions and wafers, in which direction the taste of the exhibition visitor seems strongly directed. A full line of Perfection cocoa and chocolate was of course also on exhibition and made a fine showing indeed.

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### For the Handling of Oil.

Standing out prominently in the list of those exhibits which in themselves were alone worth coming hundreds of miles to see, is the oil and gasoline storage system made by S. F. Bowser & Co., Inc., 530 Front street west, Toronto.

The growth of this firm has been remarkable. Established in 1885, they offer a tried and proved success. The merchant, manufacturer, automobilist, railroad official—in fact, any handler or user of all kinds of oils, benzine, gasoline or solution in large or small quantities, were quick to recognize and take advantage of the safe, economical, clean and profit-insuring method which the Bowser system alone affords. In these days of keen competition every device which re-

interesting and instructive hour at Bowser & Co.'s display in the Process Building and gained much information from the members of the Canadian organization who were in constant attendance upon the thousands of interested callers. He met the manager, W. R. Hance, and the following salesmen, all of whom are well and favorably known in their respective territories: J. B. Bate, A. E. Moffatt, J. E. Hale, Levi Swartz, C. S. Hetrick, and S. W. Paisley, of Ontario. The representatives who were not present are: Thos. Cragg, of Manitoba and the western provinces, Napoleon Rosconi, of Quebec, and Wm. Robertson and J. H. W. Strubbe, of the Maritime Provinces.

In the handling of coal oil, gasoline, varnishes, glycerine, castor oil, lubricat-

overflow, over-measure, spilling, dripping, etc.

A view of the Bowser exhibit is shown below. Among late installations may be mentioned Marks, Clavet, Dobie, Port Arthur, Ont.; the Dominion Automobile Co., Montreal, Toronto, and Winnipeg; Singer Sewing Machine Co., St. John, Que.; Parke-Davis (Drug) Co., Walkerville, Ont., and London, Eng.; Canadian Furniture Co., Waterloo; Canadian Rubber Co., Montreal. Nearly one-third of a million outfits are in use throughout the world, Mr. Hance told the reporter, and the wonderful part of it all is that such heavy fluids as varnish, paint oils, lard oil and rubber cement, by means of specially designed combination suction and force pumps may be drawn any dis-



Canadian National Exhibition—Exhibit of the S. F. Bowser Co.

duces cost or fire risk, or conserves time, labor and material, is just so much gain and advantage in the battle for supremacy. So broadly adaptable are the Bowser equipments, so complete in detail and so simple and comprehensive in construction that they meet all conditions required. No money or care have been spared in making these outfits the very best that can be produced.

The demand for Bowser four-measure self-measuring outfits of a few gallons to thousands of gallons capacity has increased so rapidly and to such an extent that larger manufacturing facilities have become necessary and a large new two-storey building, 60x180 feet, is being erected at 66-68 Fraser avenue, two squares west of the King street subway, to be ready for occupancy by October 15.

A Canadian Grocer reporter spent an

ing an dpaints oils, etc., in grocery, drug, general and hardware stores, the liquid is discharged by gallons, half gallons, quarts or pints directly into the customer's can from the tank located on the first floor, or in the cellar, or buried outside in the ground. In garages, public and private the gasoline may be brought directly into the reservoir of the machine and in shops, mills, factories, railroad roundhouses, etc., by adjustable measures, accurate quantities, according to size of oiler or other vessel to be filled, may be drawn in minimum time, at minimum labor and with maximum safety, in all cases keeping the gases in and dirt and grit out; preventing all loss by waste so common to the ordinary method through evaporation,

tance and to any height, and thus distributed for use as needed as readily and easily as the lightest fluids made. And better still by absolutely preventing every drop of waste of whatever kind and doing away with open, sloppy measures and oil-soaked floors, as many gallons are sold or used, as bought, and thus all the profits are secured.

In a word, these outfits pay for themselves over and over during their lifetime. Many in use fifteen to twenty years are still giving satisfactory service. In proof of the great utility and lasting qualities of these systems, your reporter was shown letters from a number of users, all of whom are enthusiastic in their statements that the Bowser is one of the very best investments they

ever made. Then, too, they have the unqualified approval and endorsement of fire boards, underwriters and insurance companies. Indeed Bowser outfits possess the peculiar quality and design that comes within the most rigid specifications.

#### Edwardsburg Starch Co., Limited.

As usual the handsome exhibits of the Edwardsburg Starch Co., Limited, in

Enamel, etc., etc., while in two handsome showcases and twelve bottles was a display of all their starches (in bulk), both for household use and manufacturing purposes. The other booth was devoted to their well known brand of corn syrup. This needs no introduction to Grocer readers, Crown Brand syrup being a household word in Canada. They were also showing samples of their latest product, Edwardsburg maple sugar



Canadian National Exhibition—Edwardsburg Starch Co. Exhibit No. 2.

the Manufacturers' Building, were a great attraction to the grocery trade and the general public. Their display consisted of two booths erected in Turkish "mosque" style with large white and blue canopied tops. One of these booths was devoted to showing their well known brands of starch in packages, such as Silver Gloss in pound cartons and six-pound "horseshoe" tins, Benson's celebrated prepared corn, Benson's

table syrup, which has captured the taste of the public and bids fair to rival their enormous output of Crown Brand. It is made from the finest selected Indian corn and the purest maple sugar, and with such a guarantee behind it as the name "Edwardsburg," is sure to be a large seller. Both exhibits were in charge of F. A. Verey, of the Toronto staff.

#### Upton's Jams.

Upton's jams had a fine situation and one of the most attractive displays in the great building. The public were invited to taste and see that the fruit products of the company were good and the crowds about the booth would indicate that not a visitor had declined the invitation. A staff of courteous young ladies served the jams and jellies and preserves very daintily.

#### Peterboro Cereal Co.

Here is where the crowd are hot after the sample packages of "Canada Flakes," which are distributed along with advertising matter in the shape of blotters and match boxes. Great interest is shown in this exhibit and everywhere on the grounds can be seen people carrying "Canada Flakes" cartons. The booth is very prettily arranged and a big sign over the door reads: "Canada Flakes the Food of Quality."

#### Walter Lowney & Co.

"Lowney's Chocolate Bon Bons," "Lowney's Cocoa." This neatly painted sign greets the eye immediately after entering the main door of the Manufacturers' Building. This exhibit is receiving special attention, particularly by the ladies. Here courteous demonstrators serve cups of cocoa and try to show the good points of their preparations. A very pretty fan is also given away, so the visitor will keep in mind the goods put up by this company. The exhibit is specially attractive and nicely arranged, and should prove very profitable.

#### The Computing Scale Co.

Walking down the main aisle of the Manufacturers' Building one cannot miss the sign "The Famous Dayton Computing Scales." This is where are shown grocers' and butchers' computing scales and their sterling qualities are demonstrated to those interested by the firms' representatives, who are certainly kept busy. Judging by the interest taken in this display by the trade present it should prove a result-bringing exhibit.

#### Gowans, Kent & Co.

Situated in the centre aisle of the Manufacturers' Building is one of the most beautiful and costly exhibits at the Exposition, it being the display of cut glass shown by Gowans, Kent & Co. The booth is very tastefully arranged and is brilliantly lighted by electric lights, the large plate glass mirrors in the background adding an extra finish to this fine exhibit. It is highly spoken of by visitors to the fair and should prove a good business getter.

#### Blue Ribbon Tea.

One of the most familiar exhibits is the booth of Blue Ribbon Tea, and this year, as in the past, the ladies crowded around the booth to get a refreshing cup of their favorite tea. The firm's courteous representatives demonstrate effectively the fine flavor and quality of Blue Ribbon Tea. A striking sign in this very neat and attractive exhibit reads "Blue Ribbon Tea Wins Favor Through Flavor."



#### Relian

The Internation about the future high-class they have put baking powder organized by the Internation Toronto and strong financial are sure of locally. They tisers. An id that of the ty The demon Manufacturer-successful. A kept busy bal and other da pass to the v satisfactory l

#### Eby, B

One of the this exhibitio that stands which helps Co's "Gold "Quick Coffe tors are kept advantages a pot, and serv any one des and latest n firm one of t coffee houses



Canadian National Exhibition—Cerebos Salt Exhibit.

**Reliance Baking Powder.**

The International Food Co. started about the first of the year to manufacture high-class food products. The first they have put on the market is Reliance baking powder. The company was organized by E. B. & M. W. Savage, of the International Stock Food Co., of Toronto and Minneapolis, and with this strong financial backing its products are sure of being pushed very energetically. They are already large advertisers. An idea seen in all their ads is that of the two cooks.

The demonstrations at the booth in Manufacturers' Building have been very successful. A chef in spotless white is kept busy baking miniature tea biscuits and other dainties, which pretty girls pass to the waiting crowds, and highly satisfactory business has resulted.

**Eby, Blain's Coffee Exhibit.**

One of the most noticeable features of this exhibition is the monster coffee pot that stands on the top of the booth which helps to advertise Eby, Blain & Co's "Gold Medal Coffee" and the "Quick Coffee Pot." The demonstrators are kept busy as bees showing the advantages of using their coffee and pot, and serving a nice cup of coffee to any one desiring it. Experience, care and latest machinery have made this firm one of the best known and largest coffee houses in Canada.

**Cerebos Salt.**

"Push the new thing if its good," is a safe motto for the grocer. Cerebos salt is on that list. Though comparatively recently introduced into Canada,

it is the universal table salt in Great Britain, the Toronto agents, W. G. Patrick & Co., assert, and widely used in Europe, Egypt, India and Australasia. "Shortly put," says the Bristol (Eng.) Mercury, "the difference between ordinary salt and the Cerebos preparation is this—the one is a seasoning, the other a splendid food containing the most nutritive qualities absolutely essential to the physical framework."

The British Medical Journal says: "A delicately fine and dry table salt, with which is incorporated a fixed amount of mixed phosphates as found in bran. The object of this salt is to supply to the food an equivalent for the nutritious elements which ought to exist in bread, but which are eliminated from white flour with the bran."

Phosphates are absolutely essential throughout the entire animal economy. The phosphates necessary for blood, bone, muscle and brain are derived from vegetable, fruit and cereal. The bran of wheat contains the phosphate and it is lost in the milling. Cooking deprives vegetables of most of their phosphates. In both cases common salt is substituted. But it is only a seasoning. This is why in so many cases of sickness and ill health phosphates are prescribed in one form or another as a medicine. Cerebos salt, besides being a perfect table salt, provides these necessary phosphates in the ordinary diet and prevents the run-down condition of the system which invites sickness such as tuberculosis, pneumonia, diphtheria, typhoid and other zymotic diseases.

Cerebos salt never cakes. This itself makes it worth its increased cost over common salt. It is put up in two-pound tins handsomely decorated in blue and gold, and in 28-lb. tins for hotel use. The salt was displayed and its qualities demonstrated in a handsome booth in charge of F. J. Blackburn.

**Electric Coffee Mills.**

The south-west wing of the Process Building housed the display of the A. D. Fisher Co., who had a fine collection of



Canadian National Exhibition—International Food Co. Exhibit, Reliance Baking Powder.

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Page 82  
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their electric coffee mills fitted either for direct or alternating currents. These mills are compact, handy and handsome in appearance. Mr. Carmichael, who had charge of the exhibit in person, demonstrated to the public the ease and facility with which these mills work, granulating two pounds and pulverizing one-half pound per minute when driven by a  $\frac{1}{4}$ -h.p. motor.

#### STANDARD APPLE BARRELS.

James Innes, of the Sutherland-Innes Company, Chatham, Ont., is one of the strongest advocates of the adoption of

the barrel is going to be used for goods which are packed, with apples or any other commodity which will bruise, 1-2-in. or 9-16-in. bilge is not enough on a barrel; the objection to a longer barrel with a large bilge is that it holds too many apples, a three-bushel barrel being what is desired at the very outside.

"The law in Canada is that not less than 28 1-2-in. staves with 17 1-8-in. head should be used, but the coopers here have been in the habit of using 28 1-2-in. or 30-in. staves, according to the supply of No. 2 staves.

"Now, my idea is, and it is also the idea of the Department of Agriculture in

creasing the consumption of barrels, on account of the fruit arriving in first-class condition when packed in a good barrel. Secondly, the Canadian manufacturers can use up their No. 2, 28 1-2-in. staves just as easily as 30-in., even with an ordinary small crop year. Thirdly, a uniform barrel would be made throughout the whole of the country."

#### SUNDAY CLOSING IN SPAIN.

The Sunday closing laws of Spain are very interesting. Certain kinds of establishments are allowed to keep open on the Sabbath. The Government intends, however, that very little manual labor shall be performed on that day, and all mines, quarries, and most all mills are obliged to be closed down on Sunday. The only factories that are exempt are those for making extracts for liquorice, flour mills, ice factories, and breweries. Nearly all places of amusement, including billiard halls, are allowed to remain open. The grocery stores are allowed to remain open all day, as are the dealers in fresh fish, but they are not allowed to have the assistance of any clerks after 11 a.m. Bakeries and confectionery establishments can also keep open all day, but it is against the law to have any clerks at work after 11 a.m. Drug stores may sell drugs, but not perfumery; barbers must close at noon, while dealers in tobacco are only allowed to sell tobacco, stamps and matches. Fish dealers can keep open until 2 p.m. Persons engaged in renting bicycles and livery stable keepers, also those engaged in renting masquerade costumes, are allowed to do business on Sunday. Other kinds of stores must be closed all day, with the exception of temperance bars and refreshment booths.

#### THE CHRISTIAN SCIENCE HAM.

She sailed into the butcher's shop  
With calm and stately mien,  
Although her hat was not on straight,  
And her face was rather lean.

The butcher came at once and said,  
"How can I serve you, ma'am?"  
"Give me," she said, with toss of head,  
"A Christian Science ham."

"I want no ham that's sugar cured,  
No hickory smoked for me;  
I want one that's been cured by faith,  
As all good hams should be."

The butcher grinned as he replied,  
"The world is full of shams.  
Your Christian Science may cure colds,  
But it certainly won't cure hams."  
—Exchange.

#### PEELS HIGH FOR FALL.

It is probable that candied peels will be on the high side this Fall. At present the market is very strong, and from present indications lower prices are not within the range of possibilities. The supply of citron peel especially is very limited.

#### CASTILE SOAP HIGHER.

Owing to the continued high price of oils Castile soap has again been advanced.



Canadian National Exhibition—Edwardsburg Starch Co. Exhibit No. 1.

the Nova Scotia standard apple barrel throughout the whole of Canada. He gives his reasons to the National Coopers' Journal as follows:

"At the present time the coopers in Ontario are making barrels with 30-in. staves of 1-2-in. bilge, 9-16-in. bilge, 5-8-in. and 11-16-in. bilge, also out of 28 1-2-in. staves of 5-8-in. bilge. In Nova Scotia the barrel is uniform, 28 1-2-in. staves of 9-16-in. bilge.

"Now I think you are sufficiently conversant with the practical part of the cooperage industry to know that either in the 28 1-2-in. or 30-in. staves, where

Canada, that a barrel with sufficient bilge to stand up and not press on the apples is what is required, and to make a barrel to hold the required quantity of fruit and pack the barrel full, that a 28 1-2-in. stave with 5-8-in. bilge on the stave would give what is required.

"I went fully into the matter with Chief McNeill; we experimented last year in shipping the 28 1-2-in. barrel with 5-8-in. bilge and we got the best possible results, the fruit arriving in splendid condition, and the apples selling for just as much as the 30-in. barrel; the advantages are therefore, first, in-

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## PROGRESSIVE RETAILING

**Making the Pure Food Agitation Pay— Figuring the Cost of Goods—An Important Study—Push Specialties and Staples will take Care of Themselves—Encourage the Clerk.**

When the pure food agitation is passing like a spasm over the English-speaking world, every grocer and purveyor of foodstuffs should try and take advantage of the fact that the public mind is dwelling upon the things he sells. Few grocers, however, are looking at it this way. If any considerable number of the trade were, there would not be so much fruit stacked out on the street. This is about as filthy a practice as detracts from the reputation of the grocery trade. The dust, the dog, the fly, the microbe and the unclean hand all add to the undesirability of foodstuff so exposed. If a grocer would keep his fruit inside and arrange to display it nicely, then display outside a good big sign to the effect that the fruit was inside away from dust, dirt and disease, he would get the discriminating trade at any rate and they are the people who buy the best goods and will pay the price to get them.

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Speaking of signs outside, a gentleman formerly in the grocery business in Toronto, stated to a representative of The Grocer this week that he had experimented with a blackboard outside his store and had found that when he neglected to write it up he lost as much as \$5 a day.

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There is a subject the progressive grocer should study carefully and constantly, that is the cost of doing business. This means in fact the cost of his goods. If the wholesaler's price of an article is a dollar some men would say "I'll sell that for \$1.50 and make 50 per cent. on it." Would he? Rent, light, heat, labor, insurance, delivery, his own wages and whatever else goes to making up the cost of doing business will amount in the average retail grocery to say 20 per cent. of the turnover. The article in question then costs \$1.20 and freight 5 cents, making \$1.25 before the grocer can begin to figure profit. He sells for \$1.50 and makes 25 cents, but his profit is 20 per cent. instead of 50 per cent. If he had said in the first place "I'll be satisfied with 20 per cent. on this" he would have sold for \$1.20 and lost five cents. Some careful, painstaking men can do business for less than others, but every man in business should know to a cent what it is costing him to do business. Applied science is the dominant feature of present progress in all industry. To know the cost is the only scientific way of carrying on the retail grocery business.

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Have you got a telephone? If you have, are you getting out of it all you can? There is one big grocery firm in Toronto that gets as many as 200 orders over the telephone in a day. How's that? The same store gathers in a good-

ly share of the best trade in the city with one of the clerks specially trained to call for orders. He knows the stock, knows his customers and he doesn't go in a delivery wagon either. He has a nice turnout, rubber tired buggy and the rest of it.

### DIG INTO YOUR BUSINESS.

A good profit for the retail grocer is the object sought. It cannot be gained without a thorough knowledge of the conditions and circumstances governing each distributor. The stock may be of a quality to satisfy consumers and the service the best, and yet the capital account will stand still or shrink. If a liberal net profit is to be gained it is essential that the retailer should know the exact relation which the sale of each class of articles bears to the total.

Recently one of the most successful retail grocers in America claimed that unless the sales of coffee were 20 per cent. of the total, the business was defective. That seems an extreme position but there is no question about the average profit being greater as the proportion of staple articles sold is kept at a minimum. When the sales of sugar, flour, butter, and other goods sold close roll up to one-half or more of the total business it will be next to impossible to make money, unless a good net profit is secured on the staples.

The thing to do is to push profit-paying goods and let the other fellow distribute articles sold at or below cost. Every effort should be made to bring up the demand for tea, coffee, spices, dried fruits, crackers, wooden ware, flavoring extracts and such package goods as are quick sellers and afford a living profit. Put the effort right there. Staples sell themselves.

It pays to add new departments as fast as possible. A soda water fountain in connection with light refreshments will make lots of money. In many places a bakery pays handsomely. Several are to be found in large city stores, the oven being located on the main floor, proving a great attraction. This is operated by a baker in spotless white cap, coat and apron, who, with his assistants, mixes the dough and manipulates the materials that enter into pies and cakes, baking them in plain sight and selling fresh from the oven.

New goods are coming on the market every day, many of great merit. Be the first to introduce them, but do not go at it in an indifferent way, but push the article, seeing that its merits are made plain to every patron. Advertise it by handbills, home-made signs, personal effort, even if you have to offer a premium to the boys for making sales.

One firm in Newark so increased the demand for soup in tins by giving the clerks a premium that they were forced to buy in carload lots, securing a discount thereby which more than paid the bonus.

It pays to study details; to know

exactly the relation which the units in the stock bear to the aggregate. It takes time and requires patience and persistence, but there is big money in the policy. Try it!—American Grocer.

### ENCOURAGE THE CLERK.

A kindly, encouraging word to the clerk now and then goes a long way toward helping make the business pay. It makes the clerk a better workman, gives him more enthusiasm and more desire to so employ his time and talents as to make them of the most value to his employer. An employer who treats his clerks kindly and encourages them now and then will have willing, ambitious clerks. The employer who is constantly grouchy and never has a kind word for his clerks will have a staff of knockers. They will knock their employer behind his back, and they will knock each other. They will not have the interest of the store at heart, and, no matter how good a business man the head of the concern may be, this condition of affairs amongst the clerks is bound to make itself adversely felt in computing the earning power of the store.

In this connection we do not advocate free and easy relationship between the head of the concern and the clerks, although this condition of affairs is bound to obtain to a greater or less extent in the smaller store of the country town. While the employer should always be just and kind and deal courteously with his clerks he should always be able to maintain his position in such a way that familiarity cannot be too easily bred. There is a wide difference between friendliness and familiarity. The employer should make his clerks feel that he is their friend, but at the same time he should so carry himself as to always maintain the exact status of employer and employe.

The man who is cranky and grouchy with his employes usually adopts the plan with a view to getting more work out of them and of keeping them in fear of him. It is possible that he may succeed in instilling a fear of the loss of their positions in the breasts of his employes, but that is all. He loses their respect, and he loses their best earning ability. The just man, who treats his clerks fairly and kindly is the man who will get the best return for the amount expended in wages, be it large or small.

### THINGS THAT CAN'T BE DONE.

You can never tell till you try.

The man who didn't know whether he could play the piano or not, had the right spirit.

Lots of things that couldn't be done, have been done.

The earth was flat for a good many hundreds of years. And of course, nobody could sail around the underside of it.

The Alps couldn't be crossed in Winter.

It was impossible for the American Revolution to succeed, but it did.

The Atlantic cable was a mere hair-brained dream, but it happened.

A few years ago, horseless carriages couldn't be built, but now we're in great luck if one of the blasted things doesn't run over us on our way home from the office.

## LONDON TRADE DOINGS

**A Great Picnic at Springbank to Celebrate the Wednesday Half Holidays—  
They had Five Thousand People With Them and all had a Fine  
Time—An Interesting Baseball Match and Sports.**

The grocers of London met with unqualified success with their picnic at Springbank on Wednesday of last week.

As mentioned before the retail grocers have closed their stores on Wednesday afternoons during the summer months and not one of them has been sorry. On the contrary they wished to show that they considered Wednesday afternoon a very important occasion and so on the last of August decided to give a picnic for everybody.

Springbank is a 300 acre park that London owns four miles down the river and the resort reached by the street railway. It is the most beautiful civic park in Ontario and an ideal spot for big picnics and as other than grocery stores close on Wednesday during the hot months there were thousands ready to accept the invitation of the grocers to "come on in, the water's fine" (without the water of course).

The Free Press dispensed with its evening edition that day sufficing to make its noon edition the last for the day and gave the newsboys a chance to have some fun. And the Free Press Newsboys' Band, engaged by the retail grocers, helped make the day a lively one.

Perhaps 5,000 people enjoyed the sport of the afternoon and the grocers had the satisfaction of knowing that they had given the best thing of its kind ever held in London. It was certainly a big time and Harry Ranahan, John Diprose, Ed. Ryan and a few others were the busiest men one ever saw.

The feature was perhaps the great ball game between the boss grocers and the clerks. To make sure that they were going to win the clerks got their crack pitcher to put in a few of his evenings for the previous two weeks, as one of the daily papers said, practicing curves in the back yard.

The bosses could not get on to Andy's curves at all, and if it hadn't been for the reckless way in which Harry Ranahan stole bases they would have been shut out. Harry did not seem to care at all how many people walked all over his white straw hat as long as he clutched the bag at second. And then he made a double play, too. Altogether the bosses got two runs and the clerks got 8.

After the ball game the following sports were carried out:

Girls' race, under 10—Ruth Loveless, Helen McFarlane, Tillie Levery.

Boys' race, under 10—Roy Burr ridge, Gordon Coldwell, Herb Bugg.

Girls' race, under 15—May Parsons, Annie McGregor, Mamie Keyes.

Boys' race, under 15—Stanley Keyes, Clifford Richardson, Ralph Coates.

Clerks' race—A. Crawford, J. A. McLeod, Robert Collins.

Ladies' race—Pearl Bugg, Annie McGregor, Rheta Seur.

Drivers' race—J. Young, W. Clampitt, H. Calhoun.

Girls throwing baseball—Mrs. Williams, Miss Hutchinson, Mrs. Southcott.

Sack race—A. Crawford, F. Stewart, W. Backus.

Three-legged race—McLeod and Shaw, Collins and Trolley, Hayes and Wilkey.

Wholesale fruiterers' race—A. Crawford, W. Moore, C. Parker.

Officers' race—Harry Ranahan, J. McKenzie, Gordon Drake.

Travellers' race—H. Nichol, M. Jones.

Watermelon race—Bert Wood, R. Wright, C. Singer.

## SEEDED RAISIN SHIPMENT.

W. G. A. Lambe & Co., Toronto, have the following advices from Griffin and Skelley Co., under date of Aug. 29th, re seeded raisins:

"Up to date we have had favorable weather so far as early shipments are concerned. The fruit is being gathered at this time, and placed upon trays for evaporation. If we should have for, say two weeks, dry hot weather, it will be possible to make shipment of seeded raisins in September. On the other hand if we were to have even one rain it would delay shipments considerably. The more rain we have the greater the delay will be."

## MELTING THE ICEBERG.

There isn't much in the way of experience that doesn't come hand to the resourceful commercial traveler some time or other. In the current issue of System, F. J. Seldon, in "Stories of a Salesmanager," tells how an offended customer was won back after an estrangement of 12 years. The cause of the customer's anger was that, through no fault of the company's, an order had been delayed, and he had wired to send it by express. They did so and billed him with the extra expense. Traveler after traveler had been "skidoed" or denied an interview, and now the salesmanager sends Manners, who, upon his return, tells this story:

Up I went. I got inside the office. I kind of fiddled around until I saw what I thought was the old man coming outside the office. I stuck out my hand and told him who I was, not being willing to let any little piece of paste-board go in there and get that man all riled up before he saw my kindly face. He took my hand like a gentleman and while he saw-sawed it up and down, he said in that high and squeaky tone of his: "I don't need anything to-day. Mr. Manners, don't need anything to-day." and off he turned, back to his office.

But just then a city collector came in with a bill and handed it to him. And the next thing I heard that squeaky voice calling out on a higher note than ever, "\$5 a hundred for that stuff? I would not pay for it"—and so on for five minutes.

I sat there during the whole thing, wondering when fur was going to begin to fly, but with my ears wide open and my eyes looking around everywhere trying to catch something that would give

me a hook to hang my case on. Suddenly in the old man's harangue, I heard the word "paste."

Now, I had once been in the paste making business myself and knew all about it. The principle thing in knowing all about paste is in knowing how to take care of the troubles that come up while it's in the making, for paste making consists principally of going wrong. And I judged from the way the old man talked that he had come to that same conclusion regarding the make-up of paste making.

So I leaned up against the wall and was taking in all he said, when along came a young fellow.

"Won't you sit down?" he asked politely.

"No, thank you," I said, "I am just preparing to run. Looks a little dangerous in here for a peaceful man," and I cast my eyes down to the wrangling group at the other end of the room.

"Oh, no, that's all right. There'll be no harm done there."

I thought this young fellow must be the old man's son—at least they told me up at the hotel that he had a son—so I thought it was a good opportunity to just slide in the thin edge of my wedge.

"Judging from the talk I hear, you are having some trouble in getting your paste right," I remarked.

"That's where you're right. We don't seem to be able to get the stuff to come out right. The old man blames it onto the material, but I think that we are just about as much at fault as the stuff we put into it."

By this time the clouds had blown over, the collector had gone out, and just as the old man was finally passing through his office door, I said, rather loudly:

"I was in the paste business once myself, and I know about these troubles that you people have to face. I worked out a good many of them myself."

The old man turned, and his squeaky voice spoke up again.

"Been in the paste business, have you?" he asked. "Well, I suppose between the lumps and the cracking and a half a hundred other troubles, you were glad to get out of it."

"Oh, no," I said. "That was not the reason. I took care of the lumps and got rid of the cracking before I got out of the business."

"How did you do it?" he came back quick as a flash.

And then I talked to him for about ten minutes straight, finally ending up with, "Let's go out to the factory, and let me show you just what I mean."

"Oh, no," the young man said, "you will get your clothes all dusty and dirty out there."

"I don't mind that," I said; "I just want to show you that I am not all talk."

So out we went, the old man tripping along in advance, I in the middle, and the young man, still solicitous regarding the condition of my American apparel, in the rear.

We walked through the shop, I sticking my thumb into the pots, glancing at the grinding machinery, testing the constituency of the stuff; and finally I said, "The best way for you to understand exactly what I have been telling you is for me to make some paste for you. Now if you'll just get me a pair of

overalls, I'll be glad to make some for you."

After some son, the father "jumpers." I developed myself.

Then I began when it was down into the pot. I kept on his hand in the wall and per to try it constituency.

"That's fine. This half hour than six months."

I took off the young man his flour I still allowed to run we wandered.

"I had said original objection though I had opportunity to attention of the factory."

"I don't know you, Mr. Manners, this morning. show our appreciation."

"That's all in cheerily. I game. Whenever to do a thing insist on having know what quietly—"but, speak about met you in the

The old man sorry" he said for you, but I that"—

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"You see," still troubled, your salesmanager in an unment ever again gave

"I am sure when I report he won't be empty handed.

pious man would want place of that order. I don't luck myself."

The old man and he laugh hand.

"You're all just write down rels in that tell your sales gotten everyth

Gav Bros., are about to be ing to according creased business a desirable situation purchased the and have increased it was. The aggressive trio. the firm.

overalls, I'll fix it up for you in a minute."

After some more protests from the son, the father brought me a pair of "jumpers." I took off my coat and enveloped myself in them.

Then I began the manufacture, and when it was done I poured the paste out into the pot. The old man could hardly keep on his feet for joy. He stuck his hand in the stream, put it up against the wall and tried it on a piece of paper to try its adhesive power and its constituency.

"That's fine," he said, "that's fine. This half hour has done more for us than six months of experimenting."

I took off the jumpers, and after the young man had carefully brushed away the flour I still had on my coat, I was allowed to put the latter on again and we wandered back to the office.

"I had said nothing about what the original object of my visit had been, although I had incidentally made an opportunity to bring the fact before the attention of the son, while we were in the factory. Now the old man said:

"I don't know how we should thank you, Mr. Manners for your kindness this morning. I really wish we could show our appreciation in some way."

"That's all right, Mr. Scott." I put in cheerily. "I did it for the love of the game. Whenever I get interested I like to do a thing right. Of course, if you insist on harping on your gratitude, you know what I came for." I ended up quietly—"but," I added, "we won't speak about that. I am very glad I met you in this way."

The old man hesitated. "I am sorry," he said. "I would do anything for you, but I don't see how I can for that"

"That's all right, that's all right," I repeated, "I don't ask you for anything: I don't want anything."

"You see," the old man continued, still troubled, "I hate that firm. I told your salesmanager I would see myself in an unmentionable region before I ever again gave his house an order."

"I am sure," I said smiling, "that when I report this to the salesmanager he won't blame me for coming back empty handed, for, although he isn't a pious man exactly, I don't think he would want you to journey to any place of that kind just to give me an order. I don't wish you any such bad luck myself."

The old man's face suddenly colored, and he laughed, as he gave me his hand.

"You're all right," he said. "You just write down an order for fifteen barrels in that little book of yours and tell your salesmanager that I have forgotten everything."

**NOTES.**

Gav Bros., bakers, Niagara Falls, Ont. are about to erect a three-storey building to accommodate their greatly increased business. They have purchased a desirable site. The three brothers purchased the business two years ago and have increased it to ten times what it was. They are a thoroughly progressive trio. David Gay is the head of the firm.

J. T. Braund and R. C. Braund, general merchants, of Peterboro, spent a couple of days in Toronto this week seeing the exhibition and calling on the trade. They are brothers, but each runs his own business, one in the east and the other in the west of the newest Ontario city. Theirs are the only general stores in Peterboro. They are keen buyers and have been very successful.

Harvey Mitchell, dairy superintendent, of Sussex, N.B., states that not so much cheese and more butter is being made in that province this year. The price is keeping up to 22c. wholesale. A great deal of the butter is disposed of locally, but the trade to the West Indies and South America in that line, he says, is rapidly assuming huge proportions.

Something New!  
Something Dainty!  
Something Saleable!

**GOLD STANDARD  
ICE CREAM POWDER**

A ten cent package makes a quart of pure and deliciously flavored ice cream in ten minutes.

This is going to be a big seller, so order now while the warm weather lasts.

Put up in three pure and delightful flavors, Vanilla, Strawberry, Chocolate and unflavored.

This is sold to you on the same basis as Gold Standard Tea, Coffee, Baking Powder, Extracts and Spices, satisfaction guaranteed or your money back.

PUT UP BY

**The Codville, Georgeson Co.**  
LIMITED  
WINNIPEG AND BRANDON, MAN.

**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

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

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

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

**YEARLY CONTRACT RATES.**

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

**REPRESENTATIVES WANTED**

**AGENCY**—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f t f.)

**BUSINESS CHANCES.**

**\$4,500**—A solid brick store and separate dwelling, storehouses, stable and drive shed, together with the good will of an old established general store, situated about ten miles from Toronto. The post office is in the store, which does a yearly business of \$7,000 to \$10,000. Owner giving up, and property must be sold. National Trust Company, Limited, Real Estate Department, 22 King Street East, Toronto.

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

**EXPERIENCED ADVERTISEMENT WRITERS**

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

**HIGHEST PROFITS ABSOLUTELY SURE**

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

**Expert Bookkeeping**

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

**PERCY P. DAVENPORT**

Chartered Accountant

137 Elgin Avenue, Winnipeg

## ISLAND COLONY'S TRADE

Present Situation in Newfoundland—Canadian Goods Preferred and the Trade With the Dominion Increasing—Good Transportation Facilities

(By E. D. Arnaud, Canadian Commercial Agent.)

Newfoundland covers an area of some 42,000 square miles, about one-third of which consists of lakes and rivers. The population is estimated at 220,000 inclusive of the Labrador Coast. Of these about 30,000 are to be found at St. John's, the capital, and 10,000 at Harbor Grace the only two large centres in the colony. The rest of the people are to be found in scattered settlements, and small towns and villages along the coast line mainly engaged in the fishing industry. The larger number of these are settled upon the east coast.

#### Agricultural Progress Slow.

The interior of the country is to a very great extent unoccupied, the land not being cultivated more than a few miles from the coast line, very little progress has hitherto been made in agricultural operations, and consequently the amount of farm produce raised in the colony has not been at all sufficient to supply the needs of even the limited number of people to be found in the colony. It may be generally stated that the inhabitants have to be fed and clothed by importations from abroad.

#### Canadian Trade Increasing.

For many years these have mainly been brought from Great Britain and the United States for reasons which are well understood, but which at the present time have not the same force that they once had. The rapid progress of Canada as a manufacturing and exporting country, together with the greatly improved facilities of communication with this ancient colony, is sufficient to account for the fact that the imports from Canada have been largely augmented in recent years, naturally at the expense of our competitors in Great Britain, and more particularly those in the United States.

#### Canadian Goods Preferred.

Other things being equal, there is, I am satisfied, a decided preference in favor of Canada, and it only remains for the traders of the Dominion to cultivate in a careful way the requirements and good-will of their kinsmen in this colony, not only to retain the large share they now have, but to extend it very materially in the years to come.

The day has gone by when any pro-

duct not considered good enough to send elsewhere can be sold here to advantage. In recent years there has been a considerable increase in lumbering and mining operations, and the establishment of several local factories, made possible by the customs tariff in force, has of course had some effect in the volume of certain imports.

#### Colony in Prosperous Condition.

The colony is in a very prosperous condition at present, and the time seems to be an opportune one for the promotion of an increased trade from the Dominion.

The transportation facilities for freight are good, as nearly all the small ports around the coast can be reached by steamer at frequent intervals, while the interior has been opened up in recent years by the Reid-Newfoundland Railway system, connecting the capital city of St. John's on the east with Port-a-Basques on the west coast, whence a fast steamer runs to North Sydney in Cape Breton, Nova Scotia, thus completing the link between Canada and Newfoundland.

C. Buckland, of Purnell, Webb & Co., malt vinegar brewers, Bristol, Eng., was a visitor in Toronto this week, calling on the trade and incidentally attended the Industrial Exhibition in company with C. E. Kyle. Mr. Buckland has come from the Pacific and is returning to England shortly.

## THE UNITED ALKALI CO., Limited

### LIVERPOOL ENGLAND

MANUFACTURERS OF

GREENBANK LYE, 1s Solid.  
 RED HEART LYE, 8 oz. and 12 oz. Borax  
 CHLORIDE OF LIME,  $\frac{1}{4}$ s,  $\frac{1}{2}$ s and 1s,  
 NEW TINS

A LEADER—12 oz. Tins, 80c. doz. SPECIAL PRICES TO THE TRADE

## L. CHAPUT, FILS & CIE.

DISTRIBUTING AGENTS

WHOLESALE GROCERS, and IMPORTERS

2, 4, 6 and 8 DeBresoles Street, MONTREAL

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## **Fruit, a Short Crop This Year**

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## **Jams Will Be a Good Seller**

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*It was difficult for us even to get fruit this year, but we are now finishing putting away a good big share of the best berries and fruits that came to Montreal this summer.*

*The enormous increase in population this year means that all these people will have to rely almost altogether on the grocers for their foodstuffs, and taking it into consideration that house-keepers have not been able to get fruits to do their own preserving, the demand for a good line of Jams, Jellies, Marmalades, etc., will be ten times bigger than ever before. We think we have provided for this demand in the best way possible. We have secured from one of the best known English houses their head jam maker and placed him in charge of this department in our factory, and we know that, price for price, we can turn out better goods than any other makers in Canada.*

*As we were early advised of the shortage of berries, our men bought right and left. This gave us a good stock, but we would advise everyone to book their orders as soon as possible as prices are advancing fast.*

*We have a large assortment of packages in glass, running up to 7 lbs., 14 lbs., 30 lbs. ; and barrels and pails for confectioners in any size.*

*Send us an order for Standard Brand Jam in 7-lb. pails (6 to crate), at 5½c. per lb., and we will send you something that will please you. We know by testing that it contains from 15 to 20 per cent. more fruit than any other make at the price, and as we bought sugar pretty cheap there is very little glucose in it, and absolutely no chemical preservative. The goods will show a good profit and prove fast and satisfactory sellers.*

**Do It Now**

**THE OZO COMPANY, Limited, MONTREAL**

## Hot Weather

Means a heavy demand for our  
MILD CURED

### Hams Breakfast Bacon Skinned Backs

**BOILED HAMS**  
**HAM, CHICKEN and TONGUE SAUSAGE**  
**BOLOGNA SAUSAGE**  
**CANNED MEATS** **QUALITY**  
**THE BEST**

WRITE US FOR PRICE LISTS

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

TELEPHONE M 3960

# LARD

There are two very good reasons why we may expect to see higher prices for Lard.

The weather is getting colder, people use more Lard in cold weather.

Butter is scarce and higher and will be higher yet.

We do not think you can go astray in buying Lard at present prices.

**F. W. FEARMAN CO.,**  
**HAMILTON LIMITED**

Represented by R. G. DeCew, St. John, N.B.



## CORONA PURE LARD

IN 1 LB. BLOCKS  
50 lbs. to Box

**QUALITY GUARANTEED**

A FIRST-CLASS ARTICLE IN  
A CLEAN PACKAGE

Send for Trial Orders by Express

**The Montreal Packing Co.,**  
**MONTREAL, P.Q. Limited**

— DELICIOUS! —

is the only word that describes our

## WINDSOR BACKS

SKINNED

The choicest bacon smoked in the choicest way.

You do well to enquire about this bacon now. The orders for it are coming in plentifully.

When you're writing specify your needs in HAMS, BUTTER, LARD, EGGS, CHEESE, SAUSAGE, BOLOGNA, etc.



**THE WM. RYAN CO., Limited**  
**70-72 Front St. East, TORONTO, ONT.**

The cheese slightly irregular weak undertone like a halt in

Late country lower than the actual settling price same and on decline in prices quoted as quick

Cable report an increase in larger stocks this year. It is, however, whether the price of cheese on both equal to those

The make of the cheese is undoubtedly large of the fact that much lighter than due to the reduction in cheese as compared with the make of the last year marked decrease in all factories producing cheese or butter making cheese a by-product of milk.

Against this cheese, we have had consumption year's supplies. Winter's demand does not seem to be increasing prices are

Receipts in 1914, 91,885 boxes of cheese and 31,100,000 lbs. of butter the same week since May 1 of 1913 and 442,310 packages compared with 1,453,580 packages in the period of last year.

Owing to the shipments we have but the correct figures at hand. Our exports of 55,078 boxes, against 28,157 packages week of last year of 1,349,484 boxes packages of 1,247,974 boxes packages of the same period of last year.

While there is a receipts of cheese boxes, there is a shortage of butter of

# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

The cheese market is, at the moment, slightly irregular, there is apparently a weak undertone, but this seems more like a halt in the steady advance.

Late country markets were somewhat lower than the previous week, but actual settling prices seem to be about the same and on the whole there is no decline in prices and the market may be quoted as quiet but steady.

Cable reports from Great Britain show an increase in stocks there, and in fact larger stocks than at the same time last year. It is, however, an open question whether the total visible supplies of cheese on both sides of the Atlantic are equal to those of a year ago.

The make of cheese this year is undoubtedly larger than last year in spite of the fact that the yield of milk is much lighter than a year ago, but this is due to the relatively higher prices for cheese as compared with butter, the make of the latter product shows a very marked decrease owing to the fact that all factories equipped to make either cheese or butter, were, and are, still making cheese as the better paying product of milk.

Against this increased production of cheese, we have undoubtedly an increased consumption this year and as last year's supplies proved inadequate to the Winter's demand, our present situation does not seem unjustifiable as far as ruling prices are concerned.

Receipts in Montreal were last week 91,885 boxes of cheese and 20,806 packages of butter against 82,959 boxes of cheese and 31,088 packages of butter for the same week of last year, or a total since May 1 of 1,470,152 boxes of cheese and 442,310 packages of butter, as compared with 1,405,776 boxes of cheese and 535,580 packages of butter for the same period of last year.

Owing to this week's holiday, our shipments were not made up exactly, but the correction in actual figures will appear in next week's issue as far as figures at hand appear at the moment. Our exports of cheese were last week 55,078 boxes, and butter 15,392 packages, against 71,331 boxes of cheese and 28,157 packages of butter for the same week of last year, a total since May 1 of 1,349,484 boxes of cheese and 258,161 packages of butter, as compared with 1,247,974 boxes of cheese and 381,768 packages of butter for the corresponding period of last year.

While there is an increase in the receipts of cheese in Montreal of 64,376 boxes, there is a decrease in the receipts of butter of 93,270 packages, which

shows an enormous falling off in the production of milk.

Recent rains have done some good to pastures, but many sections in the Dominion of Canada are so completely dried up with the long continued heat and drought that a number of smaller factories had to be closed for the balance of the season as they could not get sufficient milk to keep open.

The situation is really serious, extra feeding is very expensive and every argument that can be brought forth is decidedly "bullish." The only "bearish" argument is the ruling high prices, which is a warning to be careful about carrying stocks in hopes of a still further advance in prices. If stocks are really accumulating, prices will not go much higher, but as long as British markets will buy our cheese prices cannot decline.

Butter has lately come in for a very sharp advance in prices. It is reported that Siberian supplies are short, and with steadily advancing prices of Danish butter, our Canadian butter is in good demand, but, as usual, we lead in prices, anticipating higher markets in the future and our ruling prices are above a present export basis.

After all, present prices of butter, although they show a considerable advance, are still below the prices of cheese by comparison and butter seems to be the better value of the two, if there is any demand for it to come, while we have a demand for cheese, the demand for butter depends on European supplies.

### OUR LONDON LETTER.

August 25, 1906.

The most noticeable feature of the London provision markets during the past few days is the extraordinary manner in which Canadian cheese, in spite of the continued upward tendency of prices, continues to go into consumption. With quotations over the cable from Canada very firm, sellers here have seen fit to put prices up another shilling, and quotations now stand at 62s. for choicest colored and 61s. for choicest white. Although report has it that considerable quantities of cheese are on the water, arrivals during the past week have not been on a very large scale, and stocks in warehouse have shrunk by some 10,000 boxes. Quality is being well maintained, and as the cheese, owing to brisk demand, do not require to remain long in storage, it reaches the public in particularly good condition just now. The weather, too, has not been so hot, a fact which has

helped considerably to preserve its condition.

The butter market continues to gather strength, and a large volume of business has passed since last report. Quotations are soaring somewhat too high for buyers, however, and there will likely be some easing off in demand during the coming week. For the most part supplies are short, although some 10,000 boxes of Siberian butter have come to hand, and are passing rapidly into consumption. This being the "off" season for Australian butter, there is naturally very little on offer, although for such small supplies as there are the demand is good, and as much as 112s. is being realized for the very best parcels. No further stocks of New Zealand butter have come to hand, and so the market is quite bare in this respect. Choicest brands of Canadian butter are selling easily at 110s., and some Canadian dairies at 90s. to 92s., but trade is not over brisk and leaves much to be desired. Something more can be done by Canadians to turn out a more uniform quality and to improve in the salting. From 2 per cent. to 3 per cent. of salt is ample, if the taste of consumers here is to be taken into consideration.

Owing to a fall in the price of continental bacon, sellers of the Canadian product have found trade somewhat slower this week, and a fall in price is expected in the course of a day or two. Even continental bacon is moving very slowly, supplies being small, and buyers lacking interest.

Supplies of Canadian pea-fed bacon on the Liverpool market have been very moderate, and prices have advanced accordingly 1s. or 2s.

### GOING BACK TO CHEESE.

Weddell & Co., London, England, importers of dairy products, in a communication to the Dominion Trade and Commerce Department, pay a high tribute to the value of Canada's cheese. In their review of the last fiscal year they say that cheese on the British workingman's table was being displaced by frozen mutton and beef until the Chicago disclosures came, which had the effect of driving the people back to cheese. During the last fiscal year Canada sent to Great Britain 95,884 tons of cheese, while all other countries and colonies combined contributed only 33,000 tons. The quality of Canadian cheese last year was not only maintained, but it improved its reputation. The Canadian cheesemaker, like the Danish buttermaker, has become so proficient in his art that it is seldom necessary to unfavorably criticize his work. Butter from Canada is not so successful in this country, Canada contributing only 15,000 tons out of Britain's total of 272,000 tons.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There has been no change in provisions since last week. Prices are expected to change shortly, from present indications, but just when, it cannot be determined. Business is very good in all lines. Smoked meats are still in good request. Lard, both compound and pure, is selling well. Export business is not large.

Lard, pure tierces	0 12
" " 56-lb. tubs	0 12 1/2
" " 20-lb. pails, wood (104)	0 12 1/2
" " cases, 10-lb. tins, 60 lbs. in case	0 12 1/2
" " 5-lb. " "	0 12 1/2
" " 3-lb. " "	0 12 1/2
Lard, Boar's Head brand, tierces, per lb.	0 09
" " 1/2-bbl., per lb.	0 09 1/2
" " tubs	0 09 1/2
Cases, 20 3-lb. tins, per lb.	0 10
" " 12 5-lb. tins	0 09 1/2
" " 6 10-lb. tins	0 09 1/2
20-lb. wood pails, each	1 90
20-lb. tin pails, each	1 80
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	\$22 50 \$23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 15 1/2
Hams	0 14 1/2 0 16
Extra plate beef, per bbl.	12 50 13 00

BUTTER—Butter is slightly higher than at the time of our last report. The market is very firm. The prices quoted this week are the highest on record for years past. It is doubtful if prices will go any higher, but it is hard to tell whether they will or not. Demand from the other side has been very good.

Choicest creamery, salt	0 23 1/2 0 24
Medium creamery	0 22 1/2 0 23 1/2
Western dairy	0 20

CHEESE—Prices are lower this week than they have been for some little time. Ontarios are quoted 12 3/4c. to 12 1/2c. Fair business has been done in an export way, but the orders have not arrived so freely as a couple of weeks ago. The present prices are likely to be fairly well maintained for some time.

Ontarios	0 12 1/2 0 12 1/2
Townships	0 12 1/2 0 12 1/2
Quebecs	0 12 1/2 0 12 1/2

EGGS—While prices are unchanged, the market is rather easier this week. Receipts are becoming heavier, and the quality of the eggs arriving is improving with the advent of the cooler weather. Selects are now selling from 20c. to 21c.; good No. 1 bring 17 1/2c. to 18c. There is very little demand for No. 2, which are selling at a very low figure—13c. Trade in this class is very limited, however, very few lots being sold.

TORONTO MARKETS.

PROVISIONS—Street lot hogs are another half cent lower, but there are no other quotable changes. The market still continues somewhat easier, but business keeps up well.

Long clear bacon, per lb.	0 12 1/2 0 13
Smoked breakfast bacon, per lb.	0 16 0 17
Roll bacon, per lb.	0 12 1/2 0 13
Small hams, per lb.	0 16 0 16
Medium hams, per lb.	0 15 0 15
Large hams, per lb.	0 11 1/2 0 11 1/2
Shoulder hams, per lb.	0 17 0 17
Backs, plain, per lb.	0 18 0 18
" pea meal	21 50 24 00
Heavy mess pork, per bbl.	0 11 1/2 0 11 1/2
Short cut, per bbl.	0 11 1/2 0 11 1/2
Lard, tierces, per lb.	0 11 1/2 0 11 1/2
" " tubs	0 11 1/2 0 11 1/2
" " pails	0 09 0 09
" " compounds, per lb.	11 00 12 00
Plate beef, per 200-lb. bbl.	8 50 9 00
Beef, hind quarters	4 00 5 00
" front quarters	6 50 7 50
" choice carcasses	5 00 5 50
" common	0 08 0 10
Mutton	0 12 0 13
Lamb	9 60 9 90
Hogs, street lots	0 07 0 10
Veal	

BUTTER—There is a much firmer tone in butter this week. The pasture is falling off, and in addition to this dairy herds have been much bothered by flies

and insects, and are not giving the milk they ordinarily would.

Creamery prints	0 24 0 25
" " solids, fresh	0 22 0 23
Dairy prints, choice	0 21 0 22
" " tubs, choice	0 21 0 21
Baker's butter	0 16 0 18

CHEESE—Cheese still maintains its high figure, with a firm market. We quote:

New cheese, large	0 13
" " twins	0 13 1/2

EGGS—A good supply is coming in, and the loss is lessening. Prices are unchanged.

Eggs (new laid)	0 18 0 18 1/2
" " bakers	0 16

POULTRY—The demand is fair. These prices are for dead weights. Live weight varies from a cent to two cents less.

Old w	0 10 0 12
Young ducks	0 9 0 10
Spring chickens	0 13 0 14

ST. JOHN, N.B.

PROVISIONS—There is light business. Pork keeps firm, while barrel beef is easier. Smoked meats are high. Pure lard still held at full figures. Refined compound in good demand. Fresh beef has but little sale, prices rather lower. Domestic sold chiefly, as buyers will not pay the price for western. Lamb still quite high. Large quantities bought, through the country, for the American market. Good veal in demand. Mutton dull. Pork high.

Mess pork, per bbl.	\$22 50 \$23 50
Clear pork	20 00 23 00
Plate beef	13 50 14 50
Domestic beef, per lb.	0 05 0 07 1/2
Western beef	0 07 0 09
Mutton	0 05 0 06 1/2
Veal	0 07 0 08
Lamb	0 09 0 10
Pork	0 10 0 12
Hams	0 14 0 16
Rolls	0 12 0 14
Lard, pure, tubs	0 12 0 12 1/2
" " pails	0 12 1/2 0 13
Refined lard, tubs	0 09 1/2 0 09 1/2
" " pails	0 09 1/2 0 10

BUTTER—Prices are higher and supplies hard to get. The outlook is for high prices.

Creamery butter	0 24 0 26
Best dairy butter	0 20 0 22
Good dairy tubs	0 17 0 20
Fair	0 14 0 16

EGGS—Little change, but prices are firmer. Buyers need to be particular about quality at this season.

Eggs, strictly fresh	0 20 0 25
" " fresh	0 19 0 20
" " case stock	0 18 0 19

CHEESE—Record prices are the order of the day and the outlook is extremely firm.

Cheese, per lb.	0 13 0 14
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DO A CASH BUSINESS.

There are two ways of doing business, a right way and a wrong way. Doing it the right way results in the survival of the fittest. It does not require a forecast of the finality when doing business the wrong way.

A series of articles appearing editorially and on this page, bearing directly on doing business on a cash basis have caused considerable comment and some action. Whole counties are considering the transformation. Merchants in many sections would shift instanter but for the fear that some trade might be sacrificed. It matters not how drastic the change, it is a fact that the old way of doing business will not meet the re-

quirements of to-day and the merchant who continues to extend credits for a year or more, without interest, will sooner or later find the truth of this statement.

There is a way to do a cash business without insisting on immediate payment. Your jobber does a cash business. He gives you discounts for immediate payment, for payment after ten days, etc., and then after the maximum time on which goods are sold, you are forced to give bankable paper bearing interest to cover your account.

Every large manufacturing concern does a cash business, because on every sale made there is a stipulated time for payment and interest is made on deferred payments.

Every large city store does business on a cash basis and yet no small part of the trade of these stores is done on credit—but this credit differs from that demanded by the farmer. An agreed time for payment is arranged for, and the applicant for credit is investigated as to ability to meet obligations, past record, etc., while there is a distinct understanding as to the maximum amount of credit to be used.

Reputable people, and disreputable people, who had not been discovered in their favorite pose as dead beats, were given credit for any old amount and for any old time.

There was even no limit to the patience of the merchant. Moreover, the collection of accounts worried him not. If a debtor wanted to pay well and good, if not, why it made no difference, and he was as welcome to borrow the goods of the retailer as the cash customer who just happened in.

This habit grew and grew and paved the way for the retail mail order business. It was handicapping the cash customer for the benefit of the time and eternity debtor. It disgusted men with money ready to pay their way to find that the slow and never-paying customers were just as welcome and received the same prices that they did.

The retailers with their limited stocks and with their own slow ideas were moving along slowly, when they awakened to the fact that they had aggressive competitors in the big mail order houses. The difference between the catalogue houses' price and their own startled them.

Many changed quickly to the cash basis. Cash or bankable paper after 30 days. Some to cash outright. Find one of the firms that changed that would ever go back to the mixed method.

We are at the very crest of the catalogue retail trade wave. It will go backward or forward from this time on. It is up to the retailers of this country to give the movement a good swift kick.

You can meet catalogue retail competition only in one way. Do business on as near a cash basis as possible, and above all things have a limit to credit and a date for payment of accounts. The more people who cut out time and eternity credits, the less powerful the mail order competition. There should certainly be a difference in the price of goods sold for cash and on goods sold to be paid for in six months, a year, two years or—perhaps. The nearer a straight cash business you do the better, and there is safety, satisfaction, security and surplus in it, with assurance against the coming of the sheriff. There will be no creditors.—The Hardware Trade.

THE POSIT

Explanation of t Prices

Grocers' Journal,

The manner in which cheese has kept a puzzle to people Atlantic, as quo habit of rising j have fallen, and t panding imports l The quantity co great that the clo son might reason ed to have coun that it had consi situation is mad manner in which caught up, the se his limits again a ting off demand. that the Canadian staple in this par and what Canada consequence to in prices than what centre does. Ther comes complicated figures of imports has been trying and has nearly su tries, too, have ad put, and we have this year up to th cwt., against 772, 885,438 cwt. in 14 month were excee ing to 279,605 cwt the previous June June, 1904. Ther ous stream of im and yet prices hi up grade until th there has been a cwt. What is th tional firmness of dian cheese in fa imports? There reason somewhere reason is no dou amption has beer the stuff as it ha

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**THE POSITION OF CHEESE.**

**Explanation of the Unusual Course of Prices in England.**

Grocers' Journal, London, Eng., July 28.

The manner in which the price of cheese has kept up this season has been a puzzle to people on both sides of the Atlantic, as quotations have taken a habit of rising just when they should have fallen, and the drop usual with expanding imports has failed to eventuate. The quantity coming in has been so great that the close wind-up of last season might reasonably have been expected to have counted for nought. But that it had considerable effect on the situation is made clear by the rapid manner in which the arrivals were caught up, the seller being able to fix his limits again and again without shutting off demand. There is no doubt that the Canadian article has become the staple in this particular line of produce, and what Canada does is more likely in consequence to influence the course of prices than what any other producing centre does. Therefore the situation becomes complicated when we look at the figures of imports and see that Canada has been trying to double her exports and has nearly succeeded. Other countries, too, have added to their usual output, and we have had landed in England this year up to the end of June 931,438 cwt., against 772,861 cwt., in 1905, and 885,438 cwt. in 1904. The imports last month were exceedingly heavy, amounting to 279,605 cwt., against 185,109 cwt. the previous June, and 206,032 cwt. in June, 1904. There has been a continuous stream of imports this month also, and yet prices have remained on the up grade until the present week, when there has been a set-back of 1s. per cwt. What is the cause of the exceptional firmness of the market for Canadian cheese in face of these enormous imports? There must be a very good reason somewhere, and that very good reason is no doubt the fact that consumption has been able to seize hold of the stuff as it has come in. But the

natural increase of the population would not admit of such an addition to our consumptive requirements as is indicated by the figures. There must have been an increase in the consumption per capita, and that, we think, is the answer to all the questions on the strong cheese position that has existed. It is customary at this period of the year for the consumption of cheese to go up with a bound; the arrival of green stuff and the change in appetite which comes with the hot weather brings that about. But there have been exceptional causes this year to throw people on to eating cheese. The Summer has been so far a finer one than we usually have, and this takes people out of doors and increases the bread and cheese bill, and a five per cent. increase in consumption, which would be easily accounted for this way, means an enormous addition to our imports. Again, the foreign meat scare has been bound to have its effect. As our readers know very well, when the hot weather decreases the butchers' sales there is usually a rise in the tinned meat trade over the grocer's counter. But this year we have got "Jungle" fever, and the public has been frightened off the tinned comestible. Where can it turn better than to cheese? And to cheese it has turned. But there is an end to all things, and the end to the continuous rise has come this week with a declination in the demand from the country districts. Buyers have been fewer, the make proceeds merrily in Canada, and c.i.f. quotations have been coming over lower and differing and it has been found necessary to lower the London quotation to meet circumstances. It was certainly time the buyer began to have a look in. The English make has not been a heavy one up to now, and the Scotch and Welsh output has been short, but supplies have been sufficient lately, and America has exhibited an intention not to be left out of the competition.

Jos. Switzer, Richmond Hill, Ont., has been paying a visit to friends at the old home.

**You Should Handle**

**Clark's Sliced Smoked Beef**

- Because** every can is guaranteed to be of the first quality.
- Because** of its fine Flavor and Texture.
- Because** it will please your customers and a pleased customer is the best advertisement you can have.
- Because** it is canned by the most perfect and cleanly method known.
- Because** its price is within the reach of all.

**BUTTER, CHEESE, EGGS**

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

**SALT SALT**

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

**TORONTO SALT WORKS**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S  
Fly Pads**

Every country store should stock them, because every housekeeper wants them.

**BUTTER and EGGS**

—WE ARE—

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,

TORONTO.

**B** ROOMS  
**R** BRUSHES  
**A** BASKETS

**WOODEN WILLOW**  
**ARE ARE**

**Paper Bags**  
**Wrapping Paper** | **Twines**  
**Grocer's Sundries**

**WALTER WOODS & CO.**  
Hamilton and Winnipeg

## EFFECTIVE ADVERTISING

Exhibitions a Fruitful Source of Suggestion—Governor Folk advises Advertising in the Local Papers—A Sample Ad—Hints on Effective Publicity.

From Halifax to New Westminster this is exhibition time.

When you visited the Exhibition did you get any advertising pointers?

Besides visiting the foodstuffs exhibits did you also take in those of general manufacturing—any display where a hint could be picked up?

Did you accept all the literature offered you, and did you bring the same home?

Did you make any comparisons between the effectiveness of one manufacturer's methods over another?

Did you notice any advertising that was new to you?

Did you notice any advertising that you considered too costly?

Did you notice any advertising failures for want of the proper people back of them?

Think over your visit. Remember, you saw the publicity methods of some of the biggest concerns in the country.

Remember, most of these concerns have publicity men.

Remember, they are more apt to be right than to be wrong.

## FOLK AND THE RETAILER.

Gov. Folk, in addressing the retail merchants of Missouri at their convention in Jefferson City, July 17, spoke against the mail-order business, and favored advertising in the town papers. He said in part:

"We are proud of our splendid cities, and we want them to increase in wealth and population, and we also want our country towns to grow. We wish the city merchants to build up, but we also desire the country merchants to prosper. I do not believe in the mail-order citizen. If a place is good enough for a man to live in and to make his money in, it is good enough for him to spend his money in.

"No merchant can succeed without advertising in one way or another. Patronize your town papers, build them up, and they will build the town up and build you up increased trade, and greater opportunities. Do not be afraid that business is going to be hurt by the recent exposures of wrongdoing in the commercial world. No man who is doing an honest business can be injured by the light. All business will be better for the cleansing process it is going through, and for the stamping out of evil."

## W. O. WALLACE'S ADS.

W. O. Wallace understands what time-liness means in advertising. His reaching out for picnic orders was a good stroke of business.

In specializing on fruit and biscuits he chose lines that were bound to appeal to those talking picnic.

More grocers might take up this "opportune" advertising

## BAILEY'S WAY.

Maple, Ont., has a live grocer in H. C. Bailey.

He knows that the post card is neater and easier to handle than the circular.

So he adopts the post card as his store messenger.

Under date of August 1, Mr. Bailey sent out a special notice on jars, with the additional mention of a butter proposition.

Keep up this style of advertising, Mr. Bailey.

A Kansas business man in the course of an address on advertising recently, said:

"If I ventured to advise the advertiser the advice would be largely 'Don'ts,' and something like this:

"Don't expect too much. Advertising may seem to work miracles in instances, but miracles are exceptions and not the rule.

"Don't lie. Live up to your announcements.

"Don't indulge in 'flapdoodle,' and don't 'slop over.'

skin-flint, the 'knocker' and 'bluffer' may carry his point at times, but in the long run he will lose out—in standing if not in money.

"Don't, if the publisher makes an error, of commission or omission (and these errors are common to most of us), try to regulate him by rudeness until other means have failed. He may know how to be quite as rude as you, and, besides, he has a club. There are few instances in which a publisher is not glad to rectify in good measure any mistakes for which his office is responsible.

"Don't drop out. Keep something doing. Change your copy and stay alive.

"Don't forget to award the other fellow the same 'square deal' you ask for yourself."—A.A.B.

## CHANGES IN WINE AND SPIRIT FIRM.

Acting on behalf of foreign capitalists D. J. Rattray, manager of the Montreal branch of D. Rattray & Sons, Quebec, has secured control of the capital stock of the old-established wine and spirit firm, William Farrell, Limited, Montreal. Mr. Rattray has been appointed

## FRESH FRUITS AND BISCUITS

Suitable for Merchants' Picnic on Thursday:

GRAVENSTEIN APPLES, 3 lbs. for ..... 25c.

TABLE PEARS, 3 lbs. for ..... 25c.

APRICOTS, in 4-lb. baskets ..... 35c.

2 lbs. Fresh Mixed Biscuits..... 25 Cents

W. O. WALLACE

THE FAMILY GROCER, COR. YATES AND DOUGLAS STS. TEL. 712.

"Don't be stingy in your appropriation.

"Don't be brusque, gruff, 'smart,' nor exacting with the solicitor. He may be fully as much of a gentleman as yourself, and if he is not you have a fine opportunity to show him an example of a true gentleman's behavior.

"Don't try to tell too much in a small space. Give your announcement daylight and breathing room. A stuffed advertisement is liable to have a short reach.

"Don't overlook the value of well-made, well-printed, convincing illustrations.

"Don't publish yourself as 'cheap,' doing a cheap-John business, by using 'cheap' stationery.

"Don't fail, if not located at a well-known point, always to announce your direction and distance from some well-known point, and the railroads that reach you.

"Don't forget the value of the short and friendly reading notice.

"Don't forget that they cost the publisher money.

"Don't demand something for nothing, especially long-winded puffs of yourself and what you have. Pay your way, and pleasantly. The prompt payment is doubly sanctified. The haggler, the

president and managing director. It is understood that the capital stock will be largely increased, and in the future the business will be actively pushed along modern lines. The company contemplates the erection of distilleries in the vicinity of Montreal.

Mr. Rattray's new position will not prevent him giving his attention to the various offices of his other firm in the import commission business.

J. H. Galloway, formerly of Galloway & Parnell, brokers and commission merchants, Vancouver, was in Toronto last week. Mr. Galloway has sold out his interest to E. G. Parnell, and intends taking up his residence in the east. He intends taking up agencies for special lines. When in Vancouver he represented a number of Patras, Smyrna, Japanese and other Oriental firms, besides a number of Canadian concerns. In conversation with the Canadian Grocer he said that his firm had also of late been doing quite a business in grain of Alberta product. He says that this trade has grown enormously of late and has great possibilities. Mr. Galloway is an old Ontario boy, having gone to Vancouver a little over seven years ago.

EGG

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Board Mill

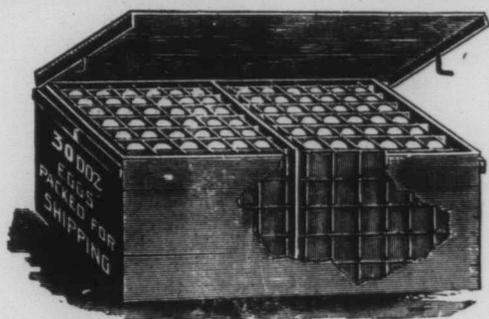


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TRURO

## EGG CASE FILLERS



**NEW LAID EGGS**  
to bring the highest market price  
**MUST BE PACKED**  
in clean, fresh Fillers.

*These can be obtained from*

**The Miller Bros. Co., Limited**

Manufacturers of Egg Case Fillers

30-38 BOWD STREET

**MONTREAL**

*Board Mills and Filler Factory at GLEN MILLER, ONT.*

THE  
**Manitoba Canning Co. Ltd.**

GUARANTEES

**ALL ITS TINNED MEATS**

**Corned Beef, Roast Beef,  
Chicken, Tongue, Potted  
Meats, etc.**

**YOU RUN NO RISK**

SELLING AGENTS

**Nicholson & Bain, Galloway & Parnell**

WINNIPEG and CALGARY

VANCOUVER

## PRE-EMINENT



Sweetened



Unsweetened

**FOR**

**QUALITY**

**The best raw material.  
The best appliances.  
The best methods.  
The best skilled labor.  
The best supervision.**

COMBINE TO PRODUCE  
**THE BEST MILK**

**TRURO CONDENSED MILK CO., Limited**

TRURO, N.S.

## Oval Wood Dishes

**Clean, Strong  
and Inexpensive**

FOR

**BUTTER, LARD, MINCEMEAT,  
PICKLES, and a dozen  
other Grocery Lines.**

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

**18,000** now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

**GRAHAM BROS., Kinmount, Ont.**

Agent for Maritime Provinces  
**W. S. CLAWSON & CO.**  
11-12 South Wharf St., ST. JOHN, N.B.

# FLOUR AND CEREAL FOODS

**Market Still Waiting for the Oncoming of the New Crop—Cereals lower—Very Little Export Business Doing.**

The western wheat crop is still a mystery. The Northwest Grain Dealers' Association went on a tour with a flourish of trumpets to size things up. Upon their return they give out an estimate of 84,500,000 bushels, then a newspaper correspondent writes of it thus:

"Grain men, like other folk in the west, work hard, and when they go out for a jaunt into the country it is hardly to be expected that they will sit at the car window with their eyes glued to strong field glasses and look at nothing but wheat. Anyway, no matter what may be expected of them, they certainly do not do it. This year, in order that the itinerary might include sunny southern Alberta, a number of the most important wheat sections were either omitted altogether or were covered in the night. It is safe to say that their train did not travel over the railway running through even one-half of the wheat areas, and there was practically no driving into the country. A number of men who knew nothing of crops went with them, and in the making of the estimate their votes were counted."

Figuring, though, while waiting for results, is interesting. Here is how some industrious statistician has ascertained that the western farmer will this year get \$90,000,000 for his wheat, oats and barley: Wheat, 91,813,900 bus. at 68c., \$62,433,452; oats, 80,854,680 bus. at 28c., \$22,639,310; barley, 17,735,790 bus. at 30c., \$5,320,370; total, \$90,393,132.

Aside from these admixtures of arithmetic and the imagination, things are quiet in the world of cereals. There is some export business and very little local.

## MONTREAL.

**GRAIN**—Export business in new peas is very brisk, but dealers say there is not much money in it, since they obtain only 7½c. f.o.b. There is no export trade in oats or wheat at present. Bids are two cents out of line.

No. 4 barley store	0 514
Rejected barley, store	0 484
No. 2 white oats	0 38
No. 3 white oats	0 37
No. 4 white oats	0 36
No. 3 yellow corn	0 52
No. 3 peas basis 78 per cent. points	0 714

**FLOUR**—There has been no change in the flour market since last report. Trade is reported as being very good in some quarters, while on the other hand there are some millers who say that business is limited. With the coming of the Fall season, however, there will be more demand for flour, as for other lines. Prices are steadily maintained.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20

Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	4 50	
Glenora	4 00	
Manitoba spring wheat patents	4 50	
strong bakers	4 10	
Buckwheat flour	2 00	2 10
Five Roses	4 50	

**ROLLED OATS**—Rolled oats continue featureless. Prices are unchanged.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
80-lb. bags	2 10	
bbls.	4 55	4 70
Choice boiling peas	1 0	1 10

**HAY**—Locally the hay situation is practically unchanged. It is very difficult to obtain anything in the country, the farmers being inclined to hold any stock they have. Export business is very small. The situation in the Old Country, as seen this week, is not changed. Reports from the different markets do not contain anything new of interest. Liverpool quotations recently received hover around 65s. c.i.f.

No. 1	10 25
No. 2	9 25
Clover mixed	7 00
Clover, pure	6 00
	6 25

**FEED**—In feed it is the same old story—bran and shorts are very scarce, but otherwise nothing new. Bran has been advanced again this week in consequence of the large demand and small stock there is to meet it.

Ontario bran	18 50
Ontario shorts	21 00
Manitoba shorts	21 00
bran	18 50
Woullie, milled	21 00
straight grained	25 00
Feed flour	1 25
	1 03

## TORONTO MARKETS.

**GRAIN**—Some local business is moving, but transactions are within narrow compass. Prices for Manitobas were higher than a week ago, but are lower again. Very little Ontario wheat is coming to market as yet.

(F.o.b. Georgian Bay points)		
Manitoba wheat, Northern No. 1	0 79	
"    "    No. 2	0 76½	
"    "    No. 3, nominal	0 70	
Red, new " per bushel, 78 per cent. points	0 70	
White, new " " " " " "	0 69	
Mixed, new " " " " " "	0 69	
Spring, nominal " " " " " "	0 69	
Goose, " " " " " "	0 69	
Barley, No. 1, " " " " " "	0 48	
No. 2, " " " " " "	0 47	
No. 3x, " " " " " "	0 44	
No. 3, " " " " " "	0 44	
Oats, new " " " " " "	0 31	
new " " " " " "	0 31	

**FLOUR**—There is a little export business passing. Local trade is quiet. Generally prices are shading higher than a week ago.

On track, Toronto		
Manitoba patents, No. 1, per bbl. in bags	4 40	4 60
"    "    No. 2, " " "	3 90	4 10
Strong bakers " " " "	3 80	
Ontario 90 p.c. patents, No. 1 " " "	3 10	3 25
Straight roller " " " "	3 00	3 10

**CEREALS**—Not enough of the new crop has come out as yet to give the market stability. Prices are considerably lower. Some local business is passing, but large buyers are holding off.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal	4 50
Rolled wheat in boxes, 100 lbs.		2 40
50 lbs.		1 25
Rolled oats, standard, carlots, per bbl., in bags		4 00
"    "    "    "    in wood		4 25
"    "    "    "    for broken lots		4 25

## OUTLOOK IN APPLE MARKET.

**Situation as Surveyed by the Dominion Department of Agriculture.**

The fruit crop report for August, issued by the Dominion Department of Agriculture, has this to say of the market conditions in regard to apples:

"The effect of the present hot weather upon the apples must be taken into consideration. It will induce an early maturity which will cause a material depreciation in Winter stock that is stored. Extra precautions should, therefore, be taken by all who store apples to pick them as soon as they are mature and place them in the coldest possible situation.

"The first of the early apples for export to Great Britain have gone forward but no reports of prices are yet available. The confidence which shippers have in this market is shown by the fact that a single shipper has sent forward three carloads. The large dealers in Great Britain do not hold out any prospects of high prices for early fruit, but they unite in predicting a better market for Winter fruit. There is no reason to believe that the market will be as good as last year, but the undoubted shortage in Great Britain of pears and plums, and the very moderate crop of apples renders it highly probable that there will be a very large importation of foreign fruit, probably larger than last year if the prices are somewhat lower.

### Situation in the States.

"The Government crop report of the United States shows slightly more than an average crop of fruit that will compete with Canadian Winter fruit. It is, therefore, extremely unlikely that anything but very high prices will induce a large export from the United States of Winter fruit, so that the most probable outlook is for a large importation by Great Britain of Winter fruit at moderately good prices, a large portion of this stock coming from Canada. Should prices go up to a certain figure no doubt it would draw a very large surplus from the United States that will otherwise be consumed at home at lower prices.

### Northwest Demand Keeps Up.

"There appears to be no diminution in the demand for apples from the Northwest. A feature of the Northwest trade is the desire of the merchants to make preliminary contracts with dealers in Ontario for direct shipments. The Northwest dealers have refused so far to make contracts for No. 2 apples, inasmuch as this grade was not defined. The recent amendments to the Fruit Marks Act, which give a definition of a No. 2 apple, will undoubtedly establish this trade in the Northwest, but will be slow to affect this year's business, as the only evidence which dealers will accept of the high quality of a No. 2 apple will be the actual shipments sent forward as samples.

"A notable feature of this year's business is that several extensive buyers have come from Great Britain and are buying for direct sale to consumers. There are also two buyers from South Africa; one consignment has already left Nova Scotia for Cape Town.

"In a few instances where the quantity of early fruit grown by each indi-

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**MARKET.**

**the Dominion culture.**

for August, department of the market apples:

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**eeeps Up.**

o diminution les from the he Northwest merchants to s with dealers oments. The refused so far 2 apples, in- s not defined. to the Fruit definition of a edly establish t, but will be s business, as alers will ac- v of a No. 2 hipments sent

is year's busi- sive buyers itain and are to consumers. s from South as already left wn. ere the quan- by each indi-

vidual is small buyers have not consid- ered it worth while to bid for the stock. It is under such circumstances as these that the co-operative associa- tions of Western Ontario were estab- lished. These small lots of fruit could by the co-operative scheme be economi- cally collected into large shipments for which there is a ready sale.

**Prices.**

"The buyers have been very active in the districts growing Winter fruit and a very large proportion of the fruit is already in the hands of dealers. There has, perhaps, been more than the usual amount of buying orchards by the lump, though there are a few reports of buying by the barrel for firsts and sec- onds. The prices vary greatly accord- ing to the quantity of the orchards. Growers apparently have sold upon a basis of \$1.25 per barrel on the trees for Winter stock. Many growers have sold at \$1 per barrel for everything in the orchard, buyers picking and pack- ing. Some choice orchards in the Georgian Bay district have been sold at \$1.50 per barrel on the trees, which the growers estimate as equivalent to \$2 delivered at the railway stations for No. 1's and No. 2's. Prince Edward County growers are delivering Duchess and Red Astrachan on the docks at \$1.50 to \$1.75 per barrel. British Col- umbia growers report that their early apples have netted them from \$1 to \$1.50 per box ready for shipment. The four-basket crates of plums and prunes are selling all the way from 50 to 85c. per crate, the average being about 65c.

**Arriving at Montreal.**

"The Dominion fruit inspectors at Montreal have sent in reports of the temperature of five carloads of apples in refrigerator cars, all of which are said to have been fully iced at starting. They arrived at Montreal with tempera- tures ranging from 64 to 82 degrees. Although this fruit was placed in the cold storage of the steamships, it is ex- tremely likely that there will be a very great depreciation in the quality of these apples when they reach their des- tination. After having been exposed from the time of packing until they were placed on board steamship to this very high temperature, no cooling could prevent a very serious deteriora- tion in so soft an apple as the Duchess or Astrachan. Attention is once more drawn to the fact that, unless fruit is cooled before being put into refrigerator cars there is little chance of it reaching the steamship in good order."

**BEAN CROP INJURED.**

**Sprouted by the Wet Weather—Loss in Quality Placed at \$500,000.**

A correspondent in the bean growing district of Western Ontario under date of August 25 writes regarding the bean crop:

"This crop is now passing through its most critical stage, i.e., harvesting. One week ago the prospects were fair, but the extreme drought which had prevailed over the entire bean section and which

had materially lessened the yield, was broken by excessive downpours of rain, which coupled with the extreme heat caused great damage; in many instances the pods were driven into the moist ground, causing the beans to discolor and sprout. In some instances where the earlier crop had been pulled but not housed, the damage is very serious. The quality will be materially affected and the merchantable quantity greatly re- duced. Conservative estimators claim that the Government report can be cut in two. Owing to the above conditions the new beans will be soft and not fit for shipment for some time after being threshed. Very little old stock remains in dealers' hands and it would not be surprising to find that the new crop would not be sufficient for the domestic demands."

Two days later he adds:

"I have waited until I could give you some definite and reliable information as to the bean crop, the reports in reference to which had heretofore been somewhat mixed. The recent rains and extreme heat have settled the question. Since writing the enclosed we have had an- other drenching rain and the end not yet in sight. To-day from all quarters the reports are that the beans are growing in the pods. The loss in merchantable quality must mean about \$500,000 to the growers."

**SHIVER IN SUGAR.**

European beet sugar declined 3d. to 9s. 5½d. Tuesday, but recovered Wednes- day to 9s. 6d.

**WESTERN CANADA  
FLOUR MILLS CO., Limited**

AN AMALGAMATION OF  
**The LAKE HURON & MANITOBA MILLING CO., Ltd.**  
AND  
**A. KELLY MILLING CO., Ltd.**

<b>MILLS AT</b>	<b>OFFICES</b>
<b>WINNIPEG GODERICH BRANDON</b>	<b>ST. JOHN, N.B. MONTREAL, Que. TORONTO (HEAD OFFICE) GODERICH WINNIPEG BRANDON</b>

**IT PAYS YOU TO PAY FOR QUALITY**

**BUY FIVE STARS FLOUR**

**Come to Toronto Exhibition**

and note the dis- plays of the pro- gressive manufac- turers of food pro- ducts. Look up the exhibit of



and make it a point to see the manager and have a chat with him. You will surely receive some ideas to assist your business. And your sug- gestions are earnestly desired in return.

Our display aims to impress the "House- hold" 25c. package. The beautiful china placed in this package is shown to advantage.

Our exhibit shows Canada Flakes to be the purest and best cereal food in Canada, with the additional features of a special aim to advertise direct to your customers, Mr. Grocer.

THE CANADIAN GROCER

J. A. McLANDRESS, West Lorne, Ont.  
 WM. McLANDRESS, Dutton, Ont.  
 Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

**Caramel Cereal**

The original and best substitute for coffee is put up in one pound cartons, to sell at 15 cents.

It is fragrant, rich in color and flavor, and has good body.

WRITE FOR STOCK TO  
**The Battle Creek Health Food Company,**  
 Limited  
 Canadian Factory, LONDON, ONT.

**BETTER FLOUR**

means a better trade for the grocer.

**Anchor Brand**

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

**LEITCH BROS.**  
 OAK LAKE, MANITOBA

**CORONET ROLLED OATS**

We buy our grain in the best oat district of Ontario, and our Rolled Oats are of Superior quality.

WRITE FOR QUOTATIONS.  
**THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.**

**GREY BREAD WRAPPER** — A SPECIALTY  
 ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING  
 SAMPLES AND PRICES WITH PLEASURE.  
**CANADA PAPER CO.**  
 TORONTO LIMITED MONTREAL

 This design a guarantee of quality.

NOTES OF INTEREST.

G. H. Hasenflug, Teeswater, was in Toronto last week.

A. H. Rae, Teeswater, is visiting his brother in Manitoba.

Mr. Barnard, of Hunt & Co., Montreal, is in Toronto and the west at present.

W. J. Snell, baker and confectioner, East Toronto, will shortly open a branch at Kew Beach.

Mr. Trout, of Hunter & Trout, Warton, Ont., was a buyer in Toronto last week and a fair visitor also.

C. J. Halliday, Chesley, Ont., has just returned from New York, where he attended the millinery openings.

F. Oberley, Formosa, Ont., saw his

**NAP. G. KIROUAC & CO., QUEBEC**  
 Receivers and Shippers  
**FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH**

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

**BUY YOUR FLOUR FROM US**

and you will have no difficulty pleasing the people.

**THE McLEOD MILLING CO., LIMITED**  
 Stratford, Ontario

**WE ARE ALWAYS READY**  
 to handle your orders for

**Pot Barley  
 Pearl Barley  
 Feed**

**ARE YOU READY**  
 to send the orders?

**JOHN McKAY, Limited**  
 BOWMANVILLE

wholesale friends in Toronto last week and was a visitor at the exhibition.

W. H. Thompson, one of F. F. Dalley Co.'s travelers, has been confined to his house in Hamilton for three weeks with an injured leg.

F. M. Ramage, Chesley, Ont., took a holiday last week, visiting between Collingwood and Owen Sound. This week he was in Toronto.

K. Shiratory, manager of the Toyo Tea Trading Company, Japan, who has been visiting Montreal, left for New York end of last week.

D. M. Todd, Oshawa, Ont., has opened his new and thoroughly sanitary bakery. It has cement floors throughout and hot and cold shower baths for the employees.

Maylor Hayne, of Fort William, has returned from a three weeks visit in the east. While in Toronto he purchased a complete new stock for his new grocery store.

J. E. Adams, of Adams & Sparling, grocers, London, has retired on account of ill health. W. B. Sparling is continuing the business and there will be no relaxation of energy or fading of the spirit of progress.

It is asserted at Medicine Hat that an English syndicate has taken over the large lands of the Grand Forks Cattle Co., will irrigate them and place them on the market. The same syndicate propose, it is said, to erect at Medicine Hat the largest sugar refinery in the world.

Ald. Wm. McClarity, a leader in Owen Sound society, visited Toronto this week and the exhibition. He's a great admirer of cats, but they having given place to canines he looked over the King's horses. He was not, however, one of those who stood in line to be kicked by royalty.

**Modern Merchandising**

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:



**IF A MAN WANTS CREDIT**

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**WM. T. SLOANE, WINNIPEG, MAN.**

**ALLISON COUPON CO.,**  
 Manufacturers  
 Indianapolis, Indiana.

**JAPAN**

years, and so strongly benefit of

**We** besides a **change business**

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**CEYL**

In these w **Green.**

**quality,**

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4,000 lbs  
 12,000  
 8,320  
 18,000

**INDIA**

No to 15c.

The

TEAS, COFF

# BUYERS

**JAPAN TEAS**—Of them, we told you sometime ago that prices were lower than they had been for 5 years, and that a change might take place at any moment. We believed so strongly in this that we bought heavily and can now give you the benefit of our purchases.

**We offer you 1,500** Half-chests of **our Condors**, besides a big stock of all other sorts of Japan. **We have not changed our prices. We want a share of your business. See our samples:**

Condor XX	-	18c.	Condor IV	-	-	27½c.
" XXX	-	19½c.	" III	-	-	35c.
" XXXX	-	21½c.	" II	-	-	37½c.
" V	-	25c.	" I	-	-	42½c.

## CEYLON GREEN GUNPOWDERS—

In these we believe and feel sure that they will take the place of **China Green**. They are superior in every way: **appearance, cup quality, advantage in price and in the package.** We were the first to sell them and they have proved so satisfactory that we have contracted for **42,000 lbs.**

### WE QUOTE : ALL 40-LB. BOXES :

4,000	lbs. finest made, choicest liquoring, Imperial Ceylon Green,	Gunpowder, at	20	c.
12,000	" " " " " "	Pea Leaf, at	22½	
8,320	" " " " " "	Medium Pinhead, at	25	
18,000	" " " " " "	Small Pinhead, at	27½	

**INDIAN BLACK**—We have **253** chests to sell you at from **10½ to 12½c.**

**No such teas were ever sold at less than 12½ to 15c.—Ask to see them.**

The **E. D. MARCEAU CO., Ltd.**

TEAS, COFFEES, SPICES. VINEGAR

**MONTREAL**

# EXHIBITION

During the next two weeks Toronto market will be a large receiver of Canadian basket fruit.

**PEACHES, PEARS, PLUMS, GRAPES, TOMATOES, EGG PLANT, MELONS.**

We are headquarters. Give us a call when in the city. You can make your own selections.



Car of new Verdelli

**LEMONS**

due now.

**ORANGES**

Late Valencias, Assorted Sizes

**BANANAS**

Firsts and Eights, Finest Selections

25-27 Church St. TORONTO CANADA

## PEACHES

If you want Peaches of fine quality, write me for prices. All telegrams phoned out to our fruit farm.

**W. W. HILBORN,**

Phone 83 Leamington, Ont.  
Night service.

# BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...

**Oakville Basket Co.**  
Oakville, Ont.

## FRUITS, VEGETABLES AND FISH

Crawford Peach Season is on—Fruit Trade Generally Continues Very Satisfactory—All Kinds of Vegetables Plentiful—Fish trade is picking up.

The Crawford peach season has commenced, and that marks the beginning of the end of the Ontario Summer fruit season. The samples coming forward are of fine quality. Everywhere throughout the Dominion the fruit trade continues to flourish, and the question is rather one of supply than demand. Throughout Canada the volume of business is greater than ever before. Vegetable markets are continuing their normal activity. Cooler weather is acting as a stimulant to the fish trade.

### MONTREAL MARKETS.

**GREEN FRUITS**—There will be noticed this week many changes in the quotations, changes necessitated by market conditions. Bananas are strong at prices quoted. Trade is good, especially in the city. Old lemons and watermelons are out of the market this week. Canadian grapes are now quoted, the price asked being 22½c. to 30c. a basket. Another new line is western melons at \$1.25 to \$1.50. Western plums are scarce this year and the price is high in consequence, being some twenty-five cents above last year's figure at this time.

Late Valencia oranges, per box	6 00
Dates, per lb.	0 05
Bananas	1 50 2 25
Cocoanuts, per bag of 100	3 60
Pineapple	5 00 5 50
Apples, bbl.	2 00 2 75
New apples, baskets	0 25 0 40
Crab apples, per basket	0 50
New lemons	7 00 8 00
Limes, per hundred	2 25
Peaches, per box	1 50 2 00
Plums	2 50 3 25
Pears, per box	5 00
Cantaloupes, per crate	7 00
Jamaica oranges, per bbl.	1 25 1 30
Spanish Onions cases	2 50 2 75
Blueberries, 22 quart boxes	0 10
Lawton berries	6 50
Jamaica grape fruit, box	0 60 0 75
Canadian plums, per basket	0 40 0 60
" pears	0 60 0 75
" peaches	0 22½ 0 30
" grapes, champions, per basket	0 22½ 0 30

**VEGETABLES**—Although the weather is becoming cooler, good business in vegetables continues to be done. There is a very good general demand, there being no call for certain lines above others. It will be noticed that cabbage is advancing, quotations now reading 50c. to 75c. per dozen. From present indications cabbage will bring good money this Winter. Tomatoes, while unchanged this week will probably be higher next week. Boxes are now offering from 65c. to 75c. It is expected that the baskets, which now bring 35c., will have to be raised to 50c. to meet the new condi-

## DRIED APPLES

HIGHEST PRICES PAID FOR BRIGHT QUARTERS

**THE W. A. GIBB CO.**

7 and 9 Market Street, HAMILTON

tions coming with the gradual closing of the season. A few small lots of new sage are reported as coming in, but very little is noticeable. It will be some time yet before large lots are offered. Prices are well maintained.

Parsley, per doz. bunches	0 20 0 25
Sage, per doz.	0 60
Savory, per doz.	0 75
Green peppers, per basket	0 50
Montreal cabbage, per doz.	0 50 0 75
" tomatoes, basket	0 35
" " per box	0 65 0 75
New turnips, per doz.	0 25 0 50
Water cress, per doz.	0 75
Lettuce, per doz.	0 15 0 50
Spinach, per bbl.	2 00
Cucumbers, per doz.	0 10 0 15
Celery, per doz.	0 25 0 50
New potatoes, per bag	1 00 1 15
New b ets 3 doz.	0 12½ 0 15
New carrots, per doz.	0 50 0 60
Wax beans, per bag	0 50 0 60
Green beans, per bag	0 50 0 60
Green peas, per bag	0 75 1 00
New corn, per doz.	0 07 0 10

**FISH**—Recent cool weather has been the cause of a revival of the fish trade. Quite respectable orders have been coming in during the past week and a half. Prices have been very well maintained. Fresh British Columbia salmon continues scarce, but Gaspe salmon, chilled, is taking the place of it to a great extent. Fresh dore and pike continue scarce also, but lake trout and whitefish are arriving freely. Fresh mackerel, too, is coming forward in good quantities. Steak cod is not obtainable in anything like good sized lots. Halibut is lower this week, owing to increased arrivals.

Fresh haddock, express, per lb	0 04
Fresh steak cod	0 06
" halibut	0 08½
" grass pike	0 08½
Lake trout	0 22
Brook trout	0 09
Whitefish	0 08
Weakfish	1 25
Dore, per lb.	0 09
Flounders	0 09
Small sturgeon	0 08
Gaspe salmon	0 15
Fresh B.C. salmon	0 14
Fresh mackerel	0 10
Fresh frozen fish—	
B.C. salmon, per lb.	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb.	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
Oysters and Lobsters—	
Standards, per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" quarts, "	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb.	0 06½
" fish, 25-lb. boxes, per lb.	0 04½
Skinless cod, large, per case	5 50
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.	3 50
" " per pail	0 80
" " salmon—	
" " in bbls.	13 00
" " in ½ bbls.	7 00
" mackerel, per pail	1 75
" green cod, per lb.	0 03½
Small.	0 02½

### TORONTO MARKETS.

**GREEN FRUIT**—A very limited supply of lemons is on the market at prices that are very high, but more are expected shortly. Grapes are now on the market in a much improved form than they were last week, and a goodly quantity is coming in. Yellow Freestone peaches, Bartlett pears and plums are arriving regularly, and meet with ready sale. Duchess and Astrachan apples are selling at 20c. and 25c. a basket, and \$1.75 to \$2 a barrel. Egg fruit is lower, and can now be bought for 20c.

and 25c. a basket getting scarce quality.

Oranges, late Valencias  
Lemons, Messina, 300  
Limes, per crate

Apples, Duchess and  
" Spies XX  
" Baldwins, X  
" other Winters

" farmers', per  
Bananas, per bunch,  
Red bananas per bu  
Plums, California, p  
Peaches, " St. John, p

Pears, eating, per bu  
Canadian peaches, p  
" pears, per  
Watermelons

Cantaloupes, Canadi  
" Canadi  
" Rockyf  
Lawton berries, per

Southern grapes, 6 b  
Egg plant fruit, ...  
Grapes, small basket  
" large basket

### VEGETABLES

down as the vegetables a same price scarcely any market now about struck hardly be so while. Some the market Some new S arrive next w 50 pounds to

New potatoes, Ontar  
Sweet potatoes, per l  
Onions, Canadian, p  
" green, per d  
" Spanish, pe  
" silver skins.

Cabbage, new Canad  
Wax and green bean  
Beets, new, per bush  
Carrots, Canadian, p  
Lettuce, per doz. bu  
Radish, per doz.

Cucumbers large, pe  
Mushrooms, 1-lb. bo  
Beans, white, prime,  
" hand-p  
" Lima, per lb.

Tomatoes, Canadian  
Rhubarb, 1 doz. bnd  
Watercress, per doz.  
Egg plant

Peppers, green, per s  
Parsley, per doz.  
Turnips, per bushel  
Mint, per doz.

Cauliflower, per doz  
Celery, Michigan, pe  
" Canadian  
Squash per doz

Vegetable marrow, p  
Green corn, per doz.  
Leeks, per doz

### FISH—The

the fish mark to improve.

Fresh halibut  
Haddock, fresh caught  
Fresh cod, per lb.  
Fresh lobsters, boiled  
Shrimps per gal

Whitefish, per lb.  
Salmon trout, per lb.  
Cliscoes, per basket  
Perch, large, per lb.  
Herring, large, per lb.  
" medium, per lb.  
Brook trout, per lb.  
Pike, per lb.

Blue fish, per lb.  
Fresh mackerel  
Easte rn salmon, per

### TEA ME

Red Rose Sell  
" "

Last Saturd  
division of th  
Estabrooks,  
N.B., visited  
on their way  
tea reunion, v  
year at the K

**FISH**

Very Satisfying up.

Actual closing of all lots of new fish in, but very few will be some of the best are offered.

0 20	0 25
0 50	0 50
0 75	0 75
0 50	0 50
0 50	0 75
0 35	0 35
0 65	0 75
0 25	0 50
0 75	0 75
0 15	0 75
2 00	2 00
0 10	0 15
0 25	0 40
1 00	1 10
0 25	0 25
0 12 1/2	0 1 1/2
0 50	0 60
0 50	0 60
0 75	1 00
0 07	0 1 1/2

rather has been of the fish trade. have been come week and a half well maintained. salmon continues, chilled, is taking a great extent. continue scarce al- whitefish are ar- tucker, too, is ood quantities. able in anything alibut is lower ceased arrivals.

0 04	0 04
0 06	0 06
0 08 1/2	0 08 1/2
0 06 1/2	0 06 1/2
0 09	0 09
0 22	0 22
0 09	0 09
0 08	0 08
0 09	0 09
0 09	0 09
0 08	0 08
0 15	0 15
0 14	0 14
0 10	0 10
0 09	0 09
2 00	2 00

0 07 1/2	0 07 1/2
1 00	1 00
0 12	0 12

1 50	1 50
0 90	0 90
1 25	1 25
2-lb. bricks	0 06
b.	0 05 1/2
b.	0 04 1/2
	5 50
	1 00
-bbl.	3 50
	0 80
	13 00
	7 00
	1 75
	0 03 1/2
	0 02 1/2

**MARKETS.**

ery limited sup- market at prices at more are ex- are now on the oved form than l a goodly quan- ellow Freestone and plums are meet with ready strachan apples. 25c. a basket. rel. Egg fruit e bought for 20c.

and 25c. a basket. Lawton berries are getting scarce and falling off as well in quality.

Oranges, late Valencia, 96's, 112's, 23's	5 50	6 25
Lemons, Messina, 300's, 360's, per box	8 00	8 50
Limes, per crate	1 25	1 25
Apples, Duchess and Astrachan, per basket	0 20	0 25
" " " " " " " " " " " "	1 75	2 00
" Spies XXX, per bbl		
" " " " " " " " " " " "		
" Baldwins, XXX, per bbl		
" " " " " " " " " " " "		
" other Winter varieties XXX, per bbl		
" " " " " " " " " " " "		
" farmers', per bbl		
Bananas, per bunch	1 75	2 35
Red bananas per bunch	2 20	2 50
Plums, California, per basket	0 65	0 75
Peaches, " " " " " " " " " " " "	0 30	0 45
" St. John, per basket	0 50	0 75
Pears, eating, per box	2 25	2 50
" " " " " " " " " " " "	0 20	0 65
Canadian peaches, per basket	0 25	0 50
" " " " " " " " " " " "	0 30	0 75
Watermelons	0 25	0 30
Cantaloupes, Canadian, per basket	0 20	0 40
" " " " " " " " " " " "	0 40	0 75
" " " " " " " " " " " "	4 50	5 00
Rockyforda, imported, per case	0 68	0 09
Lawton berries, per box		3 00
Southern grapes, 8 basket crates	0 20	0 25
Egg plant fruit	0 20	0 30
Grapes, small baskets	0 20	0 30
" " " " " " " " " " " "	0 40	0 60

VEGETABLES—Potatoes are coming down as the season advances, but other vegetables are holding at about the same price as last week. There is scarcely anything new to come on the market now and everything having about struck its regular gate there will hardly be so many price changes for a while. Some nice sweet potatoes are on the market selling at \$4.50 per barrel. Some new Spanish onions are due to arrive next week. They will be about 50 pounds to the crate.

New potatoes, Ontario, per bus	0 80	0 70
Sweet potatoes, per barrel	4 50	4 50
Onions, Canadian, per basket	0 75	0 85
" " " " " " " " " " " "	0 12 1/2	0 12 1/2
" green, per doz. bunches	3 25	3 25
" Spanish, per large case	1 00	1 25
" silver skins, pickling, per basket	0 30	0 40
Cabbage, new Canadian, per doz.	0 40	0 50
Wax and green beans, per basket	0 40	0 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz.	0 20	0 25
Cucumbers large, per basket	0 15	0 25
Mushrooms, 1-lb. boxes, per lb		0 75
Beans, white, prime, bush	1 75	1 75
" " " " " " " " " " " "	1 40	1 40
" Lima, per lb.	0 07	0 07
Tomatoes, Canadian, per basket	0 15	0 25
Rhubarb, 1 doz. bndls	0 20	0 25
Watercress, per doz. bunches	0 25	0 25
Egg plant	0 40	0 50
Peppers, green, per small basket	0 75	0 85
Parsley, per doz.	0 20	0 25
Turnips, per bushel	0 40	0 40
Mint, per doz.	0 15	0 20
Cauliflower, per doz.	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 50
" Canadian " " "	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz.	0 07	0 10
Leeks, per doz	0 20	0 25

FISH—There are no price changes in the fish market, but business continues to improve.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06 1/2
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 10	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	1 25	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	0 08	0 08
" " " " " " " " " " " "	0 04	0 04
Brook trout, per lb	0 25	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	0 10	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	0 20	0 20

**TEA MEN SEE MONTREAL.**

Red Rose Selling Staff Enroute to Meeting at Toronto.

Last Saturday a party of the eastern division of the traveling staff of T. H. Estabrooks, Red Rose tea, St. John, N.B., visited Montreal. The party were on their way to the annual Red Rose tea reunion, which will take place this year at the King Edward Hotel in To-

**"Long Island Native"  
OYSTERS**

Large, Sweet, Clean, Delicious

The season has opened. We solicit your first order this season, wishing to convince you of the superiority of these famous Oysters. THE MOST PERFECT OYSTER KNOWN TO COMMERCE. No order too small or large, and can be shipped on a moment's notice.

**WHITE & CO., LIMITED**

Wholesale Fruit and Produce, and Oyster Dealers

HAMILTON

Phone 1115

JAMES LANGSKILL, Pres.

TORONTO

Phone Main 4108

W. H. DESPARD, Mgr. and Sec.-Treas.

**"ST. NICHOLAS" LEMONS**

Deceives nobody—pleases everybody. Superior fruit honestly packed.

"MONEY IN EVERY BOX"

W. B. STRINGER & CO., Sole Agents - Toronto

**CANADIAN PLUMS, PEARS and PEACHES**

now arriving freely. Plums very fine quality, but scarce. Very fine Crawford peaches arriving daily, prices ranging from 40c. to \$1.25.

THE F. T. JAMES COMPANY, Limited

Wire, Phone, or Mail your Orders

TORONTO

76 Colborne St  
33 Church St.

**PEACHES, PLUMS, GRAPES**

Now is the time to order.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

**BANANAS, WATER MELONS,  
ORANGES AND LEMONS**

And all kinds of

FOREIGN AND DOMESTIC FRUITS

Send us your order

**HUGH WALKER & SON**

ESTABLISHED 1861

GUELPH, ONT.

**AUBURN ORCHARDS, - - Queenston, Ont.**

W. O. BURGESS, Proprietor

We are quickly disposing of those large luscious PEACHES we spoke about last week, also BARTLETT PEARS and GRAPES.

Our Peaches are graded and sold according to diameter measurement; four grades; special sizes to order. Guaranteed Uniform.

Wire to-day for prices. Long distance telephone at the Orchards.

ronto. Walter C. Gaden, Montreal representative of T. H. Estabrooks, took his fellow travelers in hand when they reached the city and showed them round. Several of the large business houses were visited in the morning, after which the "round the mountain" trip was

taken. Lunch was served at Morgan's at twelve o'clock. With invited guests, the party started out in a special car after lunch to see the district around Montreal. Lachine, and incidentally Lake St. Louis, Westmount, Cote des Neiges and Outremont were taken in,

and then the inevitable trip to Dominion Park. Here the sights were seen from the House of Nonsense to the Scenic Railway, after which a dinner was served at Riverview Inn, on the grounds. The table was decorated with Red Rose tea calendars and mottoes, while, to make things complete, Mr. Gaden sang a Red Rose tea song after dinner. Before leaving the table L. W. Cox, senior salesman present, thanked Mr. Gaden in very hearty terms on behalf of the visiting travelers. W. D. McCallum thanked him on behalf of the guests. The car was then boarded for Windsor Station, where the travelers arrived in time to take the ten o'clock train for Toronto, to which a special Pullman car was attached.

The boys all enjoyed their stay in Montreal, which was made very pleasant for them largely through the instrumentality of Mr. Gaden.

The salesmen in the party were: W. C. Gaden, L. W. Cox, W. R. Miles, M. B. Armstrong, J. V. Kierstand, N. D. Leblanc, G. L. Palmer, Louis C. Armstrong, J. A. Trites, H. Sullivan and W. P. Currie. Among the city guests present were: Geo. Lloyd, manager of the grocery department of Scroggie's; A. W. Childs, traveling staff Laporte, Martin & Cie.; Frank Spence, J. F. B. Foote and W. D. McCallum.

**CODFISH CATCH SMALL.**

Codfish is likely to be high this year. According to the Canadian commercial agent at St. John's, Nfld., the catch this year will be about 300,000 quintals below last year's, but on account of the advanced prices the returns to the fishermen will be about the same.

John Cheesman, a leading grocer of Barrie, Ont., was in Toronto last week calling on the trade.

**DRIED FRUIT,**

I HANDLE SPECIALLY FINE LINES OF

**CURRENTS, VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Cleaned and Otherwise, Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—  
Halifax, N.S. F. D. Adams  
St. John, N.B., J. Hunter White  
Montreal, D. Rattray & Sons

Toronto, P. L. Mason & Co.  
Winnipeg, Jas. Carmon  
Victoria, B.C., H. Donkin  
Vancouver, C. E. Jarvis & Co.

**TH. J. PSIMENOS,**

4 Cullum St., E.C. LONDON, ENG.,

**J.V DE YBARRONDO & CO**  
Successors to James Violett & Co  
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLD
R <sup>o</sup> ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &c
EXCELSIOR	
EXCELSIOR FLOR	

**BORDEAUX FRANCE**

Shippers Also of

**All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.**

**CRAWFORD PEACHES**

**For Canning**

This is the hour to think about the m.

I have a choice crop of Crawford's.

These will be so packed that each basket will be sound throughout. I'LL GUARANTEE THAT.

*You can be just as sure of my Peaches as you can of my Jams. You know what that means.*

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

**GOLDEN DIAMOND CANNED 1906 BLUEBERRIES**

We are now booking orders at opening prices. Please ask us for prices.

**W. S. LOGGIE CO., Ltd. CHATHAM, N.B.**

**SPECIAL OFFERING NEXT WEEK**

**Boneless Cod.** In 25-lb. boxes ; assorted 1 and 2-lb. blocks.

**Pickled Herring.** Large bright Nova Scotia fish ; brls. and half-brls.

**Golden Rule Sardines.** Old and new style, also patent opening cans.

All Guaranteed New Stock.

Right Prices.

Wholesale Only.

**J. W. WINDSOR, - MONTREAL**

HANDLERS OF LARGEST ASSORTMENT OF CANNED GOODS IN CANADA

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is now  
Every  
prove  
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**IT'S A GOOD THING  
TO SELL CODFISH**

THE RECOGNIZED BRANDS  
FOR QUALITY ARE——

**HALIFAX and ACADIA**

**BRANDS**

Every progressive grocer in Canada carries them in stock—  
from the Atlantic to the Pacific.

**THE ATLANTIC FISH COMPANIES, Limited**

Head Offices: **LUNENBURG, N.S., Can.**

**A. H. BRITAIN & CO., Agents Quebec and Ontario, Montreal**



**FINNAN HADDIES**

THE FAMOUS  
"BRUNSWICK  
BRAND"

is now on the market. Strictly new pack.  
Every tin guaranteed. The large sales  
prove they are all right.

Send in your orders while we are packing.

**Connors Bros., Limited**  
Black's Harbour, N. B.

Season 1906

**HORSE SHOE SALMON**

Now in Store



TRADE MARK REGISTERED

ALSO

**SPRING SALMON**—"Columbia" Brand.

**COHOES**—"Tiger" Brand.

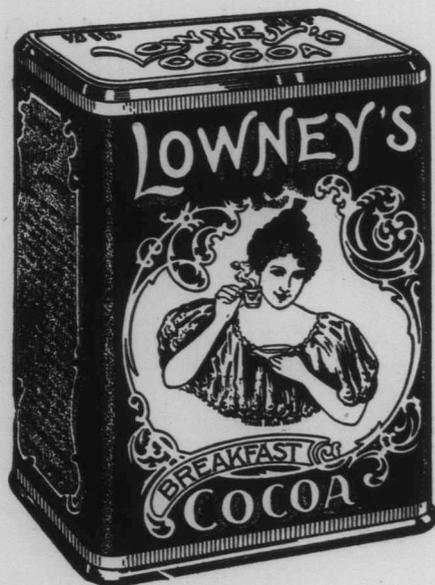
**PINKS**—"Sunflower" Brand.

"Jacques Cartier" Brand.

PACKED BY

**J. H. Todd & Sons**  
Victoria, B.C.

Wholesale buyers can obtain quotations from  
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.  
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.



Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **nothing else.**

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

# MOTT'S CHOCOLATE

"DIAMOND" and  
"ELITE" brands—

are known and sold throughout Canada as the finest in Chocolates—

Every customer satisfied.  
Profitable for you all the time.  
Ask your Jobber.

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

SELLING AGENTS:  
J. A. TAYLOR MONTREAL R. S. McINDOE TORONTO J. B. HUXLEY WINNIPEG

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,  
Cake Icings,  
Cream Bars, and  
Cowan's famous Milk  
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED**  
TORONTO

**WEBB'S**

# CHOCOLATES

High-class goods for  
High-class grocers.

The largest and finest line of packages  
and Christmas novelties in the Dominion.

**The HARRY WEBB CO., Limited**

31-35 Buchanan St., Toronto

A Very Plea

The grocers of  
lively aggregate o  
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Park a fortnigh  
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proprietary races a  
Tea, Richards' F  
Tea, Comfort S  
Other events and  
lows:

Fat men's race  
50 yards—1st, 5  
M. Smith & Co.  
3 lbs. Red Band  
Co., F. R. Abbs  
tea, A. M. Smit

Three-legged ra  
lbs. granulated s  
Co., Cortese Bro  
Hive soap, Lond  
rison, W. Ross;  
Imperial Oil Co.

Grocer's boys'  
lb. caddy tea, E  
Palmer; 2nd, 6  
Chemical Co., Ge  
Quickshine shoe  
Co., Wm. Camp  
shine stove polis  
F. Allard; 5th,  
Flake Co., Wm.

Grocer drivers'  
—1st, 100 lbs.  
Lawrence Sugar  
lb. caddy tea, J  
Palmer; 3rd, 1  
McNeil & Libby,  
doz. catsup, G  
Oran Nichol.

Grocer drivers,  
1st, 100 lbs. gra  
rence Sugar Co.,  
caddy tea, J. G  
ing; 3rd, 1 doz  
Neil & Libby, G

Grocery clerks,  
100 lbs. granula  
Sugar Co., Chas  
man fountain pen  
J. Winters; 3rd  
Rothwell & Co.,  
Egg-O-See, Egg-

Grocery clerks  
1st, 100 lbs. gra  
rence Sugar Co.  
carpet sweeper,  
Mills; 3rd, 5 lbs.  
& Co., M. Cr.  
olives, Gorman,  
ter.

Walking race,  
150 yards—1st, 3  
McNeil & Libby.  
½-doz. bottles G  
J. A. Gibson;  
Egg-O-See Co., I

## SARNIA GROCERS' PICNIC

A Very Pleasant Wind-Up to the Summer Half Holidays—Long List of Sports Contributed to a Pleasant Afternoon.

The grocers of Sarnia are a pretty lively aggregate of traders and they have an association that is in fine fettle. They held their annual picnic at Lake Huron Park a fortnight ago as a pleasant wind-up for their Wednesday half-holidays. All day long the crowds they took with them taxed the capacity of the street railway facilities. The Sarnia Silver Band provided music afternoon and evening.

The set feature for the afternoon was a lengthy programme of sports, into the spirit of which the huge company entered with great zest. In addition to the events for the children there were proprietary races arranged by Red Rose Tea, Richards' Pure Soap, Maple Leaf Tea, Comfort Soap and Aroma Tea. Other events and the results were as follows:

Fat men's race, 200 pounds or over, 50 yards—1st, 5 lbs. Red Band tea, A. M. Smith & Co., Harry Lawson; 2nd, 3 lbs. Red Band tea, A. M. Smith & Co., F. R. Abbs; 3rd, 2 lbs. Red Band tea, A. M. Smith & Co., E. J. Smith.

Three-legged race, 100 yards—1st, 100 lbs. granulated sugar, Wallaceburg Sugar Co., Cortese Bros.; 2nd, 50 bars Bee Hive soap, London Soap Co., J. Morrison, W. Ross; 3rd, 6-lb. box candles, Imperial Oil Co., Cowan and Cortese.

Grocer's boys' race, 100 yards—1st, 5-lb. caddy tea, Elliott, Marr & Co., P. Palmer; 2nd, 6-lb. box blue, Alpha Chemical Co., Geo. Palmer; 3rd, 1 doz. Quickshine shoe polish, Alpha Chemical Co., Wm. Campbell. 4th, 1 doz. Quickshine stove polish, Alpha Chemical Co., F. Allard; 5th, 1 pocket knife, Maple Flake Co., Wm. Ashe.

Grocer drivers' race, single, 100 yards—1st, 100 lbs. granulated sugar, St. Lawrence Sugar Co., D. Ross; 2nd, 5-lb. caddy tea, J. Garvey & Co., Geo. Palmer; 3rd, 1 doz. veal loaf, Libby, McNeil & Libby, Albert Forbes; 4th, 1 doz. catsup, Gorman, Eckert & Co., Oran Nichol.

Grocer drivers, married, 100 yards—1st, 100 lbs. granulated sugar, St. Lawrence Sugar Co., S. Merritt; 2nd, 5-lb. caddy tea, J. Garvey & Co., O. Horning; 3rd, 1 doz. veal loaf, Libby, McNeil & Libby, G. Brown.

Grocery clerks, single, 100 yards—1st, 100 lbs. granulated sugar, Wallaceburg Sugar Co., Chas. Hoskins; 2nd, Waterman fountain pen, Brantford Starch Co., J. Winters; 3rd, one umbrella, Telier, Rothwell & Co., W. Boyd; 4th, 1 doz. Egg-O-See, Egg-O-See Co., Ed. McCart.

Grocery clerks, married, 100 yards—1st, 100 lbs. granulated sugar, St. Lawrence Sugar Co., D. Scott; 2nd, one carpet sweeper, United Factories, Roy Mills; 3rd, 5 lbs. coffee, Gorman, Eckert & Co., M. Crawford; 4th, 1 doz. olives, Gorman, Eckert & Co., Alf. Baxter.

Walking race, commercial travelers, 150 yards—1st, 2 doz. veal loaf, Libby, McNeil & Libby, C. F. Kendall; 2nd, 1/2 doz. bottles Gherkins, Heinz & Co., J. A. Gibson; 3rd, 1 doz. Egg-O-See, Egg-O-See Co., R. E. Smith.

Sack race, 50 yards—1st, 1 ham, F. W. Fearman & Co., O. Horning; 2nd, 1 side bacon, Ingersoll Packing Co., Joe Cortese; 4th, 12 packages Egg-O-See, Egg-O-See Co., Ted Cortese.

Married couple's race, over 30 years of age, 50 yards—1st, 1 box Surprise soap, St. Croix Soap Co., A. B. Graham and wife; 2nd, 5 lbs. tea, McPherson, Glassco & Co., J. Carmichael and wife; 3rd, 50 lbs. Royal Household flour, J. A. Couse, B. Cook and wife; 4th, 50 packages Cow brand soda, J. Dwight & Son, E. McMillan and wife.

Egg race, ladies, 100 yards—1st, 6 boxes toilet soap, Lever Bros., Twilight Soap Co., Mrs. S. Giffel; 3rd, 50 packages Cow Brand soda, John Dwight & Son, Mrs. Cahill; 4th, 1 doz. jelly powders, Pure Gold Mfg. Co., Mrs. Blake.

Aged couple competition—1st, 100 lbs. granulated sugar, Wallaceburg Sugar Co., Mr. and Mrs. H. Smith; 2nd, 5 lbs. tea, McPherson, Glassco & Co., Mr. and Mrs. J. Davidson.

Pie-eating contest—1st, 3 boxes creams McCormick Mfg. Co., Harold Parsons; 2nd, 2 boxes creams, McCormick Mfg. Co., B. Wilson; 3rd, 1 box creams, McCormick Mfg. Co., S. O'Neil.

Jockey race, 100 yards—1st, 4 boxes creams, McCormick Mfg. Co., R. Mills and Stanley Williams; 2nd, 2 boxes creams, McCormick Mfg. Co., J. Mills and E. J. Smith; 3rd, 2 boxes 1/2-lb. creams, McCormick Mfg. Co., A. Baxter and O. Horning.

Grocers' race, 100 yards—1st, 1 china pitcher, Chase & Sanborne, J. Mills; 2nd, 1 china vase, Chase & Sanborne, W. C. Palmer; 3rd, 12 packages of Klenzine, Alpha Chemical Co., Jerry Ward.

Ladies' race, over 40 years, 100 yards—1st, 5 lbs. Red Band tea, A. M. Smith & Co., Mrs. Buckle; 2nd, 50 lbs. Royal Household flour, J. A. Couse, Mrs. T. Smith; 3rd, 1 side bacon, Ingersoll Packing Co., Mrs. J. Lawrence.

Men's quadruped race, 50 yards—1st, 5 lbs. Red Band tea, A. M. Smith & Co., J. Scott; 2nd, 1 box candles, Imperial Oil Co., S. Williams; 3rd, Sarnia Post for one year, W. B. J. Williams, S. Merritt; 4th, 6 packages paraffine wax, Imperial Oil Co., O. Horning.

Baseball match, Grocers vs. Clerks—Winning team, 2 boxes tobacco, Empire Tobacco Co.; losing team, 1 box cigarettes, American Tobacco Co. From D. S. Perrin & Co., 1 5-lb. box chocolates. From Wm. Guthrie, 1 box cigars, to be divided among the players. Tie game, 11-11.

Catching greasy pig—Wm. Ross.  
Climbing greasy pole, \$5 in gold—Did not fill.

Youngest child on the grounds—Set gold baby pins, donated by W. B. J. Williams; child of Mr. and Mrs. John Naundrell, 16 days old.

Smoking contest—Cigars donated by Patterson & Sons, Brantford—1st, 30 cigars; 2nd, 15 cigars; 3rd, 5 cigars—J. Booth, C. F. Kendall.

## WHY IT IS SO

A number of people have tried in a number of ways to account for the "Mooney" success for Perfection Cream Soda's great sweep of popularity.



ARE  
MADE  
RIGHT

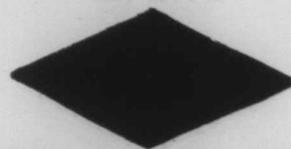
That accounts for it all.

Just dot the fact down in your diary and decide to get on the line with us.

We like to be asked questions.

THE Mooney  
Biscuit & Candy  
Company,  
LIMITED.  
Stratford, - Canada.

DIAMOND  
Brand



MAPLE SYRUP  
has that delicate flavor of New Sap  
Syrup direct from the bush. Try it.  
ALL JOBBERS  
Sugars Limited, Montreal

# W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

HIGH CLASS BISCUIT MAKERS

For Over Fifty Years.

OUR PRODUCTS rank high among the

BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

**BISCUITS IN HALF-POUND PACKETS.** (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

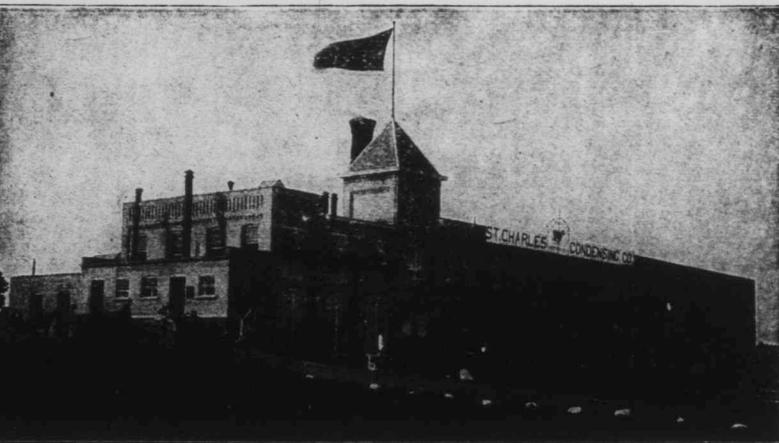
**OUR AGENTS** will be happy to send you samples with full particulars regarding prices, etc.

AGENTS:

**WILSON BROS.,**  
Wharf Street,  
VICTORIA, B.C.

**C. & J. JONES,**  
424-5 Union Bank Buildings,  
WINNIPEG.

**KENNETH H. MUNRO,**  
324 Coristine Buildings,  
MONTREAL.



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of  
GOLD MEDALS.

ST. CHARLES  
EVAPORATED CREAM

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

St. Charles Condensing Co.

A LINE THAT WILL PLEASE YOUR CUSTOMERS



**LAMONT, CORLISS & CO.,** Sole Importers  
27 COMMON ST., MONTREAL



PUT DOWN  
Shirriff's Extracts

on your order sheet and your clerks will be kept busy.

MANUFACTURED BY

**IMPERIAL EXTRACT CO.**  
TORONTO

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## FREIGHTS AND CHARTERS

**Water Still Low in Montreal Harbor—Export Shipping Trade is Brisk—A Good Deal of Wheat Going Abroad and Cheese in large demand also.**

There has been little improvement in the water situation in the port of Montreal. Since last report the water has fallen again, with more or less serious results to the shipping trade. There is no remedy apparent, however, so that shippers and shipping companies must perforce put up with the inconvenience.

Notwithstanding existing conditions, a good healthy trade is passing in general export lines. There has been a very good demand from the United Kingdom and foreign points for Canadian products generally, so that the export business is considered rather satisfactory than otherwise.

Cheese has been moving out in a most satisfactory manner, despite the high market prices at present demanded. The report issued by the Government for the fiscal year ending last June, gives some idea of the amount of cheese exported. This season's export business promises well also.

Butter has been in good request from the other side recently. While at times orders from England are light, yet on the whole very good business is done. Prices locally have been steadily advancing, resulting in a holding back tendency on the part of buyers across the water.

Meats and provisions generally are in fair to good demand, and some very good shipments have been made recently.

There has been very little activity in hay lately, few lots going forward. Grain has been a strong line, many of the out-going boats taking good-sized cargoes.

One boat bound for London and Antwerp last week carried over nine thousand cases of cereal foods.

Rates this week are not materially changed. A few small lines have been altered more or less, but this is all.

The Virginian, of the Allan Line, sailed for Liverpool with a general cargo August 31.

Among the other boats which cleared

the same day were the C.P.R. liner Montezuma, for Antwerp; the Turcoman for Bristol, Dominion Lane, and the Allan boat Pomeranian for London and Havre. All these vessels carried general cargoes.

### BORDEN'S CONDENSED NEWS.

J. Arthur Morgan, Hamilton, has joined the traveling staff of W. H. Dunn, Montreal. Mr. Morgan's headquarters will be in Toronto.

B. C. Many, of Borden's Condensed Milk Co., New York, is in Toronto superintending Borden's exhibit at the Canadian National Exhibition.

Jos. Irving, formerly traveler for W. H. Dunn, Montreal, has recently been transferred to the staff of Borden's Condensed Milk Co., and will take charge of the Canadian sales, under Mr. Dunn's supervision.

Mrs. Kerr, Buffalo, demonstrator for Borden's Condensed Milk Co., has charge of Borden's booth at the Canadian National Exhibition in Toronto.

S. F. Taylor, vice-president of Borden's Condensed Milk Co., New York, is expected in Montreal next week. After a short visit he will leave with W. H. Dunn for a fortnight's holidays at the Mastigoushe Fish and Game Club, St. Gabriel's, Que.

### SPRAGUE

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



### An Auto? No!

Peanut and Popcorn Seller.  
Catalog show'em \$8.50 to \$350.00. On easy terms.

**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati



Why do you buy imported

**Orange  
Marmalade  
or Jams**

when you can buy

**UPTON'S**

just as good, if not better,  
than most of the imported.  
**UPTON** is the old reliable  
and the oldest established  
Marmalade maker in Canada.

**EPPS'S** GRATEFUL  
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.  
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS

**COCOA**

Cultivate your Biscuit trade by ordering

**McLAUGHLAN'S**

**Cream Soda Biscuits**

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

AFTER  
SIXTY  
YEARS

A New  
Form of

**COX'S  
GELATINE**  
is



**COX'S  
INSTANT POWDERED  
GELATINE**

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

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

## ***You are as Sharp as the Next Grocer; What He Has Done You Can Do***

Only the other day one of my men came across a Grocer whose cigar business had made such strides that he had put it into a clerk's keeping—the young man to devote the best part of his time to cigar buying and cigar selling.

The Grocer himself knows no more about cigars than you do, but he knows enough to select brands like **Pebble** and **Pharaoh** and to put confidence in me to use him well.

Exchange cigar views with me and see if we cannot be instructive to each other.

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

## **Can Your "Smoker" Customers Speak Thus of You—**

- “ When I want good tobacco I know where to go for it.
- “ My grocer keeps **T. & B.**
- “ He told me I could always bank on his having a supply.
- “ I put confidence in him as a tobacco man because I have confidence in him as a grocer.
- “ Yes, come along till I get my package.”

**T. & B.** is manufactured and sold by

**THE GEO. E. TUCKETT & SON CO., LIMITED**

**Hamilton, - Canada**

**James B. Duke**  
**Interestin**  
**Beginni**

The head of tobacco trust, interesting person; his story to a interviewer, who

While he talks moved around in He is a tall, robbish hair, dark florid face. His as a farmer's. A with him says toxicating liquor "My father," wisest and best Until he was for lived in the co with the world, munity, but he made a fortune. land and with bought a farm. Civil War he ow acres, but nothing. While yet at a Methodist lived a consist despised secessi state into the re however, he bec the age of forty their relatives erate army.

"On the retire was captured by released. He wa and sent for me brother; Benja brother, and Ma I was nine year twelve. The w work. Mary wa ways regarded he the firm. She jw ed her share of the rest of us. toward home m Confederate note silver. He boug credit from my acres, his childr his half dollar h growing tobacco land near the ho have grown anyt

"Our crops at cured the tobacc which we had a color. I have o barn wasn't burr ed the tobacco sifted it and pu ber that it toof yard long and o bag, and that ea three pounds. W a tumbledown w bacco in Winter and others."

"But when did "I had an opp lege, but did no the age of eight to take me into ner, and he did s the property an making about \$7 up farming and factory in Durha

## TOBACCO AND CIGARS

**James B. Duke, Head of the So-Called American Tobacco Trust, Gives a Very Interesting Interview—He Tells the Story of His Life, His Humble Beginning and how He Fought His Way to Distinguished Success.**

The head of the so-called American tobacco trust, James B. Duke, is an interesting personality. He recently told his story to a New York Tribune interviewer, who recounted it as follows:

While he talked with me Mr. Duke moved around in his chair with energy. He is a tall, robust man, with thin, reddish hair, dark blue eyes and a smooth, florid face. His clothing was as plain as a farmer's. A person who is familiar with him says he never has tasted intoxicating liquor.

"My father," Mr. Duke said, "was the wisest and best man I have ever known. Until he was forty-five years old he had lived in the country, out of contact with the world, save in his narrow community, but he went into business and made a fortune. In his youth he rented land and with his meager savings bought a farm. At the opening of the Civil War he owned three hundred lean acres, but nothing else worth mentioning. While yet a boy he was converted at a Methodist revival, and ever after lived a consistent Christian life. He despised secession, but followed his state into the rebellion. After the war, however, he became a Republican. At the age of forty he sent his children to their relatives and joined the Confederate army.

"On the retreat from Richmond he was captured by the enemy, but soon released. He walked home, 135 miles, and sent for me, Brodie L., my half-brother; Benjamin Newton, my own brother, and Mary Elizabeth, my sister. I was nine years old and Mary was twelve. The whole family went to work. Mary was housekeeper. We always regarded her as being a member of the firm. She was consulted and received her share of the profits along with the rest of us. During his long tramp toward home my father traded a \$5 Confederate note for 50 cents in Yankee silver. He bought two blind mules on credit from my uncle. With his thin acres, his children, his blind mules and his half dollar he began the business of growing tobacco on little patches of land near the house. In fact, he couldn't have grown anything else.

"Our crops at first were small. We cured the tobacco in a log barn, under which we had a fire to give it the right color. I have often wondered why the barn wasn't burned down. We granulated the tobacco with a common flail, sifted it and put it in bags. I remember that it took a piece of muslin one yard long and one yard wide to make a bag, and that each bag contained thirty-three pounds. With the blind mules and a tumbledown wagon we peddled the tobacco in winter to country merchants and others."

"But when did you go to school?"  
"I had an opportunity to attend college, but did not accept it. Instead, at the age of eighteen, I asked my father to take me into his business as a partner, and he did so, giving me a sixth of the property and profits. He was then making about \$7,000 a year, had given up farming and had started a tobacco factory in Durham, N.C. He would have

been better pleased, however, if I had gone to school. While his own education had been neglected, under the pressure of circumstances, he believed in education for others. But while he desired to have me go to school he sympathized with my ambition to succeed in business. Our first factory in Durham was a wooden building 70 feet long, 40 feet wide and three storeys high. We employed fifteen hands, but it wasn't long before our buildings covered ten acres of ground."

"When did you come to New York?"  
"In 1883 I concluded that money could be made in cigarettes, and began to manufacture them in a small way. Our capital at that time was \$70,000, and the business was owned by my father, his three sons and a man in Richmond. I came to New York in 1884 to give the manufacture of cigarettes my personal attention. I realized that hand labor was too slow and costly, and that a machine would have to do the work. The other manufacturers laughed at me, and were free to predict that I would end in bankruptcy. I spent most of my time in experimenting with a crude machine which I had bought, but—"

"It was at this period, I suppose, that you moved out of a \$3 room and took one that was a dollar cheaper?"

"Yes, but I wasn't prompted to do so by avariciousness. I needed every cent I had for my business. I toiled all day at the factory, and at night took my cigarettes under my arm and urged them upon the retail dealers. Therefore, I didn't have much use for a room. No man ever worked harder or longer than I did between the years 1884 and 1890. I am glad to say that my labor was reasonably successful. I became acquainted with a broker in lead tobacco,

# SWEET CAPORAL



# CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all leading Wholesale Houses.

### CLAY PIPES

None equal. Insist upon McDougall's  
There is a difference.

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

### IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and  
Smokers' Sundries from

**JOS. COTE**

Importer of Pipes, Havana Cigars,  
Wholesale Tobacconist

186-188 St. Paul St.

**QUEBEC**

Don't forget that this firm is the leader for  
Leaf Tobacco in Canada.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

a shrewd but eccentric man, and he loaned me \$40,000. No one else in New York would have loaned me forty thousand cents. But he had faith in my plans and confidence in me and I got the money. I was a heavy borrower in those days, but my plans were laid in prudence and my maturing obligations were invariably protected. I managed the business in Durham as well as here. In 1890 we sold everything we had to the company of which I am now president. We received \$7,500,000 in securities. The business we turned over to the new company returned a profit of \$1,400,000 the first year."

"The market value of the shares and bonds of your company is \$400,000,000. Have you that much visible property?"

"No. Factories are a small part of the tobacco business—you can build them any time—but brands, or trade names, are everything. It takes years and barrels of money to establish a brand of tobacco and make it profitable to the manufacturer. We have one brand of smoking tobacco which nets us two millions a year. I wouldn't sell the simple right we have in its name for \$15,000,000 cash in hand. Moreover, we always have a new brand coming on. We are now sending out our best known smoking tobacco under two names—its old one and a new one. We are pushing the new brand as hard as we can, advertising it extensively and giving away samples, but after a long effort we are selling only four hundred pounds a day and losing a dollar a pound at that. We lost a million and a half a year for four years fighting the men who produced the best plug tobacco in the world. They had a safe and highly successful business, and it would have taken us ten years to make our brand profitable; even then they would have had their own brand and process and only the worst possible management could have injured them. But they became frightened and sold out."

"A case of pure nerve on your part?"

"And money. Nerve is all right, but it is not effective unless fortified with money. Nerve with an empty pocket-book is merely bluff, and bluff is the common refuge for cowardice and impetuosity."

"How do you advertise?"

"In every way known to modern business. We have college fraternity men, for instance, selling cigarettes. Every male immigrant who lands at Ellis Is-

land has a package of smoking tobacco put into his hand. He sees the name and remembers it, and when he goes to Texas or Alaska carries the memory with him."

"How many persons do you employ?"

"Eighty-two thousand. Our sales amount to \$175,000,000 a year. We have between three hundred and four hundred retail stores in this country."

"What have you to say about the so-called trusts?"

"Combinations of all kinds should serve the public thoroughly well at only a fair profit and keep on improving the quality of their products. The men at the head of the steel trust could have good times permanently if, contrary to Andrew Carnegie's prince and pauper theory, they fixed a reasonable standard of profit and stuck to it. When a buyer is loaded up with the things he deals in he quits purchasing. Neither has the sugar trust perceived this incontrovertible business truth. On the other hand, the Standard Oil Company is managed with consummate sagacity—it knows the plain rules of trade. Several years ago I laid down the principle that our customers should be taught to buy frequently and no more at a time than was needed. Under this practice the dealer, we find, is easy in his mind, his capital is continuously employed, maturing obligations give him no concern and our surplus stock is in our own warehouses and not scattered all over the country. Business men should work together in maintaining prosperous conditions. A dollar in hand doesn't make up for the certain loss of \$10 in the future. There is no sense in selling a dealer more than he can use—you do him no good and you bring a period of stagnation to the market so far as he is concerned."

"Another folly is the payment of dividends overhastily. When my four partners and I were making \$200,000 a year in our business we each drew \$166.66 a month and no more—I saw to that. There were complaints and on one occasion a threat. 'You own only one-fifth of the concern,' my partners said. 'We shall vote a dividend over your head. We have families and must live.' 'If you do,' I replied, 'I quit.' The dividend wasn't authorized and the money which would have been necessary had it been voted was employed to extend our business."

"Can a man earn a fortune?"

"Not on a salary nor by the sweat of his brow. Necessarily, one must be

economical and self-denying until he has capital with which to begin business. Thousands of men are doing well, but they spend every cent they earn. Having obtained a little capital by industry and frugality, the man who wants a fortune must see some need of the public and then pitch in and supply it, no matter what it costs."

#### HARD FOR AN OLD FELLOW.

"Medicine won't help you any," the doctor told his patient, according to Everybody's Magazine. "What you need is a complete change of living. Get away to some quiet country place for a month. Go to bed early, eat more roast beef, drink plenty of good, rich milk, and smoke just one cigar a day."

A month later the patient walked into the doctor's office. He looked like a new man, and the doctor told him so.

"Yes, doctor, your advice certainly did the business. I went to bed early and did all the other things you told me. But, say, doctor, that one cigar a day almost killed me at first. It's no joke starting in to smoke at my time of life."

#### GROCERS THANK THE RAILWAY.

At the recent Hamilton grocers' picnic to Niagara Falls the statement was made that the transportation arrangements provided by the Grand Trunk Railway had never been excelled. This opinion was pretty generally expressed among the grocers and it was agreed that some recognition should be made to the company. Accordingly A. G. Bain, chairman of the picnic committee, has forwarded to Charles E. Morgan, the local ticket agent, the following letter:

"As chairman of the retail grocers' picnic committee I wish to personally thank you and the other officers of the Grand Trunk Railway Company for the splendid service, the good coaches and the many personal attentions extended, which added much towards making this the largest and most successful of any excursion held by us."

S. C. Bartlett, St. Mary's, Ont., manager of F. W. Hutton's grocery department, spent last week in Toronto visiting the exhibition and the trade and gathering ideas for the betterment of his fine grocery trade.

## We Want to Hear From You!

You should carry our

### MOGEN-MOGEN and ROYAL SPORT

5-Cent Cigars

10-Cent Cigars

If you do not, let us know about it—we will do the rest.

The **SHERBROOKE CIGAR CO.**  
SHERBROOKE, P.Q.

## GROC

### Death of John A.

John A. Bryson, died suddenly last week at his Summer cottage. He was highly esteemed both at home and abroad. His death came as a great loss to the community.

Feeling somewhat unwell on Monday of last week, he went to his family residence at King Street West. He was found lying on the floor in the evening he took ill. He came so deep sea that he arrived that all evening he took ill. His body was removed to the funeral home on this week, from Cooper street, to

In Ottawa there is a fraternity of grocers, and they feel they have met by the death of an ideal business manager. The grocers' picnic are heard of. Bryson was a man who had ideas that were always master of detail and his system was unique. If he could explain to others of his mottoes it would be a pleasure for him.

Among travelers it is felt. He was a moderate, and for to tell the truth he bought so and so on that it must be so.

His business consisted of employing, and they had to change their loss of so on. The funeral was held at the city's bus depot, and the attendance of citizens was large.

Mr. Bryson had two children, the old and the new. The children who knew the father in their better days.

President Foran of the Grocers' Association, has been in the city for a few days. Wm. R. Finney is the secretary.

John Everret, of Christie Street, was the grocer last week.

An agitation is being shortening the hours of business, the Cleverly is the principal instrument, their presence every night at the Christmas Holiday, although they propose to question will be the next regular meeting.

## GROCERY TRADE IN OTTAWA

Death of John A. Bryson—Question of Early Closing the Year Round Being Agitated by the Clerks' Association—Personal Notes.

John A. Bryson, Ottawa's leading grocer, died suddenly of pneumonia, at his Summer cottage, Kingsmere, Que. He was highly respected and greatly esteemed both in business and social life. His death came as a shock to all.

Feeling somewhat run down, but at work Monday of last week, he left to bring his family from their Summer residence at Kingsmere, which he proposed doing on the day following. That evening he took ill, and the disease became so deep seated before medical aid arrived that all efforts to save him were unavailing, and he died Friday noon. His body was removed to the city and the funeral took place on Monday of this week, from his late residence, Cooper street, to Beechwood Cemetery.

In Ottawa there has been somewhat of a fraternity among members of the grocery trade, and the members of it feel they have met with a personal loss by the death of one who was such an ideal business man. Expressions of regret are heard on every hand. John Bryson was a most successful grocer, one who had ideas of his own and ideas that were always good. He was a master of detail in every particular, and his system of doing business was unique. If he could be of service in explaining to others for their benefit some of his mottoes it was always a pleasure for him.

Among travelers his loss will be keenly felt. He was always kind and considerate, and for a salesman to be able to tell the trade that John Bryson bought so and so was sufficient warrant that it must be right.

His business staff was a large one, consisting of about 20 or more employes, and they feel very much the sudden change that has taken place by their loss of so considerate an employer. The funeral was a very large one. Most of the city's business houses were represented, and there was a large attendance of citizens in all walks of life.

Mr. Bryson left a wife and three children, the oldest a girl of ten, and two boys. The sympathy of all those who knew the deceased goes out to them in their bereavement.

President Ford, of the Grocers' Association, has left for Old Orchard Beach for a few days.

Wm. R. Finney spent last week in Toronto.

John Everret, the veteran salesman of Christie Brown, called on Ottawa grocers last week.

An agitation in favor of still further shortening the hours of doing business is being pressed among all lines of business, the Clerks' Association being the principal instigators of the movement, their proposal being to close every night at 6 p.m., Saturdays included, during the year, excepting at Christmas Holidays. The Grocers' Association are not in favor of this altogether, although willing to close at 6 p.m. every day but Saturday, which they propose to shorten to 9 p.m. The question will be threshed out at the next regular meeting on the 12th inst.,

and if carried arrangements will be made for petitioning council for a change in the present early closing by-law.

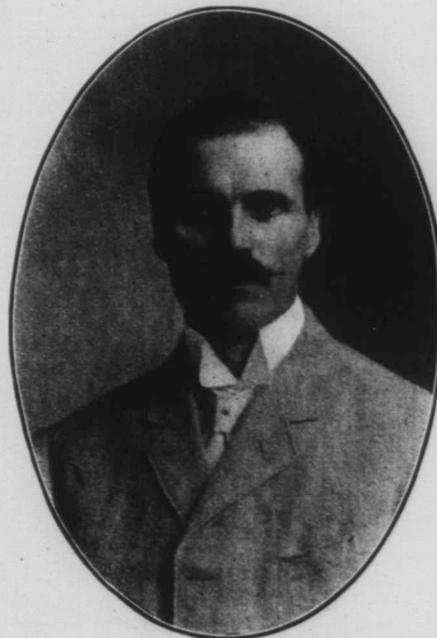
Trade is brightening up considerably owing to many families returning to the city. Every year it is becoming more noticeable that people are taking to the country more, so that business suffers very much during July and August.

Ottawa's Exhibition will be held immediately after the close of the Toronto Fair, and it promises to eclipse all previous years.

## NEW MAN IN WHOLESALERS.

James Langskill, President of Weite & Co. Ltd.—A Progressive firm.

Born a Scotchman, reared a grocer, now president of an important wholesale fruit and provision house. That is the history of James Langskill, and he is still a young man. Mr. Langskill has



James Langskill, President of White & Co., Toronto

been in business in Toronto fifteen years and his present position as president of White & Co., Ltd., bespeaks his success. He was elected to the position at the first of the year, has since disposed of his fine grocery store and with the first of this month assumed actively his duties in connection with the fruit and provision company. These will be to aid W. H. Despard, manager and secretary-treasurer, whose duties have become too heavy for one pair of shoulders.

White & Co. have been established 12 years and the business has experienced phenomenal growth. Mr. Despard has been with the firm from the start and has the fruit business at his fingers' ends. The firm claim they are the largest in their line in Canada, employing in Toronto 52 men, and besides there

is the Hamilton branch established a year ago under the direction of Fred Anderson. The produce department, under C. R. Lucas, is a rapidly increasing proposition and ranks now as one of the largest handlers of produce in Ontario.

## TO END GROCERY EVIL.

The National Wholesale Grocers' Association to put an end to the evil resulting from the subsidizing of jobbers' salesmen by manufacturers, it has been learned, says the New York Commercial, is still being pushed with vigor. Many well known manufacturers, it is said on good authority, have endorsed the action of the National Association and are working with the association to end the abuse.

It is rumored in grocery trade circles that the agitation against the practice has brought the situation up to the point where the manufacturers are considering the matter of signing an agreement under cash penalty for infringement to discontinue the "extra inducement to salesmen" plan objected to by the jobbers.

L. Schepp, of L. Schepp & Co., importers and manufacturers of coconut products, condemning the practice and including under the same head all prize schemes, said: "Where the scheme or prize package system is in vogue it is not safe to eat, drink or take medicine without endangering the health or suffering the evil effects of this most damaging and corrupting method of doing business. No first-class grocer should encourage scheme or prize-package methods of conducting business in food products for the following reasons:

"First.—Because these methods tend to reduce the quality of food products, encourage adulteration, and thereby endanger the health of the people.

"Second.—It leads to demoralization and corruption in business. No scheme, present or bribe should influence the grocer in the selection of his goods, for his customers rely upon him to see that they get wholesome and pure food.

"No manufacturer should have influence by scheme, present or bribe, over the grocers' salesmen or clerks, as to whose goods they should recommend or sell in preference. The grocer should be the only authority from whom the clerk or salesman should receive orders or directions in anything pertaining to his (the grocer's) business.

"Third.—All first-class salesmen or clerks will understand that it is no compliment to them to be approached by a manufacturer with a bribe or a present. These arguments against the evils I have mentioned are approved and endorsed by all first-class grocers."

## BOARD OF TRADE OFFICERS.

The new board of trade of Rapid City, Man., has elected the following officers: President, G. L. Stone; vice-president, J. G. Hindson; secretary-treasurer, A. J. LePage; council, S. L. Head, A. Carss, H. C. Clay, C. M. Beattie, G. J. Hunter, D. McNaught, G. B. Ross and A. F. LePage. Committees: Railway, S. L. Head, G. B. Ross, T. J. Butchart; telephone, telegraph and post office, H. C. Clay, E. C. G. Jackson, H. Lockhart; publicity, D. McNaught, J. G. Hindson, H. C. Clay; local improvement, G. J. Hunter, A. F. Gledhill and A. F. LePage.



# QUOTATIONS FOR PROPRIETARY ARTICLES

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

Sept. 6, 1906.

## Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$3 40
" 10, in 4 doz. boxes.....	3 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 65
Found tins, 2 doz. in case.....	3 00
12-oz. tins, 1 ".....	3 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

## IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	8-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

## OCEAN MILLS.

Ocean Baking Powder,	Per doz.
1 lb., 4 doz.....	\$0 45
" 1 lb., 5 doz.....	0 90
" 1 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case ..	0 78

Freight paid 5 p.c. 10 days.

## MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
4 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
4 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	7 30
1 ".....	5 lb.	14 00

Per case \$4 55



## ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime.....	\$0 95
1 lb.....	1 40
6 oz.....	1 95
1 lb.....	2 55
12 oz.....	3 85
1 lb.....	4 90
3 lb.....	13 60
5 lb.....	22 35

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

## CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime.....	\$0 93
1 lb.....	1 33
6 oz.....	1 90
1 lb.....	2 45
12 oz.....	3 70
1 lb.....	4 65
3 lb.....	13 20
5 lb.....	21 65

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

## T. KINNEAR & CO.

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

## Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-lb. lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	3 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	1 35
according to size.....	0 08 0 10

## Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz. or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1-gro. boxes, \$10.20	
per gross.	

## JAMES' DOME BLACK LEAD.

	Per gross.
5a size.....	\$2 40
2a size.....	2 50

AMERICAN PURE FOOD COMPANY.

## Borax "Queen."

40-oz. case, 4 doz.....	0 40
8-oz. " 4 ".....	0 50

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

## Cereals.

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



## PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36 1/2's.....	\$4 40
5-case lots, 4 30	
Canada Flakes, "Jumbo" case, 24 25's.....	4 90
Canada Flakes, "Jumbo" 5-case lots, 4 80	

Freight prepaid.

## Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb., per doz.....	\$2 40
" 1 lb., ".....	1 20
" 10c. size ".....	0 90
" 5-lb. tins per lb.....	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb.....	0 20
" No. 2, 5 and 10-lb. tins, ".....	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	1 25
Parisian 8s per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 8's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" 1/4's, ".....	0 30
Flat cakes per lb.....	0 30

1/2-lb. tins for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., per doz.....	0 91
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box.....	1 87
" 6 in box, per doz. boxes.....	2 25

Chocolate ginger, per lb.....	0 30
" 1 lbs., per doz.....	2 25
Crystallized " 1/2's, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

## FRY'S.

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

## Cocoa—

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

## EPF'S.

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

## BENSOP'S COCOA

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

## JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.



Elite, 1/2's.....	\$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" 1/4's.....	0 35
" No. 1 chocolate, 1/2's.....	0 30
" Navy ".....	0 27
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's and 6's.....	0 23
" Conf. tionery chocolate, 2 1/2's to 0 31	
" Sweet chocolate liquors, 20c. to 0 34	

## WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

Per lb.

Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes.....	0 33
Caracacas sweet chocolate, 6-lb. boxes.....	0 37
Caracacas tablets, 100 bundles, tied 5's, per box.....	3 00
Soluble chocolate (hot or cold soda) 1 lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56
The above quotations are f.o.b. Montreal.	

## WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

## Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	

## Premium chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs., 30c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs., 30c.	

## Milk chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs., 28c.	
100 2-cent pieces in box, each.....	\$1.25

## Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1.25
6-lb. bxs., 12 bxs. in case, 1-lb. tins, 25c.	
6-lb. bxs., 12 bxs. in case, 1-lb. tins, 25c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs., 25c.	

## Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1-lb. pkgs., 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs., 22c.	
6-lb. " 12 " ".....	22c.

## Gold Medal chocolate powder—

5 lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

## XXXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins case.....	25c.

## TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " (20).....	2 42

## Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.).....	\$8 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream.....	4 75	1 20
hotel size.....	4 90	2 45



## TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60



## Coffees.

JAMES TURNER & CO.

Mocha.....	\$0 22
Damascus.....	0 28
Calro.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12

E. D. MAROKAU, Montreal.

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27
" Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 30
Madam Huot's coffee, 1-lb. tins.....	0 22
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec. Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

S. H. & A. S. SWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....	33



## To Maintain a Standard

It costs us more every year to make RISING SUN Stove Polish and SUN PASTE Stove Polish up to "Morse Brothers' Standard." Our increasing sales enable us to maintain the standard without raising the price. We are constantly improving our facilities for the manufacture of our goods on a

larger and larger scale and we never allow anything but the best materials to be used in our processes. That is why our goods please the trade and consumer. RISING SUN and SUN PASTE are right every time you sell them.

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

## TRADE WINNERS TRADE BUILDERS

**EAGLE**  
Brand Condensed  
**MILK**



## BORDEN'S

Made With Scrupulous Care for Those Who Demand the BEST.

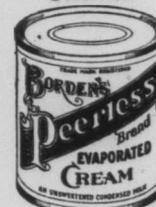
**SUPREME FOR PURITY**  
**BORDEN'S CONDENSED MILK CO.**

Est. 1857

"LEADER OF QUALITY"

New York.

**PEERLESS**  
Brand Evaporated  
**CREAM**



(UNSWEETENED)

## EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

**THOS. BOYD & CO.,**  
28 KING ST., - LIVERPOOL,  
are open to receive all kinds of CANADIAN  
PRODUCE. Highest references. Wide  
connections. A. B. C. 4th and 5th ed.,  
Western Union and Libber's Codes. T. A.  
"Boyd."

This space \$15.00 per year.

**HENRY COLBECK**  
NEWCASTLE-UPON-TYNE.  
invites consignments of green and dried  
fruits. Newcastle is the centre of one of the  
largest mining and industrial districts in the  
United Kingdom, with a population of up-  
wards of 2,000,000 within a 20-mile radius.

**A. C. DOUGHTY & CO.**  
Head Office, 39 Eastcheap, LONDON.  
PROVISION IMPORTERS  
Invite consignments of Bacon, Hams,  
Butter, Cheese and Poultry. Telegraphic  
Address: Avouching, LONDON. Codes:  
A. B. C. 4th and 5th editions, A1, Western  
Union. Highest References.

**James Methven, Son & Co.,** St George's House,  
EASTCHEAP, LONDON, ENG  
Large connection amongst best Wholesale Grocers and Bakers in Great Britain  
We also ship several British lines to United States and Canada.

CORRESPONDENCE INVITED.

LONDON is the CAPITAL  
of the BRITISH EMPIRE, and will  
take any worthy productions of her chil-  
dren across the seas.  
**JAMES EVERETT & CO.,** Grocers' Agents,  
28 Gt. Tower St., LONDON, E.C., ENG.  
do business with all the best buyers. Send  
them something to sell.

**J. H. GAITSKELL & CO.**  
PROVISION MERCHANTS, LIVERPOOL,  
invite consignments of Spare Ribs, Hocks,  
Tongues, etc. Splendid outlet for all kinds  
of pickled meats. Best prices—prompt  
returns. Write us. Established 1883.

This space \$15.00 per year.

**W. C. GREGSON & CO.,**  
PROVISIONS POULTRY  
CEREALS  
LIVERPOOL, Produce Exchange Bldg.

**GEORGE LITTLE LIMITED**  
Canadian Produce Importers,  
MANCHESTER.  
BUTTER, CHEESE, EGGS, BACON, APPLES,  
POULTRY.

**JAMES MARSHALL**  
ABERDEEN, SCOTLAND,  
invites consignments of Canadian Pro-  
duce, gives personal attention to hand-  
ling of same, and guarantees prompt re-  
turns. Reference—Clydesdale Bank,  
Aberdeen. Codes—A. B. C. 4th and 5th Eds.

**OSWALD MURRAY & CO**  
Merchants and Manufacturers' Agents,  
53 Gracechurch Street, London, England.  
Are open for Agencies for Canadian pro-  
duce (fruits, pulps, &c.) such as are used by  
Confectioners and Jelly makers, and are in  
touch with all these firms in the United  
Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"  
**HERMAN RAPP & CO.**  
Provision Merchants.  
19 MATHEW STREET, LIVERPOOL.  
Liberal advances on consignments.

**P. & F. Vincentelli** Makers and Exporters of Candied Peels.  
Daily capacity of our plant: ten thousand lbs  
Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.  
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports  
and valuations made on fresh or canned fruits, fish, pork and beef meats.  
Best attendance on consignments. HIGHEST BANK REFERENCES

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

This space \$15.00 per year.

**GEO. RAMSAY WARD,**  
53 Limes Grove, Lewisham, England,  
Solicits representation of Canadian shippers  
of Hams, Cheeses and Canned Goods to  
canvass for orders from large English whole-  
sale buyers. Extensive connection. High-  
est references and security.

**HAMILTON WICKES & CO.,**  
Canned Goods Brokers, EASTCHEAP, LON-  
DON, and VICTORIA STREET, LIVERPOOL.  
Reports and valuations made on Canned  
Meats, Fish, Fruit and Vegetables. Consig-  
nments handled. Correspondence solicited.

**RECKITT'S BLUE and ZEBRA PASTE** } Always give your  
Customers Satisfaction.



**Coupon Book**  
For sale in Canada by  
Limited, Toronto.  
Filis, Montreal.  
\$1, \$2, \$3, \$5, \$10 a

In lots of less than  
books, 1 kind assort  
100 to 500 books .....  
100 to 1,000 books .....

**Allison's Coupon**  
\$1 00 to \$3 00 books .....  
5 00 books .....  
10 00 " .....  
15 00 " .....  
20 00 " .....  
25 00 " .....  
30 00 " .....  
50 00 " .....



The Davidson & H

Wilson's  
50 10c. per  
three boxes

**Bode's Brands of**  
RETAIL PR

Bode's Mental "P"  
5 cent 1 kgs. to the bu  
Bode's Crushed Fru t  
pkgs. to the box....  
Bode's Peps'n Gum, 23  
the box.....  
Bode's Chulets in 3 lb.  
tied 200 to the pound  
Bode's Chulets, 60 5-cg  
cartoon.....

Standard

RISING SUN  
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Canadian shippers  
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connection. High-  
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KES & CO.,

EASTCHEAP, LON.  
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made in Canned  
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of Candied Peels.  
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Satisfaction.

# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



## BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

**ONCE USED ALWAYS USED**

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

**WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.**

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

Un- Covers and num Coupons bered. numbered

**Allison's Coupon Pass Book.**

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

**Cleaner.**

4-oz. cans	\$ 0 80
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

**Bode's Brands of Chewing Gum.**  
RETAIL PRICE LIST.

Bode's Menthal "Pepsin" Gum, 40 5-cent pkgs. to the box	\$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon	10

**Infants' Food.**

Robinson's patent barley 1-lb. tins	25
" " " 1-lb. tins	25
" " " 1-lb. tins	1 95
" " " 1-lb. tins	2 25

**Jams and Jellies.**  
SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55 1 90
Red currant jelly	2 75

**T. UPTON & CO.**

**Compound Fruit Jams—**

12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	0 06 1/2

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07 1/2
7 and 14-lb. wood pails, 5 pails in crate	per lb. 0 07
30-lb. wood pails	0 06 1/2

**Home Made Jams—absolutely pure—**

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

**Lard.**  
THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 08 1/2
1-bbls.	0 20 1/2
Tubs	0 09 1/2
Cases, 3-lb. tins	0 09 1/2
" 5-lb. "	0 09 1/2
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73
Wood net, tin gross weight.	

**Licorice.**  
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 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

**Lye (Concentrated).**  
GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**  
Wetthey's condensed, per gross net ... \$12 00  
per case of doz. net ..... 3 00

**Mustard.**  
COLMAN'S OR KEEN'S.

D.H.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 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

**E. D. MARCHEAU, Montreal.**

**"Condor," 12-lb. boxes—**

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 33 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

**Old Crow," 12-lb. boxes—**

1-lb. tins	per lb. 25
1-lb. tins	0 23
1-lb. tins	0 22 1/2
1-lb. jars	per jar 0 70
1-lb. jars	0 25

**Orange Marmalade.**  
T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case, per doz. 1 75

**Saratoga Chips.**  
MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	\$7 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" " 1/2 bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

**Sauces.**  
Worcestershire, Holbrook's, small, per doz. \$2 15  
Worcestershire, Holbrook's, large, per doz. 3 00  
Less than case lots, 10c. and 15c. doz. extra

**Soda.**  
COW BRAND.

**DWIGHT'S RAKING SODA**

Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1/2-lb. (containing 120 pkgs. per box, \$3 00.  
Case of 1-lb. and 1/2-lb. (containing 30 pkgs. per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs. per box, \$3 00.

**MAGIC BRAND.**

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1/2-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 3, " 60 1/2-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**Soap and Washing Powders**  
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" " black	15 30
Oricle soap	19 30
Gloriola soap	12 00
Straw hat polish	10 30

# FIRST AT THE TEA TABLE!

"The best of all good company" is a good cup of Tea. The best of all good Tea is a cup of **WOOD'S**



## "PRIMROSE"

rightly brewed and rightly served. In many "inner circles" it is regarded as the finest summer "soft drink" ever invented.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

**Starch.**

EDWARDSBURG STARCH CO., LIMITED.

**Laundry Starches—** per lb.

No. 1 White or blue, 4-lb. cartons	\$ 0 05½
No. 1 " " 3-lb. " "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 08½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel	per box 1 25 to 2 50

**Culinary Starch—**

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

**Rice Starch—**

Edwardsburg No. 1 white, 1-lb. car.	0 10
-------------------------------------	------

AMERICAN PURE FOOD COMPANY.

**Japanese Starch.** Case

1 case, 5 doz.	\$5 00
5 " " 5 " "	4 85

Lot 5 cases, freight paid.

**CORN STARCH "ROYALTY."**

12-oz. case, 4 doz.	0 50
---------------------	------

Lot 10 cases, freight paid.

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Flint Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

**Lily White Gloss—**

1 lb. fancy cartons, cases 30 lb.	0 07½
6-lb. tin trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb.	\$0 07½
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**Canadian Electric Starch—**

Boxes of 40 fancy pkgs., per case	2 50
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**Celluloid Starch—**

Boxes of 45 cartons, per case	3 50
-------------------------------	------

**Culinary Starches—**

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
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

**SAN TOY STARCH.**

pkgs, cases 5 doz., per case	4 75
------------------------------	------

**ST. LAWRENCE STARCH CO., LIMITED.**  
Ontario and Quebec.

**Culinary Starches—**

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05½

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" " 3-lb. cartons, 36 lb.	0 05½
" " 200-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb.	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb. kegs.	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

**OCEAN MILLS.**

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

**J. & J. COLMAN'S, LIMITED.**

**Rice Starch—**

Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	

**In Pictorial Cardboard Boxes—**

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
1 lb. gross weight	9c.
1 lb. gross weight	10c.

**Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.**

1 lb. gross weight	9½c.
--------------------	------

**Stove Polish**

For durability and for cheapness this preparation is truly unrivalled.

**Per gross.**

Rising Sun, 6-oz. cakes, 4-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00

**Syrup.**

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " " " " " "	2 35
10 " " " " " "	2 35
20 " " " " " "	2 10

(10 and 20 lb. tins have wire handles.)

**SMALL'S BRAND—Standard.**

5 gal. tins, per can.	4 40
1 " " " " " "	4 90
" " " " " "	5 45
" " " " " "	5 70

**Teas.**

**SALADA CEYLON.**

Wholesale. Retail	
Brown Label, 1's	\$0 20 \$0 25
" " 1's	0 21 0 25
Green Label, 1's and ½'s	0 22 0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30 0 40
Red Label, 1's and ½'s	0 35 0 50
Gold Label, ½'s	0 44 0 60

**LUDELLA CEYLON, 1's AND ½'S PKGS.**

Blue Label, 1's	\$0 18½ \$0 25
Blue Label, ½'s	0 19 0 25
Orange Label, 1's and ½'s	0 21 0 30
Brown Label, 1's and ½'s	0 23 0 40
Brown Label, ½'s	0 30 0 40
Green Label, 1's and ½'s	0 35 0 50
Red Label, ½'s	0 40 0 60

**MOTHER'S FAVORITE MELAGAMA TEA.**

put up in 30, 60 and 100 lb. boxes.

Wholesale Retail	
Black, green, mixed, 1 lb.	0 18 0 25
" " 1 lb.	0 19 0 25
" " 1 lbs. & ½'s.	0 20 0 30
" " 1 lbs. & ½'s.	0 23 0 40
" " 1 lb. & ½'s.	0 35 0 50
" " 1 lb. & ½'s.	0 40 0 60

3 p.c. off 30 days or 3 months.

**Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.**

Black Label, 1-lb., retail at 25c.	\$0 19
" " ½-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 23
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 43
Gold Label, " 8½c.	0 55

**Head Office, St. John, N.B. Toronto Office, 3 Wellington E.**

Wholesale. Retail.	
Brown Label, 1's and ½'s	0 20 0 25
Crimson " 1's and ½'s	0 22 0 30
Green " 1's and ½'s	0 25 0 35
Blue " 1's, ½'s, ¼'s	0 30 0 40
Bronze " 1's, ½'s	0 36 0 50
Gold " 1's, ½'s	0 44 0 60

All grades, either black, green or mixed.

**BLUE RIBBON TEA CO., TORONTO**

Wholesale. Retail.	
Yellow Label, 1's and ½'s	0 20 0 25
Green Label, 1's and ½'s	0 22 0 30
Blue Label, 1's and ½'s	0 25 0 35
Red Label, 1's, ½'s and ¼'s	0 30 0 40
White Label, 1's, ½'s and ¼'s	0 35 0 50
Gold Label, 1's and ½'s	0 42 0 60
Purple Label, ½'s and ¼'s	0 55 0 80
Embossed, ½'s and ¼'s	0 70 1 00

**Wholesale. Retail**

Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 30 1-lb.	0 35
" " 120 1-lb.	0 35

**"CROWN" BRAND**

Wholesale. Retail	
Red Label, 1-lb. and ½'s	\$0 35 \$0 50
Blue Label, 1-lb. and ½'s	0 38 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, ½'s	0 30 0 35
Japan, 1's	0 19 0 25

E. D. MARCEAU, Montreal.

**Japan Teas—**

"Condor" I 40-lb. boxes	\$....
" " II 40-lb. boxes	....
" " III 80-lb. boxes	....
EMD AAA Japan, 40 lb "	at.....
" " AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" " V 80-lb. "	....
" " XXXX 80-lb. boxes	....
" " XXXX 30-lb. "	....
" " XXX 80-lb. "	....
" " XXX 30-lb. "	....
" " XX 80-lb. "	....
" " XX 30-lb. "	....
LX 60-lb. per case, lead 0 27½	packets (25 1's and 70 ½'s)

**Condor" Ceylon black tea in lead packets**

Green Label, ½'s and ¼'s	0 27½ at 0
60-lb. cases	retail
Grey Label, ½'s and ¼'s	at.....
60-lb. cases	retail 0 30 at 0 23
Yellow Label, ½'s and ¼'s	retail 0 35 at 0 35
60-lb. cases	retail 0 40 at 0 30
Blue Label, ½'s and ¼'s	retail 0 50 at 0 34
50-lb. cases	retail
White Label, ½'s and ¼'s	retail at 0 40

**Black Teas—"Old Crow" blend—**

Bronzed tins of 10, 25, 50 and 90-lb.	
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17½

**Tobacco**

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 4s, 6s and 12s	\$0 45
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 45
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 8s. and 13s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

**Vinegars.**

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	\$0 32½
Condor, pure distilled	0 27½
Old Crow	0 33½

Special prices to buyers of large quantities!

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz. in case	1 10



# AN OPPORTUNITY

IN

# DECORATED VASE :: :: LAMPS

We make Lamps and our factory is the only one in Canada. Every now and then we get a few lamps out of a kiln lot which are not quite up to our standard of quality. You would perhaps never detect the fault, but we will not send them out as regular goods. We have made up several assortments of stock on hand and the opportunity is yours while they last.

Job Lot No. 1 — 6 Deco Vase Lamps, complete, for \$ 5.00

Job Lot No. 2 — 9 Deco Vase Lamps, complete, for 6.00

Job Lot No. 3 — 16 Deco Vase Lamps, complete, for 16.00

## GOWANS, KENT & CO.

LIMITED  
Grocery and Glassware, Importers and Mfrs.

TORONTO

We want you to sell

# WETHEY'S Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

## J. H. WETHEY,

LIMITED

ST. CATHARINES, - - CANADA

# C. & B.

## Crosse & Blackwell's Marmalade

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

## Crosse & Blackwell's Fresh Fruit Jams

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

Agents :

# C. E. COLSON & SON

10 St. John St., MONTREAL

Features

# THE CA A W

VOL. XX.

# K

# Ox

Frank N

PUT

2-lb. tins—cases  
5 " " " "  
10 " " " "  
20 " " " "

Freight paid on  
stations east of N

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TORONTO, Ont.