

# CANADIAN GROCER

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

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 10, 1909.

NO. 37.



The Easiest Seller in Blue

## Keen's Oxford Blue

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

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

Anything that tends to make your customers' housework a  
pleasure, deserves your consideration and support.

Ordinarily the question of STARCH is a serious one with  
the housekeeper, but

Edwardsburg's "PREPARED" Corn for cooking purposes and  
Edwardsburg "SILVER GLOSS" Starch for the laundry,  
make it easy for all these labors.

*It Pays to Sell Only the Best.*

**EDWARDSBURG STARCH CO.**

ESTABLISHED 1858

LIMITED

53 Front St. E., TORONTO, Ont.

Works: CARDINAL, Ont.

St. James Street, MONTREAL, P.Q.

In a Special Report to

## President Roosevelt

Prof. F. E. Jaffa, of the California University, writes:

Ten cents worth of peanuts contains more than twice the protein and six times the amount of energy contained in a porter-house steak.

## The German Emperor

declares as a result of extensive experimentation, that as an army food peanuts are far superior to beans, being more sustaining and richer in oil fat.

## Hermann Senn

the great European authority on the art of cooking, declares that the trend of modern cookery of the highest class is in the direction of simple and natural food, and proceeds to say: "For men and women following sedentary occupations or who do manual labor, nut foods deserve first place in the list of desirable, palatable, nutritious fare." Here is where IMPERIAL PEANUT BUTTER scores.

## John D. Rockefeller

says:—"Do you know that I recently read an article by a well-known scientific man to the effect that Cheese is an excellent article of diet. I wish I had read that article a long time ago. I had been afraid that Cheese had a tendency to produce indigestion and for that reason I never touched it. Now I find its effects are directly contrary and I eat a great deal of it and find it agrees with me. Take my advice, eat Cheese, eat slowly, and have out-door exercise, and you will enjoy good health."

## MacLaren's Imperial Cheese

is a perfect cheese and a perfect food.

## Imperial Dessert Jelly

due to its absolute purity, can be eaten and enjoyed by invalids and children, while common Jelly Powders and Gelatines are condemned by the Medical Profession, and Imperial Dessert Jelly because it is pure and wholesome, is in constant use in many of the large hospitals throughout the country. The leading Hotels and high-class Restaurants serve Imperial Dessert Jelly because no chef can make a better jelly.

Ask Your Wholesale Grocer for Them.

If he cannot supply you, write us, and we will forward you samples, giving you particulars, and see you are well supplied.

Manufactured and guaranteed pure by

**MacLAREN IMPERIAL CHEESE CO., Limited**

TORONTO, ONT.





# PURE FOOD

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

**CODOU'S  
Macaroni**

Vermicelli  
and Pastes

Always the Best

**COX'S  
Gelatine**

Perfectly Pure

**Griffin's**

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

**Taylor's  
PEELS**

Candied or Drained

**"Thistle"**

"Canned"

**Haddies and  
Herring**

The best packed

All first-class dealers sell these.

# IT PAYS



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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.

<p><b>Oh! You Manufacturers</b> I still have time for another "live one." Don't you want your goods pushed? Write me to-day. <b>G. WALLACE WEESE</b> Manufacturers' Representative 30-32 Main East "Face-to-Face Basis" HAMILTON</p>	<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. <b>SASKATOON,</b> Western Canada</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 29 Melinda Street, Toronto</p>
<p>WRITE TO 10, Garfield Chambers, Bel'ast, Ire'and For sample copy of the <b>Irish Grocer, Drug, Provision, and General Trades' Journal</b> If you are interested in Irish Trade.</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>W. H. Millman &amp; Sons</b> Grocery Brokers TORONTO</p>	<p>RAW SUGAR ON SPOT One Car Barbadoes Muscavado One Car Bright Jamaica Crystal PRICES SUBMITTED LIND BROKERAGE CO. 23 Scott Street Toronto</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>Ask us for quotations on green apples, in car lots. NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>TO <b>Brokers and Man- ufacturers' Agents</b> —Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies. Write for particulars to <b>THE CANADIAN GROCER</b> Montreal Toronto Winnipeg</p>
<p>If you want the real thing, buy MUNN'S genuin', non-freezing Cod Liver Oil. Original Pr. cess. In 25-gallon, in-lined barrels. Highest Prizes and Gold Medals at European Ex- hibitions. Stock carried. Wholesale only. <b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER WHOLESALE BROKER, and MANUFACTURERS' AGENT Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distribu- tor of the Dagoba Brand Pure, High-grade Ceylon Tea stood the test in Western Canada for over 12 years — sales always increasing. Sold in bulk, 1 lb. packets and 5 lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years. Yours truly, G. C. WARREN</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>WAREHOUSE ACCOMMODATION IN OTTAWA</b> Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p><b>H. B. BORBRIDGE</b> Manufacturers' Agent and Broker OTTAWA Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Corres- pondence solicited.</p>
<p><b>D. STAMPER</b> Wholesale Grocery, Fruit and Confectionery Broker. Manufacturers' Agent and Warehouseman. Importing Commission or Buying Agent. Warehouse: City Spur Track. Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office. P.O. Box 793 MOOSE JAW, SASK.</p>	<p>Try a business card in The Canadian Grocer.</p>	



It's time to get busy

if you have not placed your order for NEW PACK

**"ANCHOR"**

**"RIVERDALE"** and

**"OLD HOMESTEAD"**

**Canned Fruits**

**and Vegetables**

The Quality is Unexcelled and Our Quotations Are Right

ORDER NOW

**EBY-BLAIN, LIMITED**

Wholesale Agents

TORONTO

# Worth Digesting

MR. GROCER,

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

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

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

## Essex Corn and Tomatoes

While many sections are 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 are doubling our sales of last year and are equal to still more business.

Our Cannery is located in the most favoured agricultural section in Canada where the finest Corn and Tomatoes reach the highest stages of perfection.

Send for Quotations. This is Headquarters for the  
best of everything in Canned Fruits  
as well as Vegetables

---

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

## A strong combination-

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

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

**The Farmers' Canning Company**  
Bloomfield, - - - Ontario

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# The West Wants High Class Goods This Fall

The biggest crop in the history of the country is being sold now at record prices.

And you know that Westerners are good spenders.

You have a right to expect good sales in the West this Fall if you are properly represented here.

We are handling the lines of other manufacturers and shippers with the utmost satisfaction to them—and we can do the same for you. Our facilities are unexcelled.

## RICHARDS & BROWN

WHOLESALE COMMISSION MERCHANTS

314 Ross Avenue : : : Winnipeg, Man.

WE HAVE OUR OWN LARGE TRACK WAREHOUSE IN THE HEART OF THE WHOLESALE DISTRICT



# THE A1 SAUCE

*A Fine Tonic and Digestive.  
An Excellent Relish For  
"FISH, FLESH or FOWL."*

*Simply A1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.*

For full particulars and prices write our Agents:

**GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal**

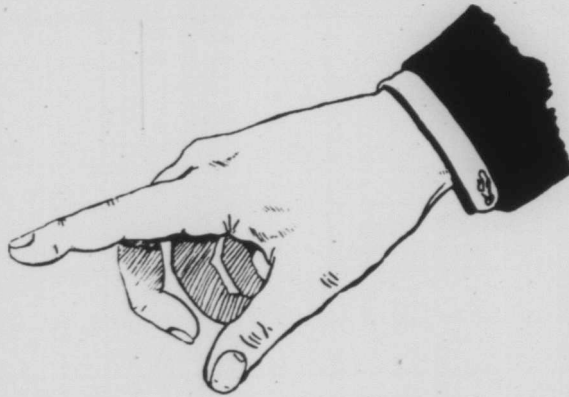
**THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto**

**J. READ, St. John, N.B.**

**R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

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

The next time you want  
Canned Fruit or Vegetables  
make sure your jobber has  
the name of the Brand right  
**Old Homestead**



This will be your guarantee that the contents of each can will be such that you can candidly recommend them to your customers.

All the improvements, which modern skill and exceptional care have suggested, have been embodied in the manufacture of "Old Homestead" brand goods.

Nothing but the choicest fresh fruit and vegetables are used, and the canning is done without any admixture of preservatives in an up-to-date factory.

You do yourself credit by handling an old and well-known line like "Old Homestead," and there is, moreover, lots of profit in it for YOU.

ORDER FROM YOUR JOBBER

**The Old Homestead Canning Co.**

PICTON, - CANADA

C

Do

Mason  
Winnip

Br

TODH

Can  
well  
Coc

W.



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

# **CRYSTAL SUGARS**

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

Manufactured by

## **Dominion Sugar Co., Limited**

Wallaceburg - - Berlin  
Ontario

Representatives:

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

## **British Columbia Buyers**

PLEASE NOTE THAT

**TODHUNTER, MITCHELL & CO.**  
TORONTO

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

FROM VANCOUVER

Write Our Agents

**W. HARRY WILSON & CO.**  
VANCOUVER

There are some staple lines which a  
grocer carries and these should always  
be the best. It is on such goods that  
he establishes confidence and builds up  
his general connection. He should,  
therefore, handle only leaders. In the  
line of Soaps nothing equals

## **WONDERFUL SOAP** and **CRYSTAL SOAP CHIPS**

No laundry soap is so good, so pure  
and uniform in quality, so thorough  
and rapid a cleanser.  
Wonderful Soap does not injure the  
most delicate fabrics. It's good value  
through and through. We offer no  
premiums. The soap sells on its own  
worth and reputation without any ex-  
traneous aid.

Drop us a line for quotations.

**THE GUELPH SOAP COMPANY**  
GUELPH ONTARIO

## Good Coffee

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

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

## Aurora Coffee

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

## W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers  
HAMILTON

Branch House—Sault Ste. Marie

## Ginger-Bread

BRAND

## Molasses

Simply Out-Classes—That's All

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

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

## Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

# OK

THE  
COLD  
MEAT  
SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.  
MONTREAL

SUB-AGENTS:

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



We DON'T claim for "SNAP" that it  
will do everything from washing a  
baby to cleaning expensive lace, but  
we DO claim it has no equal in clean-  
ing hands that have got soiled by dirt,  
paint, tar or grease.

Recommend "SNAP." It is a splen-  
did seller when its merits are known  
Order from your jobber.

The SNAP Co., Ltd., MONTREAL,  
CANADA



**OFFERED FOR PUBLIC SUBSCRIPTION**

**Two Hundred (200) Shares at \$100 Each**

# **The Gilmour Soap Works Company**

**Authorized Capital, \$20,000**

**DIRECTORS**

J. JOHN M. GILMOUR, President      E. H. SNEDEKER, Secretary  
JOHN A. SULLIVAN, B.A., LL.B.      FOREST HUGHES  
GILBERT M. GILMOUR

Gilmour's Soaps are handled by nearly every reputable grocer, hardware and drug store in the Dominion of Canada.

Orders for goods from all over the Dominion are far in excess of the capacity of the plant.

It is the intention of the Company to purchase property and erect a factory equipped with a plant of a capacity of 50 gross a day.

Not more than two shares will be allowed to any one individual.

The present capacity of 10 gross a day gives a net profit of \$44 a day.

50 gross will give \$220.00 a day clear profit.

5% quarterly dividend assured.

To all dealers purchasing this stock a 20% annual dividend will be guaranteed. This dividend payable in soap made by the Company.

Subscription Book closes October 15th, 1909.

For further particulars address—

## **THE GILMOUR SOAP WORKS COMPANY**

209 Board of Trade Building, Montreal, P. Q.

Factory 600 Papineau Avenue, Montreal

Phone Main 995

**BANISH  
"BLUE MONDAY"**

**SELL**

# **SUNNY MONDAY**

to customers and make them **YOUR** customers.

Your stock is not complete  
without our new LAUNDRY SOAP

# **SUNNY MONDAY**

**SUNNY MONDAY** is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

**YOUR CUSTOMERS** should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY  
SAVES LABOR, TIME, CLOTHES,  
FUEL, TEMPER, MONEY**

**THERE IS PROFIT IN IT FOR YOU**

**"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."**

# KOPS' ALE AND STOUT

NON-ALCOHOLIC

NON-ALCOHOLIC

☐ Pure English brewed Ale and Stout, made from the finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.



☐ A special analytical commission reports:—Kops' Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

PERFECT TABLE BEERS, REFRESHING, STIMULATING

**KOPS' BREWERIES**

LONDON, S.W., ENGLAND

CANADIAN AGENTS

Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth Munro, Coristine Bldgs., Montreal. The Turner Co., 109 Front St. East, Toronto. Royal Stores, St. John's, Nfld.

## Home, Sweet Home

is never so attractive as when clothes, dishes, walls, floors, etc., have been washed with

# ASEPTO SOAP POWDER

This Soap Powder is a sure seller. A 5c. packet makes 2 gallons of soft soap, or 4 gallons of liquid soap. Try a case. You will be astonished how soon it is gone.

*Order from your Jobber.*

Manufactured by the

**ASEPTO MFG. CO.**

ST. JOHN, - N. B.

## Valencia Raisins

*A. MAHIQUES PARIS  
DENIA*

*For Quality and Price*

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

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

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

AGENTS

**MONTREAL**



# BACK TO MONTREAL

We tender a most cordial invitation to visit our premises to all our friends and merchants in general coming to Montreal during the week from 13th to 18th September.

All are welcome.

## L. CHAPUT, FILS & CIE

Wholesale Grocers and Wine Merchants

ESTABLISHED IN 1842



### DON'T BE A SLAVE TO YOUR BOOKS

The McCASKEY ACCOUNT REGISTER will relieve you of all book-keeping, the expense and errors incidental to it.

With the McCASKEY you can  
**TELL AT A GLANCE**  
what any customer

owes you or what you owe.

There are 50,000 satisfied users of the McCASKEY SYSTEM in the United States, Canada and foreign countries **charging and posting** their books

#### WITH ONE WRITING

Throw away your ledger, pass book, day book, etc. and instal the greatest **time, labor and money saving system** of keeping accounts ever devised.

Ask a McCASKEY user  
or  
Write for Catalog.

**The McCaskey Register Co.**  
Cor. Hughson and Rebecca Streets - Hamilton, Canada

### Old Friends Are Best

An old friend that has stood  
the test of years is

## Cooper Cooper's Delicious Tea

"Tea Plant" Brand

Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

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

#### CANADIAN AGENTS:

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

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



**THE FIRST POLISHES AND OUTFITS ON THE MARKET—STILL THE MOST POPULAR**  
 They give a Brilliant, Lasting, Waterproof Polish. Are free from all injurious substances. Do not come off in wet weather, soil the dress, or clog the brush.  
**GOOD FOR ALL LEATHERS IN ALL CLIMATES**

CANADIAN HEAD OFFICE: 67 ADELAIDE ST. EAST, TORONTO, ONT.

CHIEF OFFICES AND FACTORIES:—LONDON, ENGLAND AUSTRIAN FACTORY:—WILLIAMSTOWN, NEAR MELBOURNE  
 BRANCHES:—Christchurch, New Zealand; Cape Town, South Africa; New York, U.S.A.; Brussels, Belgium; Amsterdam, Holland; Berlin, Germany.  
 AGENTS:—Christiania, Norway; Genoa, Italy; Madrid, Spain; Vienna, Austria; Alexandria, Egypt; Valparaiso, Chili; Lima, Peru; Buenos Ayres, Argentine; India and Far East, Bombay, Calcutta, Singapore, Hong Kong; West India Islands.

## Guggenlime & Co.

CALIFORNIA

Packers and shippers of the celebrated  
**"Pansy" and "Daphne"**  
 BRANDS

Evaporated Fruits, Prunes,  
 Seeded Raisins, etc., etc.

Selling these Brands means  
 satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited	-	-	Montreal, Que.
E. D. Adams	-	-	Halifax, N.S.
W. S. Clawson & Co.	-	-	St. John, N.B.
H. D. Marshall	-	-	Ottawa, Ont.
C. L. Marshall	-	-	Toronto
Geo. H. Gillespie	-	-	London, Ont.
G. B. Thompson	-	-	Winnipeg, Man.
Shallcross-Macauley & Co.	-	-	Calgary, Alta.
Dominion Brokerage Co.	-	-	Edmonton, Alta.
H. Donkin & Co.	-	-	Victoria, B.C.
H. Donkin & Co.	-	-	Vancouver, B.C.

## Valencia Raisins

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

**M.D. & Co. "Beaver" Brand**  
 Special Fancy Quality



**"W. Abel" Brand**  
 Standard Quality

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:  
**ROSE & LAFLAMME, Limited, Montreal and Toronto**

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Of course  
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PURITY.

BELUE  
 BELLEVILLE



**SELL THE PURE ONLY**

**NEVER MIND THE OTHERS**



Of course, you will find all persons, who place fruit products on the market, talking about purity and perfection. Ask them to produce a government analysis or to give you a positive guarantee of absolute purity and you will find that they fail to make good.

**THE E. D. S. BRAND IS PURE**

—GUARANTEED IN EVERY RESPECT.  
—LOOK FOR THE TRIANGLE TRADE MARK.

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

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

**The Best Canned Goods**

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

The **Queen Quality** Leads  
WHY?

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

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

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

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

**PURITY, PERFECTION  
and SATISFACTION**

Manufactured by

**BELLEVILLE CANNING COMPANY**  
BELLEVILLE ONTARIO

**Mr. Grocer :**

When buying canned goods always remember that

**"CANADA'S PRIDE"**

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers :

Messrs. W. Galbraith & Sons, Montreal  
Messrs. Fenwick, Hendry & Co., Kingston  
Messrs. Medland Bros. Toronto

PACKED BY

**THE NAPANEE CANNING CO., Ltd.**

W. A. Carson, Manager

NAPANEE, ONTARIO

*To the Trade:*

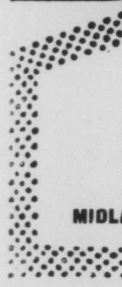
THAT  
**CEYLON  
TEA**

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS  
Convincing Evidence  
THAT  
Ceylon Tea is the Best  
AND THAT  
Ceylon Tea is the Cheapest

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THE CANADIAN GROCER

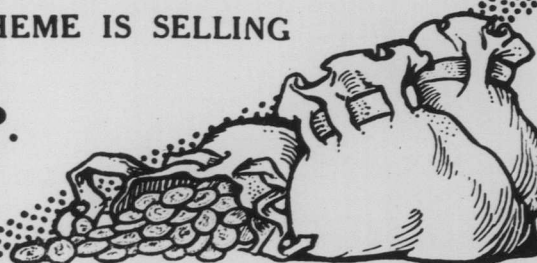
# H.P. SAUCE

OUR NEW ADVERTISING SCHEME IS SELLING  
IT FASTER THAN EVER!

Wide-awake Grocers are bringing it to the front.  
There's a large and quick turnover on . . . . H.P.

W. G. Patrick & Co., Toronto and Montreal.  
MIDLAND VINEGAR CO.,

R. B. Seaton & Co., Halifax, N.S.  
LONDON, ENG.



## BROOMS

For use in Home, Factory,  
Warehouse, Mills, Elevators.  
Buy the BEST.

## Oval Apple Baskets

We have them in  
Willo-Willo Cane and old  
timer Hickory, Woodenware,  
Paper, Twine, Grocers' Sundries.

**Walter Woods & Co.**

Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs  
ALL WHOLESALERS.  
NICHOLSON & BROCK, TORONTO



Do YOU Know  
**Holland Rusks?**  
YOU SHOULD.

THE FAMOUS OLD HOLLAND FOOD

Most nutritious. Is a crisp, twice-baked biscuit  
with a rich, nutty flavor.

Sold in packages of twelve, at attractive price.

A Winner For You. Sample Free.

HOLLAND RUSK CO., HOLLAND, MICH.

Sole American Manufacturers

If your jobber cannot supply you, please notify

**McGregor Specialty Co.**  
672 Yonge Street, Toronto

THERE'S a reason why

## Canada First Evaporated Cream

sells so well throughout the year. Customers know that the  
process of manufacture is as perfect as care, skill and cleanliness can make it,  
and the canning in air-tight sanitary cans, without the use of acid or solder, uni-  
formly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

**The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.**



THE CANADIAN GROCER

# Extra Bright Crystal Demerara Sugar

**THE DAVIDSON & HAY LIMITED**  
Wholesale Grocers - - - Toronto

## High-Class Marmalade

It pays to sell such—in the long run.  
A cheap line may satisfy once or twice, or thrice, but  
it soon plays out.

**JOHN GRAY & CO.**  
Limited  
GLASGOW - - - SCOTLAND

have been putting up only high-class marmalade for many years.  
We can supply you with this customer-getting, customer-holding  
marmalade.

**SNOWDON & BORLAND, Agents**  
34 GUARDIAN BUILDING - - - MONTREAL



**McLEAN'S  
WHITE MOSS BRAND  
COCOANUT**

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

THIS IS A SIGNIFICANT FACT

**The Canadian Coconut Company**  
Montreal

The Name is the  
Guarantee

*Redpath*

**Granulated Sugar**

Manufactured by

The  
**Canada Sugar Refining  
Company, Limited**  
MONTREAL, QUE.

## PICKLING SPICES

This is the season during which it is profitable for you to push pickling spices and we  
strongly recommend you to feature

**PRINCE of WALES Brand**

The brand that always gives your customers, as well as yourself, entire satisfaction.  
MINT, SAVORY, THYME, SAGE, MARJORAM, all herbs, in ¼ lb. open-face cartons.

SEND IN A TRIAL ORDER.

**S. H. EWING & SONS, Montreal and Toronto**

**H**

W. S. Claw  
Green & Co

We are open

**Ster  
Pickl**

Other  
but none  
to custo

The T. A  
Sterling

**J A**  
We c



THE CANADIAN GROCER

ESTABLISHED OVER 200 YEARS

# **C**HAMPION'S

IS THE BEST

# VINEGAR

LONDON, ENGLAND      MADE FROM THE FINEST MALT  
COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

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

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

*We are open to do business on easy consignment terms*

*Write our Agents for Particulars*



## Sterling Brand Pickles and Relishes

Other goods you know of,  
but none quite so satisfactory  
to customers.

## Sterling Brand Catsups

A famous Canadian-made  
Catsup that always pleases  
customers.

The T. A. LYTTLE CO., Ltd.  
Sterling Road, Toronto, Can.



NEW SEASON'S

## Strawberry, Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

## WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

# JAPAN TEAS

We can book a few more orders for low-grade teas if same are placed with us at once.

## S. T. NISHIMURA & CO.

MONTREAL and JAPAN



## When You Sell Borden's Brands—

You know, when you sell a customer Eagle Brand Condensed Milk or Peerless Evaporated Cream, that you have sold the best the world produces. Merchants all through Canada find it profitable to specialize on these brands, and besides, they get a lot of satisfaction out of it as well.

HAS BEEN BEST FOR OVER 50 YEARS

**Borden's Condensed Milk Company**

ESTABLISHED 1857

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

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



### Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

*Write for prices*

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

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

**SULTANA RAISINS**

**AT AN UNUSUALLY LOW PRICE**

**ANDREW WATSON, Importer**  
91 Youville Square, Montreal



IN THE MAKING OF

## IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

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

We buy the richest milk—and pay the price for it—so we always secure it.

Imperial Brand is a Cream you can be SURE about.

**The Canadian Condensing Co.**  
CHESTERVILLE, ONT.

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

**J**

**BAL**



Foley Bros., L

L. Ch

**THE**

It is bec  
all the year  
day to th

**MPERI**



**Tartan**  
BRAND

Phone 596—For hurry orders.

**Spices**

Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

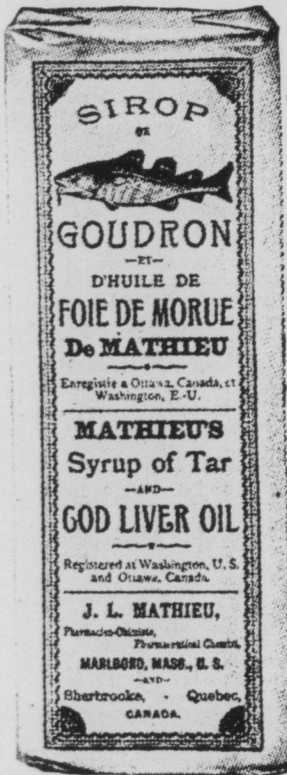
**Vinegar**

Imperial is the Brand you want. Don't take chances on poor vinegar.

**Wagstaffe**

Pure Jams, Preserves and Marmalade, also Mincemeat, Plum Puddings, etc. Get your Fall order placed.

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



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

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nerve Powders—another simple family medication—that is very good for headaches.

Just look over your stock and send us your order.

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

Sold by wholesale trade everywhere  
Distributors for Western Canada:

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

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

**ST. LAWRENCE**

**GRANULATED**

and

**GOLDEN YELLOWS**

made only from

the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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

**MONTREAL**

**THERE'S A REASON**

why you should have on your shelves a well-known line like

**SHIRRIFF'S  
Flavoring Extracts**

It is because they are unequalled for purity and strength, and because they are good sellers all the year round. DO YOU require any further reason? If you don't, send in your order today to the

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



**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

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

**PERIODICALS.**

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

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

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

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

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

**WANTED.**

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

**AGENTS WANTED.**

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

**AGENCIES WANTED.**

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

**ACCOUNTS COLLECTED.**

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

**FOR SALE.**

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

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

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

**SHOW CASES AND STORE FIXTURES** for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

**SITUATION VACANT.**

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

**SITUATIONS WANTED.**

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

**MISCELLANEOUS.**

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

**AT THIS SEASON OF THE YEAR** we hold a clearance sale of rebuilt Second-hand Typewriters; all makes represented; some relatively new and still are bargains; write for list. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont.

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

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

**PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS** are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

**SAVE 50% OF THE COST OF HANDLING** merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (1f)

**SUCCESSFUL ADVERTISING**—how to accomplish it—by J. Angus MacDonald. A complete exposition of the art of advertising as applied to all lines of business. Enables any man to write and design the kind of advertising that brings results. Replete with practical examples. Invaluable to Retail Merchants and other business men who are face to face with the great problem of good advertising. Cloth binding. Price, postpaid, \$2.00. MacLean Publishing Co., Tech. Book Dept., 10 Front St. E., Toronto.

**THOUSANDS OF DOLLARS** go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Order and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (1f)

**WANTED**—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address giving occupation and references, to the Canadian Write Press Company, Limited, 33 John St., Hamilton, Ont. (1f)

**WAREHOUSE AND FACTORY HEATING SYSTEMS.** Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

**WE** have 8 rebuilt Visible Oliver Typewriters for sale. The price is \$30.00 each, and at that figure they are a bargain and should not be on the market long. Monthly payments can be arranged if desired. The Monarch Typewriter Company Limited, 98 King St. W., Toronto.

**ADDING MACHINE.**

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

**BOOKS FOR THE GROCER.**

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

**BUSINESSES FOR SALE.**

**TO GROCERS**—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays no commission. **VANCOUVER BUSINESS MART**, 9 Hastings Street East, Vancouver, B.C. (1f)

**FOR SALE**—Small grocery store in Vancouver, B.C. Cash sale within half block of store. Rent only \$12 a month. Stock at invoice price. If you are looking for a really good business, this is your chance. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C. (1f)

**FOR RENT.**

**FIRST-CLASS STORE TO RENT**, fitted up for groceries, facing on Beckwith St., Smith Falls, Ont.; good locality, lease if desired. Apply to The Washburn Millinery Emporium, Smith Falls, Ont., from whom all particulars may be secured. (1f)

**EXPORT TRADE DEPARTMENT.**

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

**DAVID SCOTT & CO.**

Established 1878. 10 North John Street, LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **CANNED GOODS**. T. A. 2300083, Liverpool

**BAS**

You can oblige your our

**Butol Cloth and Pat Berry B**

We can wants and because we Orders receive

**The Oak OAK**



It dries Co them up KILLS

All Dealers and 38 Dealers find Com the reason that it gi customer tells others

**A 50**

**W. D.**

583-585 St



# BASKETS

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

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

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

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



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

All Dealers and 381 Queen St. W., Toronto, Ont.  
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices

P. & F.  
**VINGENTELLI**  
& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF  
**CANDIED PEELS**

*Specialties*  
**CITRON, LEMON, ORANGE**  
*Drained, Cut and Candied*  
*Prices and Samples on Application*

**Queen City Water  
White Oil**

**GIVES PERFECT LIGHT**

The most economical high-grade oil ever  
sold in Canada.

FOR SALE EVERYWHERE

**THEY ARE SELLERS**

THERE IS NOTHING JUST AS GOOD AS

**"White Dove" Almond Paste**



**"White Dove" Coconut**



YOU SHOULD NEVER BE WITHOUT THEM

Made by

**W. P. DOWNEY, Montreal**

**A LEADER**  
FOR OVER  
**50 YEARS**



**W. D. McLAREN, LIMITED**  
Manufacturers  
583-585 St. Paul Street - MONTREAL

# ROWAT'S

still hold the Premier  
Position for

**Imported Pickles  
and Olives.**

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

**ROWAT & CO.**  
GLASGOW SCOTLAND

AGENTS IN CANADA :

Snowdon & Ebbitt, 325 Coristine Building, Montreal  
Ontario and Quebec.  
F. K. Warren, Halifax, N.S.  
F. H. Tippet & Co., St. John, N.B.  
C. E. Jarvis & Co, Vancouver, B.C.  
Nicholson & Bain, Winnipeg, Edmonton, Calgary.

## A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

## A LIBERAL AND PROGRESSIVE COMMISSION OFFER FOR PUSHFUL PEOPLE

That young man who seizes every opportunity to turn an honest penny during his spare time is likely to soon develop from *clerk* into *proprietor*.

That's the kind of young men we are looking for—men who are willing to use some of their spare time in pushing a profitable business proposition.

We want some *really pushful local agents* for the MacLean Trade Papers, The Busy Man's Magazine and The Financial Post. For those who will push there's *good money* to be made everywhere in Canada.

The commissions we are offering are *extremely liberal*. Moreover, they are *progressive*; i.e., the more subscriptions secured the higher the rate of commission paid.

Hadn't you better get the facts of our plan? Just sit down and write us for full particulars.

THE MacLEAN PUBLISHING CO., Ltd.  
Circulation Department  
10 Front St. East, Toronto

# Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

## HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

**English** Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

**Excellence of Quality**

**Guaranteed Pure and all Packed in England**

Agents for Quebec and Ontario—ROSE & LAFLAMME, Ltd., Montreal and Toronto.

Agents for Provinces Manitoba, Saskatchewan and Alberta—MASON & HICKEY, Winnipeg.

C

SELECT

LON



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Agents for Onta  
Messrs. W.  
Agents for Queb  
Messrs. F.L.



BE HAD OF  
WHOLESALE



# OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv,  
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK  
FOR SALE BY ALL JOBBERS FROM COAST TO COAST

## GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE

WINNIPEG



THE  
PUREST  
AND  
BEST

### ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER  
EVERY CAN GUARANTEED

Manufactured by



St. Charles  
Condensing Co.  
INGERSOLL, ONTARIO  
CANADA



# Counter Check Books

*“Get  
The  
Best”*

LOBLAW  
CREDIT  
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.  
TORONTO and MONTREAL

Mention this paper

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

# SYMINGTON'S, COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST  
THOMAS SYMINGTON & CO.

BE HAD OF ALL  
WHOLESALEERS

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

EDINBURGH

# TO CANADIAN GROCERS

To all the "Old Boy" grocers and their friends, who will be in the city during

## "Back to Montreal" Week

we extend the most cordial invitation to make our sample rooms their headquarters. Come in and bring your friends.

You will find the travellers you are accustomed to seeing here to make you feel at home.

Perhaps, too, we may be able to show you one or two new lines that you'll be interested in.

*Don't Forget Us We Have a Welcome for You*

### LAPORTE, MARTIN & CO., Limited

*Wholesale Groceries, Wines and Liquors*

568 St. Paul Street : : : : : : : : : : : : MONTREAL

## ARE YOU COMING TO THE

# WESTERN FAIR

### September 10-18?

If you are, be sure to call and see us.

All our salesmen will be in.

**FRUIT JARS**—We have a full assortment in stock

**VINEGARS**—Now is the time to replenish your stock

**JOHN GARVEY,** Wholesale Grocer,  
LONDON

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so too

Yo

the cup

that pu

Ammon, J. T. & C  
Young, Robt., Co.  
Ammon Coupon Co.  
American Tobacco C  
A. Lambault, Victo  
Ampto Mfg. Co.  
Amher Condensed M

Ball, Walter, & Co  
Balfour, Snyce & Co.  
Ball, Thos., & Son.  
Baltimore Canning C  
Baudet, F. T.  
Belle, J. W. & Geo  
Blue Ribbon Tea Co.  
Boussing, H. B.  
Boston Condensed M  
Bostick, J. J.  
Brett, Ltd.  
Brett & Co.  
Brett & Co.  
Brett, Geo. & Co.

Canada Sugar Refin  
Canadian Biscuit Co  
Canadian Coconut C  
Canadian Condensin  
Canadian Manufacturi  
Carr, H.  
Carr & Co.  
Carr, Crime Co.  
Carr, Ltd.  
Carr, Tea Assn.  
Carrington & Slee  
Carrington, Fils & Co.  
Carrington, Brown & Co.  
Carrington, Little.  
Carrington, W.  
Carrington & Co.  
Carrington & Son.  
Carrington Sense Mfg.  
Carrington Bros.  
Carrington, H.  
Carrington, Cooper & Co.  
Carrington, Joseph.  
Carrington, T. & G.

Carrington, The F. F., Co.  
Carrington & Hay.  
Carrington, Ltd.  
Carrington, Malinques C  
Carrington Molasses C  
Carrington Sugar Co.  
Carrington Warehousin  
Carrington, W. P.



PERHAPS YOU ARE A LITTLE  
INGREDULOUS



as to the value and selling qualifications of "Salada" uncolored Green Teas. Yes, may be you are, others have been so too that are mighty strong converts to-day.

You may take our word for it, they are grand teas in the cup, delicious in flavor and with an unadulterated strength that puts Japan Teas to shame.

A sample case will bring conviction better than a page of advertisement.

May we send one and guarantee its sale?

Write at once: "SALADA," Montreal or Toronto.

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# Manitoba Business Men Up in Arms Against New Act

Outside Corporations Doing Business in Winnipeg Withdrawing From the Field on Account of License to be Enforced on November 1st—Board of Trade, Grain Exchange, Manufacturer's Association and Brokers' Association Vigorously Opposing Act as it Now Stands—Effort Being Made to Have it Amended.

By L. C. Harkness.

Winnipeg, Sept. 7.—A contagious form of indignation is spreading rapidly in the province of Manitoba on the event of it becoming known that on November 1st, an act licensing all extra-provincial corporations goes into effect. Those who represent outside firms in this city and throughout the province are the ones who are chiefly concerned, and since the act referred to was assented to on March 10 last, and only a comparatively short time remains to offer any resistance, it cannot be wondered that the feeling against it is keen. To a casual observer the introduction of this act would be a direct blow to the resident agent or broker doing business for an extra-provincial firm. Upon inquiry, however, it is learned that the sole purpose is to increase the revenue of the province. The purpose is quite legitimate should it be executed in such a way as not to be detrimental to other interests. No citizen of this province is going to complain about the government endeavoring to collect revenue, provided it is justly exacted, since increased revenue means general material progress. This act as it is outlined, however, may and will undoubtedly increase the revenue, but that which the province will gain thereby, it will lose perhaps tenfold.

It is impossible to definitely ascertain what the direct effect will be should it be enforced in its present reading. But anyone, who is in any degree familiar with the business situation in this province, must surely know that those who will be effected most, are men whose commercial interests in this province are widespread, and further that they are the men who form the major part of the industrial and commercial life of the province. If there is any province that contains and maintains by means of its peculiar commercial situation, resident brokers and commission representatives whose principals are incorporated in perhaps every country in the world, it is the province of Manitoba. And for any government to pass such an act as the "Extra-Provincial Corporations Act" in this province is to strike a death blow at the heart of the commercial life upon which the existence of this province most largely depends.

## Chief Terms of the Act.

It has been stated that this act, which by the way was introduced by Provincial Secretary, Hon. J. H. Howden, is a copy of the act which is in force in the other provinces, and why should Manitoba be immune from such an enactment? In the first place every business man in this

province and everyone who has business interests here (and this includes many from Ontario) should be interested in knowing whether the act is an exact copy of the similar enactment in Ontario. The writer is not familiar with the Ontario enactment but it is learned from several sources that the Manitoba act is much more drastic and far-reaching. The following is the pith of the enactment although only the first eight articles are mentioned out of a total of twenty-seven:

1. In this act the expression "extra-provincial corporation" means a corporation created otherwise than by or under the authority of an act of the legislature of Manitoba.

2. Extra-provincial corporations of the classes mentioned in this section are not required to take out a license under this act, viz.:

Class I. Corporations which have before the commencement of this act, received from the government of Manitoba a license to carry on business in Manitoba, or which have been authorized by act of the legislature of Manitoba to carry on business in Manitoba, provided that such license or act is in force at the date of the commencement of this act:

Class II. Corporations now or hereafter licensed or registered under the provisions of "The Manitoba Insurance Act;"

Class III. Corporations liable to payment of taxes imposed by "The Corporations Taxation Act" or "The Railway Taxation Act;"

Class IV. Corporations not having gain for any of their objects.

3. Extra-provincial corporations of the classes mentioned in this section are required to take out a license under this act, viz., corporations (other than those mentioned in section 2) created by or under the authority of—

Class V. An act of the Dominion of Canada, and authorized to carry on business in Manitoba;

Class VI. Corporations not coming within any of the foregoing classes.

4. A corporation coming with-

in class V, shall, upon complying with the provisions of this act and the regulations made hereunder, receive a license to carry on its business and exercise its powers in Manitoba.

5. A corporation coming within class VI, may, upon complying with the provisions of this act and the regulations made hereunder, receive a license to carry on the whole or such parts of its business and exercise the whole of such parts of its powers in Manitoba as may be embraced in the license; subject, however, to such limitations and conditions as may be specified therein.

6. No extra-provincial corporation coming within class V, or VI, shall carry on within Manitoba any of its business unless and until a license under this act so to do has been granted to it, and unless such license is in force; and no company, firm, broker, agent or other person shall, as the representative or agent of or acting in any other capacity for any such extra-provincial corporation, carry on any of its business in Manitoba unless and until such corporation has received such license and unless such license is in force; provided that taking orders for or buying or selling goods, wares and merchandise by travelers or by correspondence, if the corporation has no resident agent or representative and no office or place of business in Manitoba, shall not be deemed a carrying on of business within the meaning of this act; provided further that this section shall not apply until the first day of November, A. D. 1909, to any such corporation which at the date of the commencement of this act is carrying on business in Manitoba; provided also that the onus of proving that a corporation has no resident agent or representative and no office or place of business in Manitoba, or that it was at the date of the commencement of this act carrying on business in Manitoba, shall, in any prosecution for an offence against this section, rest upon the accused.



## THE CANADIAN GROCER

7. An extra-provincial corporation coming within class V, VI, may apply to the lieutenant-governor-in-council for a license to carry on its business in part thereof, and exercise its powers or part thereof, in Manitoba, and upon the granting of such license such corporation may thereafter while such license is in force carry on in Manitoba the whole or such parts of its business and exercise in Manitoba the whole or such parts of its powers as may be embraced in the license subject however, to the provisions of this act and to such limitations and conditions as may be specified in the license.

### Formalities.

8. Any such company, institution or corporation applying for such license shall file in the office of the provincial secretary of Manitoba a certified copy of the charter, act of incorporation, or articles or memorandum of association of such company, institution or corporation, with a declaration or proof that said company, institution or corporation is still in existence, and is legally authorized to transact business under its said charter or act of incorporation or articles or memorandum, and a copy of the last auditor's report; and shall also file, as aforesaid, a power of attorney to the principal agent or the intended manager of said company, institution or corporation in this province, signed by the president or vice-president or managing director or two directors and by the secretary thereof, sealed with the corporate seal (if any) of the said company, institution or corporation, and verified as to its authenticity by the statutory declaration of the principal agent or manager of such company, institution or corporation, or of any person signifiant of the facts necessary for such verification; which power of attorney must expressly authorize such agent or manager within the said province to accept process in all suits and proceedings against such company, institution or corporation within the province, and must declare that service of process on such agent or manager in respect of such suits or proceedings shall be legal and binding on such company, institution or corporation, to all intents and purposes whatever, and waiving all claims of error by reason of such service; and such company, institution or corporation shall, from time to time, by a principal agent or other power or attorney, be verified as aforesaid and accom-

panied by similar declaration as aforesaid, appoint another agent or manager within the province for the purposes aforesaid to replace the agent or manager formerly appointed.

(a) After such certified copy of the charter and such power of attorney in this province are filed as aforesaid, any process in any suit or proceeding against such company, institution or corporation, for any liability, may be served upon such manager or agent, until he be so replaced as aforesaid, and thereafter upon his successor from time to time duly appointed hereunder, in the same manner as process may be served upon the proper officer of any company incorporated in the province; and all proceedings may be had thereupon to judgment and execution in the same manner as in any civil suit in the province.

(b) The provisions hereof, so far as they relate to the giving of a power of attorney to the principal agent or intended manager of the company, institution or corporation in this province, and the filing of such power of attorney with the provincial secretary, shall not apply to any company, institution or corporation having its head office within the province of Manitoba.

### Unfairness is Charged.

From the above it will be seen that all extra-provincial corporations not already chartered to do business in this province will be compelled to pay a license, which will be levied according to its capital stock, or discontinue its business with the resident agent or broker under a penalty which is specified later in the act—a fine of fifty dollars a day. Whether this is the act in force in Ontario or not, for Manitoba at any rate, it is manifestly unjust and unfair.

The resident representatives are already paying their business tax which in itself should be sufficient to enable them to carry on their business irrespective of the firms they represent. And for a further tax to be levied upon the firms outside looks like a double tax. And again, is every firm which is represented here by a broker going to submit—according to the formalities of the act—a copy of its financial statement annually which may or may not become public property? And this is only one of the many ridiculous requests. What will be the result? Corporations hitherto represented by a commission merchant will either withdraw altogether or have themselves represented by travelers. Can the province afford to have any one corporation leave the field? The answer is emphatically NO, from wholesalers and retailers alike, and apparently from every sane business man who believes in competition

and in having as many manufactured articles as possible in the trade in this province.

It may be argued that there is no danger of any corporation leaving the field because it will be licensed and compelled to submit its financial statement. But it is stated in the act that a corporation with the small capital stock of \$500,000 will be licensed \$200 annually, and a license imposed upon the many companies which are capitalized high into the millions will be considerable.

### Withdrawing From the Field.

One Winnipeg broker who has become prominent in the business life of this province, has been recently notified by three large corporations, whom he has been serving for years, that after November 1, 1909, they proposed to withdraw altogether from Manitoba. A prominent corporation in London, England, capitalized at \$18,000,000 which is being represented here by a commission agent, emphatically states that by no means will it comply with this act as assented to by the government of Manitoba. It is obvious that the loss to this country and to this province will be great. There may be other corporations who could not afford, owing to the volume of their business and their limited capitalization, to leave the field. Their first step would be to introduce travelers and dispense at once with their commission agent. This is a particularly ridiculous feature of the act.

Altogether the act is quite contrary to the best interests of the country. A prominent wholesale hardware merchant in Winnipeg who has done more to develop Manitoba and Western Canada than perhaps any other merchant in the country said that the act showed signs of manifest stupidity on the part of its promoters, as it would jeopardize the commercial status which we have struggled to build up and maintain.

If it is proven that the act is identical with that of Ontario, it is surely manifest that there is enough difference in the two provinces to warrant a change in legislation. Winnipeg, the capital city of the province, is the gateway to the whole west, and through this city must come the major portion of the merchandise in use in the Dominion. This vast country with its rapidly growing population must receive its supplies from eastern Canada, and in over-sea dominions as well as from foreign countries, and because of this Winnipeg by its very nature must be a city of commission and brokerage houses. And therefore, if it is necessary, should not Manitoba receive legislation such as will meet the conditions of this province?

At the present time the Manitoba Board of Trade, the Manufacturers' Association, and the Grain Exchange are working in harmony with the Brokers' Association, in the preparation of a concrete statement which will show the peculiar injustices of the act in the hope that with the aid of the attorney-general, the date of the enforcement might be

## Happy Home Destroyer Takes Grocers on a Cruise

postponed in order to make the necessary amendments to suit requirements. The attorney-general has already expressed himself as opposed to the measure.

Mayor Evans, of Winnipeg, is taking the part of the brokers, and it is expected that the city generally will oppose in every way possible the passing of such a measure as will be fatal to the commercial life of the province and country.

### LONG TRIP TO EXHIBITION.

John Forsyth, of Forsyth Jr., grocer, Dartmouth, N.S., is east on a pleasure and educational trip to the Niagara district and Canadian National Exhibition. While in Toronto on Wednesday he called at the office of The Canadian Grocer where he was a welcome visitor. Mr. Forsyth, it will be recalled, is the grocer who won first prize in the ad. contest of The Grocer last Christmas. He is a consistent advertiser, uses a large news-

**Hamilton Grocers' Hump an Event That Will Live for Years to Come—City Fathers Join in and a Rare Time is the Result—All Feminine Beings Barred From the Fun—A Grocer, Like a Camel, Can go Eight Days Without a Drink—But Not Without His Hump.**

Hamilton, Sept. 7.—Wives are not wanted at the annual Hamilton Grocers' Humps. In fact, they are given an invitation to stay away and the hint is offered so bluntly that they actually take notice and stay at home. The third annual "Hump" of the Hamilton Retail Grocers' Association took place at Oaklands on Sept. 1st, and while the air was shilly, the grocers and their guests were not.

Oaklands is a pretty spot reached by boat. The boat that was honored by the grocers was H. M. Happy Home Destroyer "Jealousy 1st."

September first, 1909 for the purpose of having a little relief from the constant nagging and increasing worries of a married man, to attend the Celebrated Annual Grocers' Hump. We are perfectly aware of what all men are up against at home. While you are away all day, struggling to get the wheel with support and keep them, they will leave the house any afternoon for a pink tea or game on bridge, or more especially for a trip on the Macassa or Mel-



OFFICERS AND EXECUTIVE OF THE LONDON RETAIL GROCERS' ASSOCIATION.

Top Row—from left to right—C. W. Summers, Fred Travers, Thos. Shaw, past-president, E. F. Reed, R. J. Donaghy.  
Bottom Row—from left to right—Jas. Haskett, 2nd vice-president, F. W. Paul, Cyril Hayes, secretary, E. J. Ryan, President, Harry Ranahan, treasurer, Norman McLeod, 1st vice-president.

paper space and more important than that, he writes splendid ads. He is a thorough business man who has studied the various phases of retail merchandising and he has met with good success.

O. S. Matchett, city traveler for Chas. Rishor, wholesale grocer, Peterborough, Ont., visited friends in Toronto and Hamilton over the holiday.

Did the 200 on board have a good time? How could they help it when the author of the following invitation was on board:

Dear Sir,—Kindly inform your good wife and any other female attachments that are dependent on you for their daily bread, you are about to leave them for a few hours on Wednesday, Sep-

jeska to bombard Eaton's Bargain Counter, and come home smiling with a pair of buttoned kid gloves clear to their elbows, whilst our poor mortals go around with our suspenders done up with shingle nails (and then wonder at crime). So don't bring her with you as she is not invited. This is a Gro-

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Vice-Commod—  
Midshipmen—  
Gunners—J. C.  
M. Soufrens an  
Deck Hands—  
J. Knox and J.  
Stain Boys  
Purser, Sam H  
H. E. H. Y.

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## THE CANADIAN GROCER

ers' Hump—not a pink tea—  
this is your one and only  
dance when you can stand on  
the bridge at midnight when the  
clock is striking the hour and  
in in the chorus of

Humpy, dumpy, dudlam  
da.

The Grocers are out for  
their Hump to-day.

Humpy, dumpy, dudlam  
da.

### Dangerous to Borrow Money.

Following this invitation some facts  
regarding the voyage and restrictions  
on the passengers were announced.

Woodenhead Bros. have kindly  
permitted to have staterooms open the  
night before to accommodate guests from  
abroad. As the Government will not  
allow them out on the lake they have  
permitted to break all records on the bay  
by setting already broken nearly every  
record at which they call. This elegantly  
fitted up scow has been re-modeled  
especially for the Hump and all the  
decks having been removed (also the life  
preservers) so no one need be afraid.  
Row boats will follow in the rear to  
pick up any one who should happen to  
be thrown overboard for butting in or  
trying to borrow money. The purser will  
be on hand to take care of any valuables  
such as false teeth, wooden legs or  
eyeglasses. A stop will be made at Oak-  
liss, providing the captain has the  
boat under control, otherwise we will  
drift with the wind while Rottan music  
will be handed out by a Rotten band, a  
pipe organ and other instruments of tort-  
ure. Two ring-tailed monkeys have  
been engaged to mingle with the other  
monkeys on board. Speaking of rings—  
a woman with a ring in her nose is a  
savage, but a Hamilton lady with a  
pearl screwed to her ear is civilized.”

The officers in charge of the cruise  
were:

Commodore—J. O. Carpenter.

Vice-Commodore—John Forth.

Midshipmen—A. J. Bain and W. Smye.

Gunners—J. Clendenning, A. Lavis, J.  
M. Semmens and George Cann.

Deck Hands—B. Crysler, J. L. Brown,  
J. Knox and J. A. McIntosh.

Boatmen—J. A. Kirkpatrick, Chas.  
Patterson, Sam Hilton, George Hunt, Ed.  
Haskell, E. H. Young and M. Burkholder.

### Fun on the Grounds.

When the stout ship landed at Oak-  
liss the merriment began in real  
earnest. Jack Forth led a skirmishing  
party of twenty up the hill, armed them  
with pea blowers and ammunition, se-  
cured them behind tree stumps and  
then signalled the advance.  
It was a carefully prepared ambush, and  
the unsuspected walked into the trap  
like sheep to the slaughter. The hail  
of pellets caused them to beat a hot  
retreat until they captured one of the  
ammunition wagons and stormed the  
others. A royal salute was fired when  
the fire party was accounted for, and  
the Hump was off to a great start. The

gunners who fired the salute were care-  
less enough to set a tree on fire and a  
bucket brigade extinguished it.

### Grand Baseball Game.

The baseball game between the gro-  
cers and the aldermen was supposed to  
be a feature of the outing, but it's a  
shame to relate what happened. The  
score was 32-17, the grocers in an out-  
break of generosity permitting the civic  
Solons to score 14 runs in the last half  
of the ninth. Any hope Capt. Sweeney's  
pets had of winning were abandoned  
when Dr. Hopkins tried to emulate Ty  
Cobb, with disastrous results. His 300  
pounds hit the ground with a terrific  
smack, and when the rest of the team  
rushed to his assistance it was found that  
he had slashed his hand, decorating his  
spotless white vest with blood and dust.  
It was a sad jolt for the aldermanic  
bunch, because the portly doctor a few  
minutes before swatted out a home run  
and romped home amid the plaudits of  
the spectators. Ald. Norman Clark  
and Ald. Alf. Wright played behind the  
bat. Cann and Hobson were the battery  
for the grocers. The teams were:

Grocers—Cann, Williamson, Semmes,  
Lavis, Knox, Cummings, Hobson, Smith,  
and Clendenning.

Aldermen—Clark, Sweeney, Wright,  
Hopkins, Gardner, Forth, Ellis, McKenty  
and Lawlor.

Dr. Thompson and J. Currie were the  
umpires, and they escaped serious in-  
jury. The game had to be stopped sev-  
eral times, because the spectators per-  
sisted in peppering Ald. Wright with  
peas at very critical moments.

### An Aldermanic Concert.

After being photographed, the party  
embarked again on the Jealousy 1st,  
where refreshments were served. Later  
in the evening a display of fireworks was  
given at the piers. The members of the  
city council were under promise to  
render the following programme, but  
there is no guarantee that they did:

Song—Let Me Like a Soldier Fall...

..... Kipling

His Excellency the Mayor.

Recitation—Papa Wouldn't Bay Me a

Bow-wow ..... J. Brick

Ald. J. Forth.

Song—Where Did You Get That Hat?

..... Fitwell

Ald. Applegath.

Recitation—Over the Hills to the Poor-

house ..... W. C. Rea.

Ald. Anderson.

Song—If My Pills Don't Fix You the

Street Cars Will. .... J. Patterson.

Ald. Hopkins.

Song—Comin' Thro' the Rye... Say Corby

Ald. T. S. Morris.

Recitation—For Me, Little Drops of

Water, For the Grocers, Little

Grains of Sand ..... Ali Baba

Ald. N. Clark.

Recitation (by request)—Imitating Jos.

Murphy in his celebrated song en-

titled, "A Wagon Load of Earth

From the Land of My Birth."...

..... Foreman

Fore. A. Church.

The entire city council, in a farce-

comedy, entitled, "Exit 1910."

### Programme Sunbeams.

Some women are lazy, lots of them are  
stupid, most of them are ugly, all of  
them are conceited, but, nevertheless,  
they are as indispensable as bread.

Married men who are allowed one  
afternoon a year to attend the Grocers'  
Hump, are like old horses turned into a  
pasture, they want to eat up, but have  
forgotten how.

Nice little drug store, don't you cry,

You'll be a bar-room, bye-and-bye.

There is a man who never drinks,

Nor smokes, nor chews, nor swears,

Who never gambles, never flirts,

And shuns all sinful snares—

He's paralyzed.

There is a man who never does

Anything that is not right,

His wife can tell just where he is

At morning, noon and night—

He's dead.

### TRADE NOTES

G. Hurteau & Frere, grocers, Montreal,  
are offering to compromise.

Moffat Bros., grocers, Amherst, N.S.,  
have formed a partnership.

J. P. Frieson, grocer, Saskatoon, Sask.,  
has assigned to Chas. Gayton.

Eli Bay, general merchant, Ethelbert,  
Man., has removed to Lemberg.

F. L. Scott, grocer, Edmonton, Alta.,  
has advertised his business for sale.

Frank Ostaff, general merchant, Fort  
William, has sold to Hollenburg Bros.

John Goos, grocer, Walkerton, Ont.,  
anticipates selling out his business.

H. P. McLeod, general merchant,  
Okoyoks, Alta., has sold to H. W. Reeves.

Creighton, Graham & Co., general mer-  
chants, Alameda, Sask., have dissolved.

J. Freedman, the produce man, Otta-  
wa, is renovating and enlarging his of-  
fices. When the work is through the firm  
will be in a much better position than  
ever to transact business.

### PERSONAL.

J. A. Henderson, of J. W. Bickle and  
Greening, Hamilton, accompanied by his  
daughter, was seen elbowing his way  
through the crowd at the Canadian  
National Exhibition one day last week  
and rubbed shoulders with Lord Charles  
Beresford.

P. Hutchison, of Hutchison Bros.,  
grocers, Bracebridge, Ont., was among  
the visitors at the Toronto office of the  
Canadian Grocer on Tuesday. Mr. Hut-  
chison, of course, saw the Canadian  
National Exhibition and was accom-  
panied by his little son, Allan.



The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED  
JOHN BAYNE MACLEAN PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.  
Cable Address: Macpubco, Toronto. Atabek, London, Eng OFFICES

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Subscription, Canada and United States \$2.00 Great Britain, 8s. 6d.	

PUBLISHED EVERY FRIDAY

MARKET CHANGES OF THE WEEK.

The long anticipated advance in sugars occurred on Tuesday of this week. The advance was 10 cents per hundred pounds, due no doubt to the recent upward tendency in the raw sugar market.

Canned salmon prices are inclined to advance. Packers on the Pacific coast declare that the pack this year did not nearly meet with their estimates. Already the Calgary markets show an advance and the tendency in the east is to similar circumstances. Canned tomatoes are firm and if the scarcity in tomatoes as reported materializes, the chances are the first prices will have to be raised. Montreal markets show that some wholesalers have slightly reduced prices on canned vegetables for the reason that sales were so meagre. The whole canned goods situation, however, is yet not at all well defined, each jobber having his own opinion of what the outcome will be.

The butter market in all parts of Canada shows high prices for this time of year. This in the face of the fact that butter is not being so extensively exported as last year seems peculiar. The apparent reason is that the surplus butter is being stored away in cold storage and this has the effect of keeping prices fairly high.

Egg prices are also well maintained and in some cases advances are recorded. In Montreal there is a difference of a cent since a week ago.

The Halifax market shows pork and bacon higher, canned peas scarce and rolled oats lower. There is also an advance in pork registered in Montreal. Flour has declined in Vancouver but the

only place where bread is recorded cheaper is in Guelph.

The tea market is exceedingly firm. This is due to strong advances from primary markets.

Advices from Spain indicate a stronger market in Valencia raisins with an advancing tendency. Currants continue steady and offers under current quotations have been refused.

CREAM EXPORTATION.

Considerable quantities of cream are now being exported from the eastern provinces to the United States, where it is being turned into butter at a saving of 4c per pound duty.

The duty on exported butter is 6c per lb., and on cream is only 6c per gallon. Thus, by exporting the cream and making the butter in the States, the duty on the butter is reduced to 2c per lb. In increasing numbers, dairymen and local commission men near the border are finding this out, and using it to obtain United States prices for their butter.

Of course, if carried out to any large extent it will have an appreciable effect on the price of butter in the eastern provinces. It would, however have at the same time the effect of raising the home prices so that there would be less object in such exportation.

UNFAIR METHODS OF JOBBERS.

The letter from a "Lover of Fair Play" which appeared in last week's issue of The Grocer is attracting considerable attention. The writer of it pointed out that wholesalers in some cases were taking unfair advantage of their retail friends by selling to the legitimate customers of the latter.

The situation as it exists in the Muskoka district was dealt with by the retailer. But it is a well known fact that similar conditions exist elsewhere, as may be seen from the St. Catharines correspondence in this week's paper. There it is shown that wholesalers have been selling to the boats on the Welland Canal, and to their retailers are objecting.

This principle of jobber selling to the consuming public is one that cannot be very highly commended. The jobber knows that he must depend upon the retailer in the long run to distribute his goods to consumers and from the standpoint of simple fair play he should refrain from cutting in on the trade of the retailer whenever an opportunity arises.

In the Muskoka district jobbers sell to the settlers there, thereby taking away business from the retail grocers who do their purchasing from these jobbers. The latter expect the merchants' trade and yet for a small

consideration they accept and even cater to the business of consumers.

Of course, it is generally known that all jobbers are not alike in this respect but yet the custom is too general.

Not long ago, the members of the Toronto Fruit and Produce Association agreed to cut out entirely selling to the public. This was done at the request of the Toronto Retail Grocers' Association, and now in the establishments of every fruit distributor, who is a member of the association, may be seen a sign tacked upon the wall to the effect that only the retail trade will be supplied. The grocers admire this step on the part of the jobbers and as a result more friendly relations exist.

The principle should be carried out by all jobbers if for no other reason than it is unfair for one man to undersell another who handles the same goods and who is a necessity in his business life.

MEN TO BE ADMIRER.

The Canadian Grocer is pleased to be able to show in this issue the reproduction of a photograph of a body of broad-minded business men, all interested in the raising of the standard of the retail grocery trade in Canada. The reference is to the officers and executive of the London Retail Grocers' Association.

This association is one that has been doing aggressive work in many respects and the credit must be given to the officers and executive elected from year to year. They are men not solely interested in the ideas of building up their own business without considering others. They believe that in giving good service to the grocery trade in general, they effect the greatest good to themselves.

What is needed in every city in Canada is just such a body of men. There are without doubt questions in the trade which require the attention of the best and broadest-minded men in the men who are not swayed by any little personal prejudice or petty jealousy.

The London Retail Grocers' Association is recognized to be a valuable one because it does things and because it exists, not particularly for its own advantage, but for the edification of the retail grocery trade in general.

Every particle of progress that has ever been made has been the product of individuals who have love for their work, and who, believing their work, have climbed above the mass, and, by climbing themselves, have developed power to stand. James Logan.

Notes

G. H. P.

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Notes from the Maritime Provinces and Quebec

Good Business Prospects for Nova Scotia—Price Changes in Halifax—Montreal Retail Merchants' Association Anticipating Pleasant Outing.

MONTREAL.

Sept. 7.—A pleasant outing is anticipated by members of the Montreal Retail Merchants' Association, who will participate in the holiday trip, which goes off September 19. On that date a special train will leave Bonaventure Station, Montreal, bound for Saratoga Springs, Albany, New York, Boston, Portland, Old Orchard, and the White Mountains. The trip will be of ten days duration, and the price of the round trip ticket is \$15.50.

E. B. Goodaere, of Watt, Scott & Goodaere, Montreal, has returned to the city after a two weeks' fishing trip, spent in the Laurentians.

C. H. Catelli has returned to Montreal from Toronto, where he attended the Canadian National Exhibition, as the official representative of the Montreal Chambre de Commerce.

Harold H. Hughes, manager Spratt's Patent, Limited, Canadian branch, has returned to Montreal. He was in Toronto during the exhibition, superintending the feeding of the dogs at the fair. The dogs were fed on Spratt's foods.

Boyril, Limited, Montreal, owing to increased business, has been forced to secure larger office accommodation, and, with that end in view, the building which they occupy on St. Peter Street is being considerably remodelled. When all the work is finished the office staff will have splendid quarters on the first floor, instead of on the ground floor, as formerly, while the entire ground floor will be utilized for warehouse purposes.

HALIFAX.

Sept. 7.—Dealers say that very little butter is coming to hand from Nova Scotia shippers and what little is arriving is of poor quality. June and July butter is usually of good quality, which is usually maintained throughout August, September and October. This year, however, it has started to deteriorate earlier than usual, probably on account of the weather, which has been so dry that the pastures dried up and there was no afterfeed to speak of. A feature of the market is the scarcity of fresh made dairy prints, which are to-day worth 23 to 24 cents. There is nothing new in creamery butter, which is a little higher in the upper provinces, without affecting the price in this market. As soon as the stocks are reduced here, however, dealers have to purchase in the Montreal market, prices are likely to advance.

Eggs are about the same as last week. The market, however, is firm with no signs of any change for some time. Consumption is being lessened somewhat by high prices during the last few weeks, but that does not seem to affect the market to any extent.

Cheese is reported likely to advance this month, which is usual in September. The prospects are that there will be a quantity of cheese bought up this month and stored away, which would mean higher prices but no extra demand. Prevailing prices are:

Butter		
Creamery, boxes, per lb.	0 24	0 25
prints, per lb.	0 25	0 26
Dairy, 2-lb. prints, per lb.	0 23	0 24
tubs, per lb.	0 19	0 22
rolls, per lb.	0 21	0 22
Cheese		
Large, per lb.	0 12	0 13
Twins, per lb.	0 13	0 13
Eggs, per dozen	0 21	0 22

Pork has taken another jump, which seems to be its weekly habit lately. 'Woodlawn' clear backs are now quoted by wholesale dealers at \$28.00 to \$28.50 per bbl. and "Kenwood" clear bean pork at \$25.50 to \$26.00 per bbl. Dealers here have lately been importing some Canadian lard, almost the whole of which has hitherto been going to England, until the recent high prices have let it in to some extent.

Interesting Trade Items Gathered in Ontario

Chatham Grocer's Methods of Advertising—Price of Bread Down in Guelph—Early Saturday Night Delivery for Bracebridge—Ottawa District Merchants Objecting to Handling School Books—Grocers in St. Catharines Dislike Wholesalers Selling to Boats—Many Galt Merchants Visit National Exhibition.

CHATHAM.

Sept. 8.—An interesting item in the office equipment of H. Malcolmson's grocery is an advertising scrap book. The book has pasted into it the advertisements of the firm covering a considerable period. "I was too busy to keep it up," remarked Mr. Malcolmson; adding, however, that the scrap book had proven a great help, particularly in supplying hints for new advertisements.

D. J. O'Keeffe, of the Triangle Grocery, corner of Thames St. and Grand Ave., is making regular use of "readers" in his advertising, a few lines every day among the locals being used to remind the buying public of seasonable lines carried. The phone number is usually given, while Mr. O'Keeffe styles his store, "O'Keeffe's cash grocery"—with the emphasis on the cash.

Though fruit is plentiful on the local market, prices remain high. Peaches bring from 30c to 50c a box and plums 70c to 75c. Little butter is being offered this summer, farmers preferring to turn their butter over to the stores, or to sell their milk to the creamery. Eggs are also scarce, selling from 20c to 22c.

James Murphy, who has for many years past conducted a grocery at Mitchell's Bay, passed away last Thursday.

Canned peas are so scarce that deliveries are only about one-half the amount that the wholesale trade had contracted for.

Table codfish are also high and scarce; No. 1 shore table cod being worth \$5.50 per qtl.

The new season's teas are just landing and dealers say they are much pleased with the "cup" quality of the goods.

Among the weekly changes are the following:

Lard, pure, higher at 16c lb.; barley, bags, higher at \$2.65; pork, clear backs, higher, at \$28; bacon, rolls, higher, at 15c lb.; onions, Valencias, lower at 2 1/2c; rolled oats, lower at \$5.65.

The fall prospects for business in this province, taking all things into consideration, looks favorable.

Trade is rapidly adjusting itself to the changed conditions. The farmers are getting good prices for their products, the fruit and vegetable crops are satisfactory, and generally speaking, there is a good catch of fish, which will probably bring good prices. While collections have not attained to the old standard, yet there is a much better tone evident.

He was 52 years of age and leaves a widow but no children.

There is talk of a sugar beet association being formed among the farmers in this section. The promotion of scientific and intelligent methods in beet culture is one object, while the association may also endeavor to secure a branch of a Michigan factory, probably the Mount Clemens concern, for Chatham.

N. H. Stevens, president of the Canada Flour Mills Co., is in receipt of congratulations from a host of friends on the fact that he on Wednesday celebrated his 68th birthday. Mr. Stevens has been active in Kent's political and commercial life.

The Aylmer pork packing factory was put up at auction recently, but no sale was made, the sum of \$7,000 which was bid not coming up to the reserve bid.

Ingram Taylor, formerly of Bradley & Son's staff here, has left for Salt Lake City, where he will take a position with a large grocery house.

D. J. O'Keeffe, the Thames St. grocer, is erecting a handsome residence on William St.

The Kent Canning Co. started operations last week with 100 girls and 20 men. They commenced work on corn, for which they have 350 acres under con-





Canadian Markets and Market Notes.

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

LONDON.

Sept. 8.—Wholesalers report trade fair in the country towns. There is little change in staples. The market for teas is firm, all grades advancing. Coffees are steady. Brokers' advices report that the pack of sockeye salmon will be short and prices higher. Cannermen complain of a scarcity of tomatoes, but the crops of corn and beans will be good.

Legal bankers report that the fourth of the month, "settling day," passed off satisfactorily, bills having been well met. Several banks note an improvement of business and expect trade to go ahead much better from now on.

With the return of families from the summer resorts, business in local retail circles is beginning to pick up.

Henry Brown, grocer, corner of English street and Lorne Avenue, has assigned to Seandrett Bros.

The winner of the most popular lady prize at the grocers' picnic at Springbank was Miss Falkner, daughter of J. Falkner, grocer, not Miss Falconer, as erroneously printed in last week's Grocer.

John Fulcher, for some years chief clerk in J. Deposes east end store, has resigned his position.

The regular meeting of the Retail Grocers' Association has been postponed

Tuesday next to the Tuesday following, owing to the Western Fair next week.

In spite of the efforts of the Retail Grocers' Association, hucksters continue to ply their calling on the local market, and it is said there will be some perturbations shortly.

TORONTO.

Sept. 8.—T. W. Edwards, who has been doing business at 1014 Dundas St. for the last two years has moved into a new store just one door west, which has been built under his supervision for his own convenience. His wife who is an excellent saleslady and a good stock keeper, deserves considerable credit for their success in business. The store is not quite finished, but when completed with silent salesmen and other up-to-date fixtures, Mr. Edwards will certainly be in clover, and in splendid trim to serve his customers.

The "High Park Grocery" on the corner of Roncesvalles and Howard Park Ave. is another grocery recently started to wait on the people in that section of the city. The Grocer representative forgot to ask the names of the partners who constitute the "High Park Grocery" but he saw in small letters on each side of the window, W. J. Lappin and C. W. Mitchell. He then concluded like the countryman who stopped at a hotel, when asked at which one, he said he did not know, but there was "Pull and Pull" on the door and he thought "them's the fellers that run the business." It must be concluded therefore that these fellows run the business. They are after business and are likely to get it.

QUEBEC MARKETS

POINTERS—

Canned Salmon—Advance expected.

Sugar—Advance of 10c.

Teas—Firm market.

Molasses—Falling off in sales.

Montreal, Sept. 9, 1909.

Canned salmon is very firm this week, with every likelihood of there being an advance, possibly of 40c a case. Tomatoes are exceedingly firm, and if this cool weather continues there is likely to be an advance in price. Some weakness is displayed in other lines of canned goods, by some wholesalers, who are making slight concessions in price to stimulate trade. Sugar advanced 10c on Tuesday morning, and is quite firm. Teas are particularly firm, with little buying being done. Valencia raisins are firm. Currants are strong, too.

SUGAR—Sugar advanced Tuesday morning 10c, and has been quite firm since then. The raw markets having advanced caused the refiners to ask more for the refined article. Demand continues very good.

Granulated, bags	4 70
" 20 lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paper lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 45
" " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 75
" " 50 lb. boxes	5 75
" " 25 lb. boxes	5 75
Powdered, bbls.	4 95
" " 50 lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES — Corn syrups continue to move out freely. Molasses, after having been in good demand all summer, is not such a good seller at present, there having been, of late, a marked falling off in sales.

Fancy Barbadoes molasses, puncheons	0 38	0 40 1/2
" " " barrels	0 41	0 43
" " " half barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half barrels	0 46	0 48 1/2
New Orleans	0 22	0 25 1/2
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 43	0 45 1/2
" 1 bbls.	0 43	
" " 1 bbls.	0 43	
" " 35 lb. pails	1 75	
" " 25 lb. pails	1 25	
Cases, 2 lb. tins, 2 doz. per case	2 40	
" " 5 lb. " 1 doz. "	2 75	
" " 10 lb. " 1 doz. "	2 65	
" " 20 lb. " 1 doz. "	2 60	

TEA—Teas are exceedingly firm, owing to strong advances from primary markets, and light stocks held locally. Buying is not very brisk, high quotations making business mostly of a hand-to-mouth nature.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon Broken Orange Pekoe	0 21	0 40
" Pekoe	0 20	0 22
" Pekoe Souchongs	0 29	0 32

India Pekoe Souchongs	0 19	0 20
Ceylon greens Young Hysons	0 20	0 25
" " Hyson	0 20	0 22
" " Gunpowders	0 19	0 22
China greens Pingsuey gunpowder, low grade	0 14	0 15
" " " pea leaf	0 20	0 30
" " " panhead	0 30	0 50

COFFEE—Fair trade is being done at old prices.

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

DRIED FRUITS—Latest cables from Spain, on the subject of Valencia raisins, state that the market is stronger, with an advancing tendency. There has been a considerable business in this line at opening prices, both via Liverpool, and for shipment by direct steamer. Currants continue remarkably steady, and all offers under current quotations have been promptly refused. There has been no change in Sultana raisins. Figs, also, are unchanged. California fruits are about the same, prices being firm, and the markets steady. Buying in dried fruit lines generally is beginning to show some activity. Almonds, in the shell, are reported firm, while shelled almonds have advanced slightly. Nuts generally are firmer.

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

SPICES—Pickling spices are beginning to sell, but demand is not as strong as it should be at this season. Ginger, pepper and spices generally are stronger, and higher markets are anticipated within the next few months. At the moment prices in New York are lower than for import.

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

BEANS AND PEAS—The situation has not changed materially since last week.

Ontario prime pea beans, bushel	2 35	
Peas, boiling, bushel	1 50	1 60

RICE AND TAPIOCA—The situation in both rice and tapioca is unchanged since last week.

Rice, grade B, bags, 250 pounds	2 85
" " " 100 "	2 95
" " " 50 "	2 95
" " " pockets 25 pounds	3 05
" " " " 12 1/2 pounds	3 15
" " grade C, 250 pounds	2 85
" " " 100 "	2 85
" " " 50 "	2 86
" " " pockets, 25 pounds	2 96
" " " " 12 1/2 pounds	3 05
Tapioca, medium pearl	0 04 1/2

EVAPORATED APPLES — Little business is being done at present. Quo-





## How "Good Tea" Drew Trade

Here is the story of how one of the best grocers in Kingston and one of the smartest business men in Ontario was more than ever convinced that Red Rose Tea is a profitable line to handle. He is proprietor of one of the largest stores in the Limestone City, and one day last month a lady, whom he afterwards learned was a wealthy summer resident on one of the Thousand Islands, came into the store and asked him if he kept Red Rose Tea. He replied that he did and she said: "I thought this was the store. I got a pound of the 50c. grade a couple of weeks ago and it was the best tea we ever tasted. I looked quite a while for your store because I wanted to make sure of getting more of the same tea."

She ordered several pounds of Red Rose Bronze Label, the 50c. grade, but what made the incident much more important in the eyes of the grocer, she gave a very good-sized order for other high-class groceries.

This single instance illustrates a very strong trend in the grocery trade. Good tea is the grocer's best advertisement. The grocer who sacrifices the quality of his tea, either for a larger profit or to the desire of a few customers for a cheap tea is going to lose both in his tea trade and in his general business.

It will pay you  
to recommend **Red Rose Tea**  
It draws trade and holds it.

3 Wellington St. E.  
Toronto, Ont. } Branches  
315 William Ave.  
Winnipeg, Man. }

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

Current Business Happenings in Western Canada

Flour Prices Decline in Vancouver—British Columbia Fruit Meets with Favor in Germany—Sockeye Salmon Prices Advance—A Scarcity of Western Fruit.

VANCOUVER.

Sept. 7.—This week marks the reduction in the price of flour, the standards being quoted at \$7.10. Although flour has gone down, there is no word yet of the bakers reducing the price of bread, which they were very prompt to advance at the time flour prices started to climb. If flour continues to drop, it is probable that bread will come to something less than 10 cents a loaf, bought retail, but the chances are that even so, bread will maintain its present price for some time yet. One brand of flour is quoted at \$7.20, but the sellers claim that the difference of 10c is covered by the fixed retail price of this brand, which gives the retailer the same profit.

Eastern eggs are firm at 30c, and 31c and 32c is being asked. Locals are retailing at 50c and are not plentiful by any means.

High grades of eastern butter are quoted at 26c at the factory, with a local figure of 27c and 28c, and firm at that. The higher prices for this necessary article will soon obtain.

The death took place of W. L. McKenzie, who kept a grocery at the southeast corner of Denman and Nelson streets. He was a sufferer from tuberculosis of the bone. Deceased came to Vancouver from the prairie country.

The business of the New General Stores, carried on at Eburne by H. Weeks, has been transferred to the Eburne Trading Company. He did a good business, but got a first rate offer and for personal reasons besides decided to accept it.

Arnour Packing Co. is about to establish a warehouse and cold storage plant in Revelstoke, which will become their distributing point for the immense territory between Spence's Bridge and Field on the main line of the C.P.R. in British Columbia. S. Bradley will be manager.

Carl Basedow, of Hamburg, Germany, is a visitor to the province this week. He is a leading auctioneer of Hamburg, and visited Vernon, in the Okanagan, as the outcome of a small shipment of fruit sent his firm by C. G. Gay & Co., of Vernon. The object of his visit was to get consignments of Okanagan fruit for the Hamburg market. Mr. Basedow claims that a much better price can be obtained for British Columbia fruit in Hamburg than in the rest of the prairie provinces, so much so that several cars shipped to England had been re-ordered to his firm in Hamburg, and this re-shipment had netted the shippers very good returns, notwithstanding the increased freight charges, consequent up-

on the change of plans. Grimes Golden, he said, was a fine class of apple, but the name should be changed, as the same fruit shipped from the east had got into disrepute.

CALGARY.

Sept. 7.—As anticipated the unexpected small pack of sockeye salmon has resulted in a sharp advance in prices. Coast packers are now offering limited quantities at 50c per case, and prices advanced accordingly. It is freely admitted that choice sockeye salmon will bring still higher prices before another season's pack is available.

In the produce market butter has advanced 1c per lb., and eggs from 50 to 75c per case. Eastern cheese is firm and slightly higher, the jobbing price here is 15c per lb. for large, 15½ for twins and 17c Stiltons. Alberta cheese is quoted at 1 to 1c per lb. less.

Local vegetables are plentiful, and of unusually good quality. Alberta potatoes are a good crop, the quality will be better than usual as the season has been favorable to maturing of the crop.

B. C. fruits are scarce. Plums are arriving in limited quantities. There will not be any B. C. peaches shipped to Alberta this season, the crop being light, barely sufficient for home requirements.

Dealers find it difficult to obtain supplies even from California, the demand being unusually heavy from the large U.S. centres.

Sugar advanced here on Tuesday, 10 cents per cwt.

Importers, Roasters and Grinders of  
**Coffee and Spices**  
 Manufacturers of  
**Jams, Jellies, Pickles,  
 Sauces and  
 Flavoring Extracts**

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT  
 WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

**Empress Manufacturing Co.**  
 Limited  
 VANCOUVER, B. C.

Try a case of

**Mason's  
 Number One  
 Sauce**

Nothing so good ever made—Everyone says this.

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

The Mason, Miller Company, Toronto, Canada



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

**“Soclean”**

The Dustless Sweeping Compound

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

BUY FROM YOUR WHOLESALE

or  
**The Harnett-Ridout Company**  
 Manufacturers  
 Manufacturers Sales Co., Eastern Sales Agents  
 314 Birks Bldg. Montreal

JOHN  
 SALMON  
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THE CANADIAN GROCER

# Manufacturers' Agents

## And Brokers Directory

### BRITISH COLUMBIA

#### JOHN J. BOSTOCK

Wholesale Broker  
SALMON Canned and Salted  
HERRINGS HALIBUT  
LOO BUILDING. VANCOUVER, B.C.

#### ALEXANDER MARSHALL

#### Wholesale Merchandise Broker VANCOUVER

Representing: Lever Bros., Ltd.; Postum Cereal Co., Ltd.; Charlottetown, Condensed Milk Co.

#### McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

#### W. A. JAMESON COFFEE CO.

MANUFACTURERS

Coffees, Teas, Spices, Etc.

"Feather-light" Baking Powder

Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

We have Competent Salesmen  
Best facilities for Distributing and Storing

#### W. HARRY WILSON & CO.

330-332 Cordova St. W. VANCOUVER, B.C.

Wholesale Manufacturers' Agents

Correspondence Solicited.

#### F. R. McINTOSH & CO.

Vancouver, B.C.

R. ROBERTSON

J. Y. GRIFFIN

#### R. Robertson & Co.

25 Alexander St.  
VANCOUVER, B.C.

Wholesale Brokers  
GROCERIES, PRODUCE, FRUITS, GRAINS  
Importers and Exporters

Reference: Bank of Montreal  
Write us for information about B.C. trade  
Cable Address: "Robin," Vancouver.  
Codes: ABC, 5th Edition; Revised Economy; Modern Economy; Utility and Drawings.

W. C. FINDLAY

W. CARTER

#### E. A. MARSHALL & CO.

Manufacturers' Agents

SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.  
We have an established connection and can handle a few more good agencies to advantage.  
Highest References.

#### F. G. EVANS & CO.

139 Water St. VANCOUVER, B.C.  
Wholesale Grocery Brokers and  
Manufacturers' Agents

Correspondence Solicited.

#### THE CANADIAN GROCER

British Columbia Office at Room 51, Hartney Chambers,  
Cor. Pender and Homer Sts., Vancouver.  
H. HODGSON, Manager

#### EDMONDS & BAKER

MANUFACTURERS' AGENTS  
AND GROCERY BROKERS

100 Loos Bldg., VANCOUVER, B.C.

Open for a few more good agencies. We get results.  
CORRESPONDENCE SOLICITED

TRY A

## Condensed Ad.

IN

## The Grocer



## BALAKLAVA SARDINES

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

HAVE YOU A STOCK?

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

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 52 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

MANITOBA MARKETS

Corrected by Tellegraph.

POINTERS—

Advances—Delhi strawberries, almonds.  
Firm Prices—Evaporated apples, apricots, peaches.  
Weak Market—Beans, prunes, currants, fresh vegetables.

Winnipeg, Sept. 9, 1909.

Wholesalers claim that the increased business this season is due to the influx of harvesters and visitors. Merchants throughout the country are not stocking goods for the fall and winter trade. This is to come yet but the orders for immediate use are remarkably large and urgent. The wholesale houses have the complete staff in working order again after the holidays and everyone is working. It is interesting to visit the various wholesale warehouses and watch the continuous trucking of goods from the stock to the freight wagons. The output is so large that jobbers are finding it difficult to get goods. A local broker, who has occasion to feel the life of the trade, stated yesterday that he did not know where the goods were going to come from when the fall rush, which is opening, comes on. The trade for immediate consumption has been so large that many lines are depleted.

The market situation shows weaknesses in new crop lines and firmness in lines which stocks are known to be limited. We quote last week's prices on almonds although in some quarters they are wholesaling in advance of this price. Delhi strawberries are up although we cannot quote canned goods. Collections are fair locally but little is coming in from rural merchants. The time is coming near when some long hauls will be made in this connection. Nothing has taken place to injure the great crop to which so many are looking; and as most of the cutting is done hopes run still higher for an enormous yield and a good price. A report gathered from a reliable source predicts a wheat yield of over 118,000,000 bushels. This looks good to the wholesaler and retailer.

SUGAR—

Montreal and B.C. granulated, in bbls	5 15
" " in sacks	5 10
" yellow, in bbls	4 75
" " in sacks	4 70
Long sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 01
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 25
Lump, hard, in bbls	5 95
" " in 4-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES—Last weeks prices prevail. The demand for syrup has been heavy. The output has been largely in 1/2 bbl. lots or 20 lb. tins.

Syrup "Crown Brand", 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 " "	2 75
" " 10-lb. tins, per 1 " "	2 55
" " 20-lb. tins, per 1 " "	2 60
" " 4 barrel, per lb.	0 93
" " Sugar Syrup, per lb.	0 63
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" " 5 " " 1 " "	2 75
" " 10 " " 1 " "	2 55
" " 20 " " 1 " "	2 60
Barbadoes molasses in 1/2 bbls., per gal.	0 50
Porto Rico molasses in 1/2 bbls., per gal.	0 40
Gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 1/2 bbls., per gal.	0 33

MAPLE PRODUCTS—Not much moving except among city merchants. The commodity is too high in price for rural distribution.

Sugar, per lb.	0 13
Syrup, gallons, 1 doz. to case, per doz.	2 60
" " 1 doz. to case, " "	5 35
" " 2 doz. to case, " "	2 85

BARLEY—The market is weakening owing to new crops. This is true in a general way of all cereals.

Pot barley, per sack	2 60
Pearl barley, per sack	2 45
" " per 1/2 sack	1 90

EVAPORATED APPLES—This commodity still maintains a strong market. The supply is scarce but new goods will arrive soon. The price to-day is from 8 1/2 to 9 cents per pound.

ROLLED OATS—These prices are not rigid. The tendency is toward a weaker market just now.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 50
" " 40 " " " 80	2 55
" " 20 " " " 80	2 65
" " 8 " " " 80	2 85

NUTS—Very firm prices prevail on all nuts. Peanuts are selling in large quantities.

Shelled Walnuts, in boxes, per lb.	0 23
" " small lots, per lb.	0 24
" Almonds, in boxes, per lb.	0 30
" " small lots, per lb.	0 34
Peanuts, Virginia, per lb.	0 10 0 13

HONEY—New lines are moving well and wholesalers report the market good as other seasons. The Ontario quality is reported quite up to the standard.

Honey, 2-lb. tins, per tin	0 33
" " 4-lb. tins, per tin	0 75
" " 12 oz. jars, per dozen	2 10
" " 60-lb. tins, per lb.	0 12

CORNMEAL—

Common, per sack	2 15
" " per 1/2 sack	1 08
" " per bale (10, 10's)	2 15

BEANS—The bean crop is very good according to reports, but they are scarce at present.

3-lb. picker, per bushel	2 55
Hand picked, per bushel	2 65

RICE AND TAPIOCA—The market is in good condition in each of these lines. The prices are slightly lower than usual and the buying is heavy.

Japan rice, per 100 lbs.	3 90
Pearl tapioca, per lb.	0 04 0 04

FRESH FRUITS AND VEGETABLES—Prices are lower on the local market in vegetables owing to the good crop already in. These prices prevail to-day.

New potatoes, per bushel	0 45
Native cauliflower, per dozen	0 75 1 25
Native cabbage, per lb.	0 01
Native green beans, per lb.	0 04
Native celery, per doz.	0 40
Native cress, per bushel	0 60
Native lettuce, per doz.	0 20
Native onions, per doz.	0 20
Native radishes, per doz.	0 20
Native cucumbers, per doz.	0 20
Ontario tomatoes, per basket	0 30
Green corn, per dozen	0 12
Oranges	3 75 4 00
Lemons	5 50 6 00
Plums, Cal.	2 00 2 25
Peaches	4 50 2 00
Medlars	4 50 5 00
Apples, Ontario, per bbl.	4 50
" " American, per bbl.	5 50 6 00

BUTTER—Creamery is jobbing at the same price; to-day it is 24 and 25 cents per pound. The dairy is somewhat firmer, No. 1 being 18 cents at present, while No. 2 is firmer at 15 cents.

EGGS—The candled stock is jobbing

from 21 to 22 cents per dozen. The prices will steadily go up as the season closes in, and stocks will soon be coming in larger quantities from the south.



You want a Genuine Business

and your customers want genuine Fels-Naptha. You can only make an imitation of a business by selling imitation articles. If your customers can't depend on your goods and your word,—you can't depend on holding them.



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Winnipeg



# Buffalo Brand Rolled Oats

We are open to quote to Eastern dealers for shipment last half September, all October and November.

YOUR ENQUIRIES WILL HAVE OUR PROMPT ATTENTION

## NICHOLSON & BAIN Winnipeg

Agents for The Dow Cereal & Milling Co., Pilot Mound, Man.

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

### Thurston & Braidich

128 William Street    NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

### R. B. Wiseman & Co.

123 Bannatyne Avenue East    WINNIPEG, MAN.

**Warehousemen, Forwarding Agents and  
Wholesale Brokers**

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

*Reference—Bank of Ottawa, Winnipeg*



### Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN  
THE CANADIAN GROCER.







**TRAVELERS' FIRE ESCAPE COMPETITION.**

**Utica Company Wins First Prize of \$100—Hamilton Defeats Toronto in Ball Game.**

The prize of \$100 offered for the most acceptable fire escape for hotels by the Commercial Travelers' Association, was competed for at the Canadian National Exhibition grounds at Toronto, on Saturday, Sept. 4. (Commercial Travelers' Day).

There were 14 contestants. The first prize was won by the U.S. Fire Protection Co., Utica, N. Y., with Davy's automatic safety fire escape, an invention of Chas. F. Davy, secretary and general manager of the company. Practical demonstrations were made by the various contestants, but a number of fire escapes were regarded as more fit for factories and public buildings than hotels. What was especially aimed at was a contrivance simple enough to be attached to every room in an hotel and cheap enough to warrant the Government recommending such a contrivance.

The Utica machine recommended itself to the judges at once. A second special prize was awarded to the "Simplex Fire Escape," made in Toronto, because of its simplicity and cheapness. The latter machine can be supplied at \$5, and the former at \$8. All that is necessary with each machine is for a person to buckle a belt under the arms and jump out the window. The judges were J. G. Cane, Lt.-Col. Stoneman, Hamilton, and Arthur Hatch, Hamilton. The Ontario Government's representative on the committee was Inspector Snyder.

**Hamilton Wins Ball Game.**

Travelers' Day was also marked by a grand baseball contest between Hamilton and Toronto drummers. Hamilton carried off the honors as the following sparklets submitted by an admirer of the Mountain City ball-tossers plainly indicates:

Manager Wm. J. Dore with his wee laddies, spiek and span, wore grey suits to play "Bob" Asher's pick of Toronto and suburbs. Every man of his team picked out his own suit, and the contrasts were quite noticeable.

"Bob" has not regained his voice since rooting so hard for Toronto, when "Billy" Dore's team won at the Snack outing. On Saturday he could be heard chastising his team in a weak voice, when they could not find the ball after Hamilton had hit it.

Sol. Walters wanted to bet a quarter on Toronto, but after betting twice he closed his pocketbook. After the game he could be seen arm and arm with Jack Wildfong, each consoling the other.

It was a dry game. Water could not be procured until kindhearted "Billy" Meehan came along and acted in the capacity of water boy.

Tommy Gloucester said that if ever he hit the ball, no one would ever find it—but thanks to Tommy he never found it to hit.

"Bob" Asher did a loop-de-loop trying for a fly, but was unsuccessful.

Notice the score, 34 to 17 in favor of Hamilton.

"Billy" Dore ought to be arrested for stealing so many bases.

Sammy Male, Hamilton's star pitcher, was a hodoo to the Toronto boys.

**STREET GETS BACK ITS TRADE.**

**Merchants Organize Big Celebration to Recapture Their Customers Who Leave While Street is Torn up.**

Toronto, Sept. 8.—The retail merchants of Arthur Street have recaptured their fair share of business through a unique and cleverly-managed celebration. This street from one end to the other was torn up and was undergoing repairs, and reconstruction since the 1st of April. It was in such a condition that traffic was practically impossible. Business was suffering. The street looked for a long time as if an effort had been made to do something, and then, as if the officials had given the work up in disgust.

For weeks and weeks nothing was done. Either the workmen were out of material or else the engineer was changing his plans, or for some other reason the work was delayed. A great deal of indignation was felt by the merchants against the officials whose business it was to look after it. Women and children were in danger of breaking their necks, or at least, of spoiling their shoes in trying to wade through mud, mortar, stones, etc., and, therefore, turned away from Arthur Street to do their buying.

It was in this condition from the 1st of April to September, and when at last it was completed, the merchants conceived the practical idea of holding a celebration in order to let the people know that Arthur Street was once more passable and that they were anxious to see their customers back again. A few of them put their heads together, formed an organization, appointed a chairman, secretary and a treasurer, laid their plans, and went to work. All the merchants on the street fell in line and became enthusiastic supporters. Money was liberally subscribed; 2,500 Chinese lanterns were secured; two bands engaged, and the great celebration came off on the night of Sept. 1st. Great generalship was manifested on the part of the promoters. They distributed the Chinese lanterns to every house on the

**BUSINESS IS GOOD**

you will say and we will save you money in discount and freight if you stock our full line of—



**RICHARDS**  
Quick Naptha Soap  
Snow Flake Soap  
Chips  
Ammonia Powder  
100° Pure Lye  
Toilet Soaps

**Custard Powder**

The BIC Two-Power 5c. pkg.

Manufactured only by

**EDWARD J. NATION & CO.**  
BRISTOL, ENGLAND

WE STOCK IT

**W. H. ESCOTT**

Wholesale Broker

WINNIPEG MANITOBA

Let us quote you on your

**APPLE BARREL**

requirements for the coming season. Also staves, hoops and heading for sale.

**H. CARGILL & SON**  
CARGILL, ONTARIO

**SALT**

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Tor.  
G. J. CLIFF, Manager.

SPRAQUE

**CANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.



**BEST PROFIT MAKER FOR YOU  
BEST VALUE FOR YOUR  
CUSTOMERS**

**GIL**

It cl  
ever

**CLA  
ME**

All the fac  
MEATS

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liberal

The variety

buyer

Clark's Pork

Clark's Tongu

Clark's Sliced

INGLASS E

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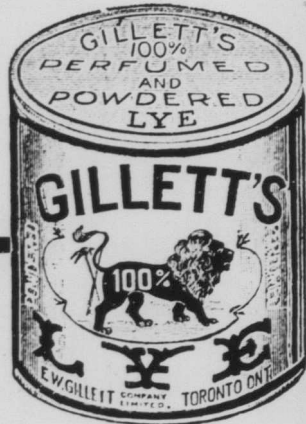
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## Millions of People Use Gillett's Lye.

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

# GILLETT'S LYE EATS DIRT!

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



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

## CLARK'S MEATS

Well Made  
Well Advertised  
Well Known

All the factors of successful sales are in CLARK'S MEATS.

Their reputation and quality are never questioned.

They are known all over Canada.

Their sale is an absolute certainty.

The manufacturer assists the grocer most generously by liberal advertising.

The variety is large, meeting the requirements of every buyer.

Clark's Pork and Beans

Clark's Mince Meat

Clark's Tongue, Ham or Veal

Clark's Ox Tongue

Clark's Sliced Smoked Beef

Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST.

**WM. CLARK, - MONTREAL**

Manufacturer of High Grade Food Specialties

# BOVRIL

can be obtained from all wholesale firms in the Dominion or from our depôts:

A. B. Mitchell, Mitchell's Wharf, Halifax

W. S. Clawson, 11 & 12 South Wharf,  
St. John, N. B.

R. S. McIndoe, 54 Wellington St. East, Toronto

W. L. Mackenzie & Co., 306 Ross Avenue  
Winnipeg

A. G. Urquhart & Co., 524 Hornby St.  
Vancouver

We shall be pleased to supply freight prepaid an assortment of coloured hangers, booklets, etc. on receipt of a post card.

**BOVRIL LTD.**

27 St. Peter St., - MONTREAL

The Largest and Oldest Barley  
Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

**Pot and Pearl Barley  
Split Peas and Feed**

**John MacKay, Limited**  
BOWMANVILLE, - ONTARIO

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas  
Clean and White  
Quebec's leading Flour and Grain  
House.

C. A. PARADIS, Dalhousie St., Quebec

**SUCHARD'S COCOA**

This is the season to push SUCHARD'S CO-  
COA. From now on cocoa will be in demand  
daily. It pays to sell the best. We guarantee  
SUCHARD'S cocoa against all other makes  
Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal  
Agents.

street, with the instructions to put them  
up in a certain way and at a certain  
minute on the evening of the celebra-  
tion. Almost like lightning the whole  
street, which was packed on both sides  
by thousands of spectators, was under  
the brilliant illumination of 2,500 Oriental  
sparklers. Bands, calihumpians and  
the ever irrepressible boys, paraded the  
street until eleven o'clock, greatly to  
the enjoyment of the mass of the peo-  
ple and to the perfect satisfaction of the  
merchants of Arthur Street.

It is claimed that 30,000 people lined  
the street. Everybody went home well  
pleased, and Arthur Street had retain-  
ed its full share of the trade to which  
it is entitled. While the promoters deserve  
much credit, the fact must not be  
overlooked that the merchants on the  
whole street worked unitedly and in har-  
mony for the good of the street—this  
is the secret of the great success.

**WON'T SELL TO JOBBER.**

The Kellogg Toasted Corn Flake Co.,  
is waging war against a large New York  
wholesale grocery firm, accusing it of  
having cut prices on the cereal product  
to a retailer. The cereal manufacturer  
has refused to further sell its goods to  
this particular jobber until a fine for al-  
leged cutting of prices is paid or affi-  
davits furnished that such cutting has  
not been done. The New York manager  
of the Corn Flake Co., claims that a re-  
tailer who received a discount disclosed

this fact to him. Nothing definite has  
yet been done.

**OLDEST STORE IN CANADA  
WANTED.**

There still stand in the older  
portions of the Dominion, gro-  
cery or general stores that have  
seen more than half a century of  
time go by—stores that link the  
past with the present. The Cana-  
dian Grocer is desirous of obtain-  
ing a little bit of the history of  
these old establishments that once  
served as the distributing centres  
from the manufacturer to con-  
sumer. In addition to this, we  
are anxious to obtain photographs  
of them as they now stand, and  
issue a request to all readers to  
assist us in this matter.

If you are not in a position to  
supply a photograph, kindly put  
us in touch with the store, its  
location and some interesting facts  
about it. We will do the rest.

We want to ascertain the oldest  
grocery or general store in  
Canada, and want the assistance  
of our readers to make the com-  
petition interesting and lively. If  
therefore, you have a suggestion  
to make, The Canadian Grocer  
would appreciate a post card or  
letter bearing it.



**Have you had trouble**

in the past in the condition of the Biscuits you have been  
selling? Have they ever reached you in a soggy condition,  
with all their crispness and freshness gone?

You can obviate all this by handling

**Carr's Biscuits**

which are put up in air-tight tins, and reach you just as they  
left the factory. Moreover, they will keep fresh in these  
tins after they have been opened. Prompt delivery.

**CARR & CO., CARLISLE,  
ENGLAND**

Order from Agents—Wm. H. Dunn, Montreal and Toronto; Ham-  
blin & Breton, Winnipeg; L. T. Mewburn & Co., Ltd., Winnipeg;  
Standard Brokerage Co. Ltd., Vancouver, B.C.; T. A. MacNab & Co.,  
St. John's, Newfoundland.

Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



**SOFT MINTS—5c. boxes.**

**ACME PELLETS—5-lb. tins.**

**M. & R. WAFERS—5c. bags.**

and a complete line of

**LOZENCES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery  
and drug trades.

Price Lists and Illustrated Catalogue on request

**AGENTS**

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES

W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver



## Why Tie Up Your Cash?

We want the Grocers of Canada to fully realize that Christie Fancy Biscuits — La Fete, Orange Wafers, Coffee Wafers, Philopenas, Dominoes, Acorns, et cetera, et cetera, — are far superior to any fancy lines manufactured on this continent, and equal in *Purity, Nutriment* and *Quality* to the highest grades manufactured in the British Isles. The point is this: — Why tie up your cash when you can buy

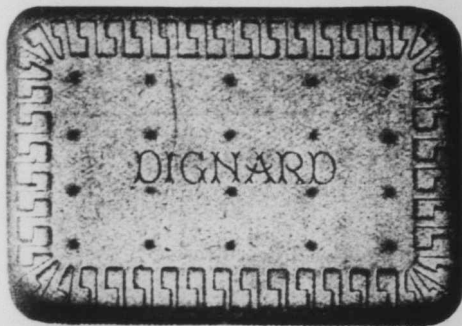
## CHRISTIE BISCUITS

fresh and pure and in small quantities when you want them? Remember — we're not saying one word against the high and unvarying standard of English fancy lines; but we do maintain, and reasonably, that *Christie fancy lines are the equal of the best produced anywhere.* As a practical Grocer you know that a sea voyage never adds anything to the flavor of food stuffs. The moral is plain. Stock Christie fancy biscuits when you want *the best fancy lines with the right flavor.* Don't tie up your cash!

*N.B.---Our "Madeira Mixed" and "Cherry Rings" are superior fancy lines.*

**Christie, Brown & Co., Limited**  
TORONTO

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our  
**VILLAGE**  
**Biscuit**  
retails  
3 lbs. for  
25c.

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL

## "LUCERNA"

IMPORTED

### Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK  
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

## A SPECIAL MONEY-MAKER FOR YOU IN THE BISCUIT LINE

Get samples and prices on our biscuits in animal form. Popular line at particularly attractive prices. In forms of horses, pigs, etc. Tasty biscuit, with fancy candy tracing. Great seller. Profit-yielder.


**THE CANADIAN BISCUIT COMPANY, LIMITED**  
LA PERADE, QUE.

All the Year Round

# Cowan's

## Cocoa and Chocolate

are in demand. Strong, persistent advertising, backed up by absolute purity and uniformly delicious flavor, has made "Cowan's" a household word in Canada.



**The Cowan Co., Ltd.**  
Toronto

# M<sup>c</sup>VITIE & PRICE


EDINBURGH and LONDON

BISCUIT MAKERS TO  
H.M. THE KING  
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

<b>Digestive</b>	The Premier Biscuit of the World.
<b>Rich Tea</b>	An Ideal Tea Biscuit.
<b>Abernethy</b>	The Scottish Favorite.
<b>Breakfast</b>	Finely Flavored, Exceptionally Light.
<b>Rich Mixed</b>	An assortment of Fine, Old-fashioned Biscuits.
<b>Osborne</b>	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:  
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

# NELSON'S

## POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.


# NELSON'S

## Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

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

CANADA: No better Country  MOTT'S: No better Chocolate

# All the year round

# Mott's

## "Diamond" and "Elite"

brands of

# Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

## John P. Mott & Co.

### Halifax, N.S.

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

### Flour, Cen

Grain D. Country Time to

The wheat mark to many large de from the old land exte of 9 to 10c ing cautiously and Since the price of export demand has but does must d m... will be take mark is quiet, thing as to hov As the Northwest in... remaining th... world, th... of opit which carries all t... 150 milli... and har... raph...

The present is : grow... to order t... Each yea... in getti... and this year will... trad... has wonderfully i... past year. This i... quality as well as

MON

FLOUR.—There this week in the changes being a wheat patents, st... tra... otherwise... from last quotatio

Wheat... patents, 100... straight... 100... Extra... 100... Royal... 100... Golden... 100... Manitoba... 100... Five... 100... Harvest... 100...

ROLLED OATS in the demand for repeated. A decli... 15c is no... lines are unchang

Five... 100... Standard... 100... Golden... 100... Extra... 100... White... 100... Rolled... 100...

FLOUR.—Pric from last week. 200... supplie... med... changes's

Ontario... per ton... Manitoba... per ton... Montana... per ton... Montana... per ton... Feed... 100 lb. bag...

TO:

FLOUR.—Th little change since the... is a trifl... old... is rap



## Flour, Cereals and Confectionery Department

Grain Dealers Acting Cautiously In the Export of Wheat—Old Country Demand for Oats—Little Change in Flour Market—Time to Order Christmas Confectionery.

The wheat market has been disastrous to many large dealers; even importers from the old lands have suffered to the extent of 9 to 10c a bushel. All are acting cautiously and business is dragging. Since the price of oats has declined, an export demand has made its appearance, but prices must drop still lower before more will be taken. On the whole the market is quiet, with a good deal of thinking as to how it is going to move. As the Northwest wheat figures largely in determining the value of wheat all over the world, there is still a marked difference of opinion as to the yield, which varies all the way from 110 millions to 150 millions. The weather is favorable and harvesting is progressing rapidly.

The present is an opportune time for grocers to order their Christmas confectionery. Each year manufacturers excel themselves in getting out attractive goods and this year will be no exception. The confectionery trade in the grocery stores has wonderfully increased during the past year. This is true with respect to quality as well as quantity.

### MONTREAL.

**FLOUR.**—There is very little change this week in the market, the principal changes being a weakening of winter wheat patents, straight rollers, and extra. Otherwise there is no variation from last quotations.

Winter wheat patents, bbl.	5 75
Straight rollers, lb.	5 50
Extra rollers, lb.	5 00
Royal House, bbl.	5 90
Glenn's, lb.	5 40
Manitoba spring wheat patents, bbl.	5 90
Strong rollers, lb.	5 40
Five Rivers, bbl.	5 90
Harvest Moon, bbl.	5 40

**ROLLED OATS.**—A slight falling off in the demand for rolled oats in bags is reported. A decline in prices to the extent of 15c is noticed this week. Other lines are unchanged.

Fine rolled, bags	2 75
Standard rolled, bags	2 75
Grand rolled, bags	2 75
Good rolled, 98 lb. bags	2 10
Best rolled, 100 bags	1 85
White rolled	2 00
Rolls in bags	2 35
Rolls in barrels	5 20

**FLOUR.**—Prices show no fluctuation from last week. The demand continues good but supplies are short. No immediate changes seem probable.

Oats, per ton	22 00
Manitoba, per ton	24 00
Montreal, per ton	25 00
Manitoba rolled, per ton	25 00
Freight, 98 lb. bag	1 55
Freight, 100 lb. bag	1 85

### TORONTO.

**FLOUR.**—The wheat market shows little change since last week. If anything the market is a trifle firmer. The stock of old wheat is rapidly diminishing, and

new wheat is coming in slowly. A great many of the farmers, who can afford it, are not too ready to sell. This is the cause of the firmness of the market. Flour also has not made any change. Business, as a rule, is of a hand to mouth character. The mills are undergoing repairs, and millers are getting ready for next season's business.

Manitoba Wheat.	
1st Patent	5 50 5 60
2nd Patent	5 30 5 40
Strong bakers	5 20 5 25
Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

**CEREALS.**—The market is firm, but this is principally owing to the small receipts of grain. Wheat at the mill's in the city from farmers is selling at \$1 per bushel, and oats at 48c. This is a drop of 40c on wheat and 14c on oats from its highest point.

Rolls wheat, car load	3 00
Rolls oats	2 50
Oatmeal, car load	2 75
Rolls wheat in barrels, 100 lbs	3 25 3 50
Oats in bags, per bag 50 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

### BONUSING BABIES.

Editor Canadian Grocer.—Re the last clause in the story in last week's Grocer from M. Moyer, regarding presents to new babies, don't you think that the average grocer, if he is doing his full duty to man, (or woman) will have about all he can attend to with babies of his own without bonusing other people's?

### SUBSCRIBER.

### STUDYING CANADIAN CONDITIONS

Great Britain's Interest in Canada Becoming More Apparent Every Year.

Harrison Watson, London, Eng., is now in Canada, having been brought out by the Canadian Government to revisit this country and study Canadian conditions. Mr. Watson is a former resident of Montreal, where he once was with the Montreal Rolling Mills Co. He expects to be here until the end of October, and during the intervening time will cover the whole of the Dominion for his information. This is his first visit here for many years, and is, of course, for the purpose of studying our trade conditions, with a view to closer trade relationship with the Mother Country. Canada is becoming of more and more interest every year to Great Britain, and the better the knowledge that our trade commissioners have of us and our resources and possibilities, the more interest will the people of the Old Country take in us.



## Don't Experiment

in handling so many different makes of Soda Crackers, when the public are insisting with no uncertain voice on

## MOONEY'S PERFECTION CREAM SODAS

The extra amount of care given by the Mooney Company in the mixing and baking of these biscuits, and the effective methods of packing used, give these Crackers the distinguishing flavor and crispness for which they are so justly famed.

ORDER TO-DAY

### THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario

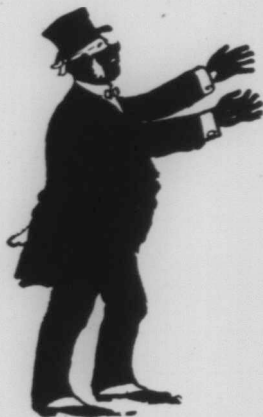
## Cox's Gelatine



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

Canadian Agents  
C. E. Colau & Son, Montreal  
D. Masson & Co., " "  
A. P. Tippet & Co., " "

J. & G. Cox, Ltd.  
Gorgie Mills,  
EDINBURGH



**GROPING IN THE DARK  
May Pay in the Long Run**

But results so far accomplished show that it is a slow way to accomplish a purpose.

For your confectionery department you want the "best" seller, in chocolates, there is on the market.

The "best" is the

**"BORDO"  
(REG.)  
CHOCOLATE**

which we have been successfully making for 25 years.

You will find many imitations.

But come out of the dark and be SURE you have the best.

Have you a supply?

**The Montreal Biscuit  
Company, "The  
Originators"**  
MONTREAL

CIE FRANCAISE des PATES ALIMENTAIRES  
**Macaroni, Vermicelli, etc.**  
Strictly French Manufacture Guaranteed  
*Manufactured at*  
92 Beaudry Street MONTREAL

52 Highest Awards In Europe and America

**WALTER BAKER & CO.'S**



**CHOCOLATE  
& COCOA**

Registered  
U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

**Have You Entered  
the Orange Meat  
Contest ?**

If not, you are missing an excellent opportunity to win some large cash prizes.

**\$700.00**

**Cash is the First Prize**

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package.

Contest closes November 30th, 1909.



**ANCHOR  
BRAND  
FLOUR**

is pure, wholesome and reliable at all times. It is quite different from ordinary flour and will make the most of your baking.

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

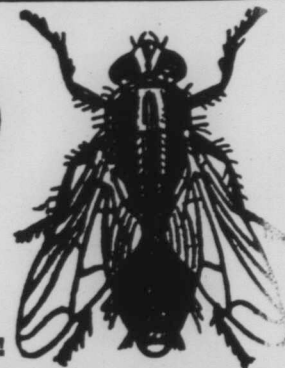
THERE IS ONLY ONE

**FLY PAD**

THAT'S

**WILSON'S**

**BEWARE OF UNSATISFACTORY IMITATIONS!**





# Fighting the Mail Order Fiend

Whence this Invasion of *Your Rightful Inheritance*—

This Plucking of the Local Goose?  
Is it at all possible, Brother Grocer—  
That the Mail Order Fiend draws  
Local Business

Because of Better Service, Modern  
Methods, Courteous Attention?

In the face of Local Influences, Social  
Status, Strategic Position, Lower  
Freights.

*Think well on it.*

\* \* \*

Unless it performs *Actual Service*,

It will die, the Mail Order.

Because "Business is Human Ser-  
vice."

For be it known that *the boy who gets  
away with it* is the chap who consid-  
ers his Trade his *Boss*, himself their  
*Servant*.

And the Best Servant touches the  
Best Wages.

Possessing the intimacy of his custom  
and their confidence—

Because they feel *he speaks in Their  
Interest*.

Just so, Brother Grocer, isn't it?

\* \* \*

Some Wise Guy inquires:

"Who is most troubled with the M. O.  
Fiend?"

Surely, not the fellow whose store is  
*inviting, stock bright, service cour-  
teous, accurate, prompt.*

No, *not* the Wide-awake Merchant—  
not YOU, Brother Grocer.

But the fellow with the Fly-bitten  
Stock, whose Long Whiskered

Methods somehow survived the Ark,  
whose Motto yet runs—"Because  
Feyther did."

\* \* \*

All Local Business belongs to you,  
Mr. Local Trader.

It's your *natural* Circle of Customers.  
Capture the lion's share thereof—

With a leaf from the Mail Order  
book—*Superior Service*.

Meaning Goods *more* than "just as  
good."

And when it is question of Kitchen  
Service, Flour Economy—

Can you in the wide world beat  
FIVE ROSES?

\* \* \*

You have heard of FIVE ROSES  
successes.

Go them one better, Brother Grocer.

Be the *big flour seller* in your town.

You can corner the high-class trade,  
the paying patronage.

Which *automatically* extends itself,  
*duplicates each order*.

Start something in *your* flour depart-  
ment, and the quality of FIVE  
ROSES will take home your store  
news.

Preach the Local Argument for your  
*whole* stock against the M. O. ads. in  
*school-books* and *circulars*.

\* \* \*

It's well worth Trying, Brother Gro-  
cer.

Worth Proving.

For Bigger Business in the Home  
District—

Get FIVE ROSES.

## Lake of the Woods Milling Co.

LIMITED

MONTREAL

Makers of Five Roses

WINNIPEG

## Food Value of Honey and Bee-keepers Methods

**Little Adulteration Practiced—How Wet and Dry Seasons Affect the Supply—Science of the Bee a Wonderful One—Why Comb Honey is More Expensive Than Extracted—Basswood and Clover Blossoms Produce Choicest Flavors.**

By A. H. Harvey.

The retail grocers deserve a good deal of credit for the fact that very little adulterated honey is on the market today. Through their agitation for pure foods, strict laws were enacted which now makes it dangerous for any one to adulterate honey.

Honey is an article of food, the value of which is, in general, not understood. Not only is very little known of honey but less is understood of the science of bee-keeping, and the wonderful busy bee, as well as the care and attention required from the bee-keeper.

There are from 60,000 to 75,000 bees in one hive, under complete and perfect government of one queen. These gather, over and above what they need for their own sustenance, from 60 to 150 lbs. of honey in a season. There is, like in many other things, a great deal of uncertainty and anxiety connected with the production of honey. If the weather conditions are not favorable, the whole season may be required to gather enough for their own support, and leave nothing to spare for the trouble and time of the bee-keeper.

### Clover Honey Predominates.

The bulk of the marketable honey is gathered from the nectar of white clover, although honey is gathered from the blossoms of fruit trees, berries, basswood, dandelions, thistles, buckwheat and many other flowers, all of which have flavors of their own. In order to get pure white clover or basswood honey—which are the two most desirable flavors,—the bee-keeper has to watch his bees from day to day to see that the honey does not get mixed.

The time the bees can work on white clover runs from 10 days to 3 weeks. This year the time only lasted about 10 days, during which they could work to advantage.

If it rains they cannot work, and strong winds also interfere with them. If there is much rain, it not only interferes with their work but the nectar is much thinner and requires more bulk to make the same amount of honey. This requires not only more loads to carry to the hive, but it requires more time and labor to evaporate the water and bring the honey to its proper consistency.

Under thorough obedience to the queen who rules on absolutely true principles, no cap is allowed to be closed until the honey is perfect.

Dry, hot weather also is unfavorable to the bee-keeper. The nectar which rises into the flower dries and gets hard and if drouth continues over a certain time destroys the nectar and the season ends.

### Colonies Created Regularly.

Bees are constantly changing and a new generation follows about every 6 weeks. During good working weather they are said to kill themselves working, actually wearing out their wings. They go as far as three miles to gather honey. This means that they have to travel in many cases 6 miles to bring home a small drop of honey the size of a grain of wheat.

There are other things many people do not understand about honey. Very few know how to eat it when they get it. Honey is a very rich food, equal in food value to three times its weight in meat, and therefore must be eaten in small quantities at a time.

### Comb Versus Extracted Honey.

A good many people also cannot understand why comb honey is so much dearer than extracted honey, and are apt to think that extracted honey cannot be pure. The fact is that bees can gather as high as 20 lbs. of honey in the same time that it takes them to get 1 lb. of wax or comb, and in order to make the best use of the bees, the bee-keeper takes the filled combs from the hives, and through a rapidly revolving machine throws out the liquid honey and he then places the empty combs back again for the bees to fill.

Pure honey will naturally harden and become solid in a few months' time. This can either be liquified by warming, or it may be eaten, as I think it should be, in the candied form. In its solid condition it retains all the original flavors whereas by melting, if not very carefully done,

it loses some of its richest and most delicate flavor.

### TOBACCO IN ESSEX AND KENT

**Crop is a Good One—Cutting Begins at Some Places.**

Chatham, Sept. 7.—Tobacco buyers have been sizing up the Essex crop and pronounce it excellent. They claim the market will open at 10c or thereabouts, and may go higher in view of the establishment of a foreign market.

Several fine patches of tobacco have already been cut and are curing in the

**ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR  
GREAT WEST  
CUT PLUG  
SMOKING and CHEWING  
TOBACCO  
SALES INCREASING DAILY**

<b>CLAY PIPES</b>	Those made by <b>McDOUGALL</b> are peerless. Insist upon having them.
<b>D. McDOUGALL &amp; CO., Glasgow, Scot.</b>	

Tel. Up 2076      Tel. East 5964  
**YOUNG'S PATENT PIPE**  
in Seven Shapes  
**W. J. GRANT**  
Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

# Black Watch

**The Big Black Plug  
Chewing Tobacco**

Already a Big Seller

Sold by all the Wholesale Trade





## THE CANADIAN GROCER

The crop developed rapidly during the August hot spell. Tobacco cutting has also commenced at Blenheim. Throughout the entire tobacco growing section the crop is reported of excellent quality.

### SHOP PHILOSOPHY.

By Frank Farrington.

If there is such a thing as luck, you will generally find it on the side of the man who is always right there with the goods. There is no profit for you on goods not in stock.

The public is always looking for a chance to get something for nothing. The store that seems to come nearest to giving them that gets their trade.

If your store is a big store, you may still find that the methods of some of the smaller merchants are clever enough to be worth studying. If your store is small, the methods that have made the other stores big would make your own big if rightly applied.

Prosperity never wears dingy clothes. With paint at its present price and so easy to put on, you can't afford to let your store front get dim.

A vacation even with hard work will do you good if it affords a relief from responsibility. It is not straight hard work that uses people up, it is the care that goes with it.

When you buy goods on long time, be sure that somebody has to pay interest

on the investment for that time and that somebody is pretty apt to be you though you may not know it.

Variety of goods makes variety of customers, and I don't need to tell you that the more kinds of customers you have, the more kinds of money you will have in the cash drawer.

It is very doubtful whether the advertisement that you can put on your wrapping paper will do you as much good as the reputation for wrapping all parcels in good quality, neat, white paper without any advertisement upon it at all.

The advertising that people read is the kind that is not printed and distributed just like that of everybody else. The fellow in the rut attracts no attention.

### WHAT THE MAN OF SYSTEM KNOWS.

System is order, instead of chaos. It is the neatly arranged shelves, instead of the miscellaneous heap in the corner. It is music instead of noise. It is the organized army, instead of the mob. It is calmness, instead of confusion.

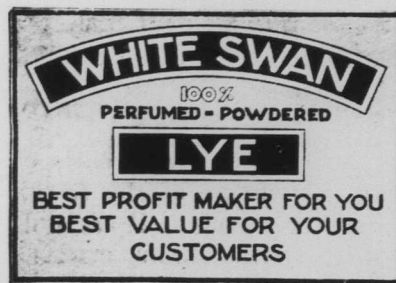
The systematic man works according to method, instead of in a haphazard way. He proceeds logically, instead of helter-skelter. He knows where to find his things when he wants them. He knows the what, the why, the where, and the when, of every phase of his business. He knows the quality of goods he has on hand, how much was ordered, how much is yet to come, how much it cost, who made it, and how the stock is

being kept. He can tell from his records how fast the goods are going, how long it will take to get a repeat order, and what extras there are to consider. He can show what he wrote last year, and what the other man said in reply. He can locate a trouble quickly, and remedy it effectively and permanently.—The Commercial.

Most people succeed not because of brains, but because they are workers. Work never kills, but worry does. Enthusiasm is the white heat which melts the obstacles. The enthusiastic man tackles the hard things first. The first task for the modern business man should be to sum up and organize himself.

"I saw a scientific note the other day," observed the professor. "to the effect that the oak furnishes a home for 309 species of insects."

"That's very kind of the oak," said the Idiot, dryly, "but it can't compete with the average country hotel."



## Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT ?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

Canadian Fruit, Vegetable and Fish Markets

Enormous Quantities of Canadian Fruit Going Into Consumption—Growers Packing it More Carefully—Tomatoes and Potatoes down in Price — Temporary Withdrawal of B.C. Salmon Prices.

MONTREAL.

GREEN FRUITS.—With the exception of bananas and peaches, most of the other lines show a falling off in price, due to increasing supplies. Raspberries are no longer on the market. Cranberries are temporarily not on the market, but new shipments are expected shortly. The price will be about the same as previously. The reductions on perishable goods are considerable. Delaware and Tokay grapes are now quoted \$2 a crate. Malagas are selling at \$1.75.

Apples, crabs, basket	0 35
Bananas crated, bunch	1 75 2 25
Blueberries, 20-qt. box	1 50
Cranberries, per crate	5 00
Cocoanuts, bag	3 00 3 25
Grapes, California, Malagas, crate	1 75
Tokays, crate	2 00
Delaware, crate	2 00
Maoris, box	4 50
Lemons, Verdillis, box	4 50
Limes, per box	1 00
Melons, Montreal, basket of 12 to 13	3 00 10 00
Canadian, 6 to 9 in crate	1 50
Oranges, late Valencias	3 50 3 75
Peaches, California, box	1 25
Canadian, basket	0 50 0 75
Plums, California, per crate	1 50 2 25
Canadian, basket	0 40 0 70
Pears, Calif., (Bartlett) per box	3 25 4 00
Canadian, basket	0 50 1 00
Pineapples, Florida, box	4 50 5 25
Watermelons, each	0 30 0 40

VEGETABLES.—Corn shows a very marked reduction this week. It is now quoted at 6c to 10c a dozen. Green peppers have also weakened, as the supply is increasing. They are now \$1.50 to \$2 per crate. No horseradish is offered. The general trend of the market is upward, although several of the earlier vegetables have dropped slightly. The market, taken as a whole, is active, and prices are reasonable.

Beets, old, bag	1 00
new, dozen bunches	1 00
Carrots, dozen bunches	1 00
Cabbage, dozen	0 30
Celery, Canadian, dozen	0 40 0 75
Cauliflowers, dozen	1 00 2 00
Corn, dozen	0 06 0 10
Cucumbers, dozen	0 05 0 10
basket	0 25
Green peppers, crate	1 50 2 00
Lettuce, dozen	0 15 0 40
Leeks, dozen	1 00
Onions, doz, bunches	1 00
large, white, dozen	0 40
Spanish, crates 150 lbs	2 75
crates 50 lbs	0 90 1 00
Potatoes, Montreal, bag	0 75 1 00
Parsley, dozen	0 10 0 15
Peas, Canadian, bag	0 75
Parsnips, dozen bunches	0 40
Sage, dozen	0 50
Savory, dozen	0 50
Spinach, Canadian, box	0 50
String beans, bag	0 35 0 50
basket	0 30 0 35
Tomatoes, Montreal, gin box	0 25 0 75
hot-house, lb	0 08
Turnips, bag	0 50
new, dozen	0 15
Vegetable Marrows, dozen	0 50 0 60
Watercress, dozen	0 40

FISH.—The principal items notable in the fish market are the temporary withdrawal of B. C. salmon prices, the addition of dressed perch at 10c, and fresh eel at 9c per lb., and a reduction of 3c in the price of brook trout, this latter owing to increased receipts. In the salted and pickled list are also added quotations on small, medium and large green cod. Dore and pike are still scarce, but

lake fish are coming in more freely. The demand for halibut is increasing, and their scarcity is advancing the price.

FRESH

Barbotte	0 10
Bluefish, per lb	0 15
Brook trout, per lb	0 25
Dore, per lb	0 15
Eels, fresh, per lb	0 05
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 04
Lake trout, per lb	0 10
Mackerel, per lb	0 12
Market cod, per lb	0 05
Perch, dressed, per lb	0 10
Salmon, B. C.	0 15
Sea trout, per lb	0 15
Steak cod, per lb	0 10
Whitefish, per lb	0 10

FROZEN

Dore, winter caught, per lb	0 15
Halibut, per lb	0 10
Steak cod, per lb	0 04
Salmon, B. C., red, per lb	0 15
Salmon, Fall, per lb	0 05
Salmon, Qualla, per lb	0 05
Salmon, Gaspe, per lb	0 15
Whitefish, large, per lb	0 05
Whitefish, small, per lb	0 05

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c	per lb
Green cod, No. 1 medium, per lb	0 05
small, per lb	0 05
large, per lb	0 05
Labrador herring, half barrel	2 00
Labrador sea trout, bbls	12 00
" half bbls	6 00
No. 1 mackerel, pail	2 00
No. 1 " half bbls	5 00
Skinned cod, 100 lb. case	2 00
Salmon, B. C., half bbls	2 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Haddies, 15 lb. bxs., per lb	0 05
Kipperd herring, per box	1 00
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 05
Oysters, choice, bulk, Imp. gal	1 00
" Sealship" Imp. gal	1 00

TORONTO.

GREEN FRUITS.—Judging from the quantity of fruit which arrived on the day after Labor Day, the fruit growers had a "labor" day all right. The market this week is simply loaded with all kinds of fruits and vegetables. Any one who visits the market must be struck with, not only the enormous quantity, but also with the excellence of the goods, and with the careful and honest packing. While we still hear of the unreliable packing of the Ontario fruit, anyone who carefully examines the fruit, as it is now assorted and done up, must come to the conclusion that our fruit packers no longer deserve a great deal of censure. Thousands and thousands of baskets come in which are packed absolutely straight, but if one comes which won't measure up to the standard, there is always a bowl made. The fruit growers have wonderfully improved during the last few years, and deserve credit. They are only too glad to put up the good right, if the consumer is willing to pay the price according to quality. Owing to this careful assorting we find the same varieties of fruit vary in price from 30c to \$1 a basket. Some consumers are now kicking because they cannot pick out the best baskets in an average lot at the

**ONIONS**

Yellow Danvers and Reds

If you want a car of Canadian Onions write us for F. O. B. prices we have large supplies to offer.

**CANADIAN APPLES**

Before placing your orders you will do well to write us for prices.

McWILLIAM

**Mc. AND E.**

EVERIST

25-27 CHURCH ST. - TORONTO

The next two weeks will see large shipments of the finest Canadian Peaches, Pears and Plums arriving on this market.

You

Might as Well Have the Best.

Order

St. Nicholas Home Guard

They're the Best—they stand the time test—28 years and all to the good.

AGENT:

J. J. McCabe

32 CHURCH ST., TORONTO

same price. must take ought to be, quality to ed willing to and apples St. John at the variety but some of come. Plun in splendid market (and five place it picture of b fruit in su such excell

Apples, green, bas Bananas... Blueberries, per b Currants, black, b Grapes, small bask Lawtonberries... Lemons, Verdell. Limes, crate... Oranges, Cal. Val. Cal. small Peaches, Cal., per cingstor St. John Early Cr Plums, Canadian, Pears, Can., bask Pineapples, per ca

VEGETAL mous quanti somewhat si plants, cucur are all there ed up by the day to day. plentiful and potatoes are selling from ers are 10c Delaware's sc

Beans, wax, basket Beets, per bunch Cabbage, Canadian Cauldoupes, Cana

Carrots, new, per l Celery, Canadian. Corn, dozen... Cucumbers, per bu Egg plant, per bas Onions, Canadian, Danvers, new, Vale Peppers, green, pe red, per b

Mus

Ro

Plu

Pea

Tom

at the

Wire, F

Steve

Shippe

HA

PI



same price. If one wants cheap fruit, he must take low grades. This is as it ought to be, and every one will get the quality to correspond with the price he is willing to pay. Peaches, plums, pears and apples are the leaders this week. St. John and the early Crawfords are the varieties now on the market, but some of the best varieties are still to come. Plums are in great varieties and in splendid condition, on the whole the market (and if it were in a more attractive place it would still be more so) is a picture of beauty and never before was fruit in such large quantities and in such excellent condition.

Apples, green, basket.....	0 15	0 35
Bananas.....	1 75	2 25
Blueberries, per basket.....	1 00	1 25
Currants, black, basket.....	1 40	1 50
Grapes, small basket.....	0 30	0 35
Raspberries.....	0 07	0 08
Lemons, Verdelli.....	4 00	4 50
Limes, crate.....	1 25	
Oranges, Cal. Valencia.....	3 25	3 75
Cal. small.....	2 50	
Peaches, Cal. per case.....	1 40	
clingstones.....	0 25	0 50
St. John.....	0 60	1 00
Early Crawfords.....	0 80	1 10
Plums, Canadian, basket.....	0 25	0 40
Pears, Can., basket.....	0 30	0 60
Pineapples, per case.....	4 75	

VEGETABLES—Owing to the enormous quantity of fruit, vegetables are somewhat side-tracked, but melons, egg plants, cucumber, tomatoes, corn, etc., are all there in abundance, and are picked up by the hundreds of retailers from day to day. Cantaloupes, especially are plentiful and of first-class quality. Tomatoes are also fine, and a little lower, selling from 15c to 25c a basket. Potatoes are 10c a bushel lower. The Eastern Delawares sell at \$1.00 per bushel.

Beans, wax, basket.....	0 25	0 30
Beets, per bunch.....	0 20	0 25
Cabbage, Canadian, per barrel.....	1 25	1 50
Cantaloupes, Canadian, per basket.....	0 40	0 50
per case.....	0 75	0 80
Carrots, new, per basket.....	0 20	
Celery, Canadian, per doz.....	0 08	0 10
Corn, dozen.....	0 20	0 25
Cucumbers, per basket.....	0 60	0 65
Egg plant, per basket.....	0 25	
Onions, Canadian, green, per dozen.....	1 15	1 25
Danvers, bag.....	3 00	3 25
new, Valencia, crate.....	0 30	0 35
Peppers, green, per basket.....	0 50	0 60
red, per basket.....	0 50	0 60

# CANADIAN CRAWFORD PEACHES

Now Coming Freely

Make your selection when in at the Exhibition

**SWEET POTATOES and CRANBERRIES**

Both these lines beginning to arrive.

**OYSTERS** We are again to the front with the famous Long Island Native Oysters. Fresh Daily

**WHITE & CO., Toronto**

Branch at **Hamilton**

## There's a Reason!

Why our Lemons give such splendid satisfaction—carefully selected and packed. See that the boxes you receive bear the name

**FRATELLI FOLLINA**

Palermo and Messina

Packers of Finest Sicily Lemons.

Toronto

**W. B. STRINGER**

Can. Agent

CANADIAN

**Musk Melons**

also

**Rocky Fords**

are rapid sellers

**Plums**

**Peaches**

} all kinds in large supply

**PEARS**

**Tomatoes**

at their best

} late variety, smooth and solid

Wire, Phone or Mail your Orders to

**Stevens & Solomon**

Shippers of Canadian Fruits, etc.

HAMILTON, ONTARIO

Phone 2700 and 690

# New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s

Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, the Best Orange Grown in the world

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

**HUGH WALKER & SON**

GULEPH, ONTARIO

Potatoes, Canadian, per bushel	0 75	0 80
sweet, basket	0 65	
"    "    "    "    "	2 75	
"    "    "    "    "	0 25	
"    "    "    "    "	0 15	0 25
"    "    "    "    "	0 30	0 45

**FISH**—As we are approaching cooler weather the fish market is gaining greater activity. Receipts are heavier, the quality is better and the demand is increasing. Smoked finnan haddie are in season and will be regularly in the market. All other kinds will soon come in, not only to supply the present needs, but also to go with cold storage for the winter.

Blue-fins	0 06	0 03
Carp	0 07	
Cod, fresh caught	0 08	
Eels, per lb.	0 07	0 08
Finnan haddie	0 07	0 08
Haddock, fresh caught	0 07	
Haddock, fresh caught	0 10	
Herring, medium, per lb., fresh caught	0 05	0 06
Loobsters, each	0 25	0 30
Mackerel, each	0 15	0 20
Perch	0 07	
Pike	0 06	
Sea salmon	0 17	
Trout, fresh caught	0 10	
White-fish, fresh caught	0 10	
Yellow pickerel	0 09	

**DROUGHT AFFECTS FRUITS.**

**Government Correspondents Deal With the Crops in Canada.**

Apple prospects, according to information received by the Fruit Division of the Dominion Government, declined during August. The drought, which continued throughout the greater part of the month, caused a fairly heavy shrinkage in the crop, though winter varieties particularly have been much benefited by the recent rains. The sample generally is undersized but a favorable fall may bring a large percentage of the crop up to the average at maturity. A noticeable feature in this year's apple crop has been the many clusters or bunches of small 'nubby' apples that have hung to the trees. This condition is apparently quite general both in Ontario and Nova Scotia, though large quantities of the inferior fruit have fallen. The dry summer, the depredation of insects, and in particular the work of the Aphis, in combination with heavy 'setting' of fruit is responsible in a large measure for an unusual quantity of undersized and misformed fruit.

The report in referring to pears says that there is very little change in the pear outlook. A light to medium crop only will be harvested in Ontario. Pear blight is not quite as prevalent as last year.

**Situation in Plums.**

The plum outlook in southern Ontario is fair to good, although the drop has been very heavy, especially among the Bradshaws and Gueii. Considerable damage has also been done by hail in the Niagara district. The rains of the latter part of the month have been of great benefit to the crop, which will be at least a good medium, with the exception of Japan varieties. Correspondents report Japan plums light to medium; European plums a good medium and American plums medium to full crop. Red June, Burbank, Abundance and Bradshaw are light to medium; Lombards and Golden Drop medium to full crop; Reine Claude and Grand Duke, medium. The crop in British Columbia is light.

Peaches generally are a good crop in

the Niagara district and in the Essex peninsula. Hail did some injury in the neighborhood of Grimsby. The Triumphs and Early Rivers and other large varieties are harvested and have been bringing good prices. Crawfords are reported heavier than usual in the Grimsby district and Elbertas somewhat lighter. Early peaches are reported medium and late peaches medium to full crop. There is very little peach rot this season.

There will be a fine crop of grapes in the commercial grape sections in spite of hail, which reduced large quantities to the wine class between Beamsville and

Winona. The crop this year is very free from insect and fungus diseases. Records are a full crop; Niagaras nearly full, and red grapes a medium to full crop.

**Good Crop of Tomatoes.**

The early varieties are now marketed in southern Ontario. They have been a good crop. Prices have ruled rather low. Late varieties promise a medium to full crop. They are ripening rather late and there is some danger from early frosts before they are all picked. A medium to full crop of tomatoes is reported generally. There is very little complaint of rot.

**More Energy Needed Where Competition is Keen**

**Comparisons Among Various Towns and Cities Showing Average Population to Every Grocery Store—The More Fortunate Have an Average of About 500—Methods Required for Enforcement Where the Competition is Lively.**

By B. H. Thomas.

The number of grocery stores that can exist with profit in a town or city in comparison to the population is a problem which is thought over a good deal by many merchants.

The question is one, of course, which presents various phases. For instance, if a city has a population of 50,000 and has 100 grocery stores it does not necessarily follow by any means that each grocer looks after the wants of 500 of the inhabitants.

At the same time a city may have too many stores for the population. Every grocery, no matter what its size or the quality of service or goods it possesses, attracts a certain amount of custom. If every other store on the main street is a grocery store or if every corner in the outlying districts contains a couple of groceries there are going to be too many in that city.

If all these are on an equal footing as regards appearance, service methods, etc., are concerned, none would have much of a chance to become successful in making money. Even if they are not on equal terms, every one has its own attractions and few of the proprietors become millionaires.

It is clear that there can be too many grocery stores in a business centre and it is a fact that in some places there are too many in order that all or even the majority may secure enough trade to make their remaining in the business profitable.

**Some Less Lucky Than Others.**

A comparison among a few of the leading towns and cities in Ontario, demonstrates the fact that grocers in some are more fortunate than those in others. Bradstreet's trade guide in its latest issue, is authority for the figures used below. Toronto with a population of some 300,000 has 603 groceries, which on an average means about 500 to every store. It may be placed in the same class as

Ottawa, which city has a population of over 80,000, and has about 170 groceries, or about 500 to each store. These two cities should consider themselves lucky when Hamilton and London are looked over. The former with 62,000 people has about the same number of groceries as Ottawa, having only 360 people to each one. London fares still worse. Its population is estimated at 48,000, and yet there are 246 grocery stores. This means a store to about every 200 of the population.

Brantford, Peterboro, Guelph and Berlin, are in the next class, so far as population is concerned. Brantford, with 20,000 people, has 40 stores, or one to every 500; Peterboro with 16,000 has 50 groceries, which means one to 320; Guelph has 30 stores to feed 14,000, or one to 466 people, and Berlin with 13,000 is fortunate in having only 25 stores, one to 522.

In Chatham there are 40 groceries for 10,228 of a population, or one to 256. Belleville has 25 for 10,000 people, which means one to 400, and Lindsay with 7,500, has 17 stores, one to about 441.

While these figures were nearly correct at the time the last estimates in Bradstreet's were compiled, they are certain to have changed somewhat since. But it is not likely that the change has been very great and so far as the average number of people to each grocery store is concerned, the above figures will not be far astray.

**Value of Competition.**

Competition therefore is keener in some places than in others; and this is the very point that needs the attention of those members of the trade who are anxious to build up their business.

Where a man is alive to the trend of the times, competition becomes the life of his trade. He is continually reaching out after new business, and ways and

means continue to be sought. He turns out competitive goods. His business because he is on the wheel. There are no competition can't be service. Paramount feature to serve. He is to be seen so for very fact in a who wins out. Next to serving after the disposal of the Modern law in use, a for the system where he is attended to prices are paid goods that are

Quality of general store exterior display among the other careful consideration. The story "The Best" is old to the grocery and nations.

**CHOCOLATE**

The have one can star ant

**Gold**

**Gold**

**W. S.**

**CHAT**



means continually present themselves to him. He surmounts obstacles that, without competition, would impede his progress. His business vehicle travels on because he applies his utmost energy to the wheel.

There are various means by which competition can be met. In these modern times service in the store is one of the paramount features. No grocer who neglects to serve his clientele as they require to be served, will have a chance to do so for very long. It is the man who uses tact in attending to his customers who wins out in the race for business.

Next to service comes system in looking after the buying of goods and the disposal of them to the consuming public. Modern book-keeping methods are now in use, and it is not much trouble for the systematic man to know just where he is at. Buying must be carefully attended to in order that the proper prices are paid and in order that the goods that are demanded are on the shelves.

Quality of goods, educating clerks, general store management, window and exterior displays and advertising are among the other prominent features for careful consideration.

The story of the "survival of the fittest" is old but true, and it applies to the grocery trade as well as to armies and nations.

**FROST AND THE BEAN CROP.**

**Damage Done in Some Places in Western Ontario—Beans Now Being Pulled.**

Chatham, Sept. 7.—Light frost was reported throughout this section on the night of Sept. 1. In the immediate vicinity of Chatham and Blenheim, as well as in the Essex section, little damage is reported.

In the vicinity of Highgate, in Oxford township, the frost is reported to have been more severe. Ice was formed in some places. In many cases the bean crop suffered severely, and bean growers will be heavy losers. Here and there weeds protected the crop, and comparatively little damage was done.

As Highgate is the centre of a large bean growing section, the effect of the frost on the bean crop in general, if the first serious reports prove correct, will be considerable. In other sections the frost does not seem to have hurt the beans.

The pulling of the early beans is actively in progress in many places.

**ON A START OF \$50 A YEAR.**

**Death of a Millionaire Merchant, Who Acquired Great Wealth in Business.**

Death recently removed the most picturesque businessman in Ohio State, U.S.

A., when Leon Houston, sixty-eight, a bachelor, worth probably \$1,000,000, died of cancer of the stomach at South Charleston.

Mr. Houston was born in Springfield, and started his business career on a salary of \$50 a year. He soon established a country store at South Charleston and acquired his wealth through that institution as a nucleus. In time he and his two brothers branched out until they were in a position to supply all the needs of the rich farming community about Charleston, a village of 2,000 people. The Houston brothers sold everything there was to sell from lumber to silks, from needles to traction engines.

They established a bank and took care of every kind of business. They have long held the reputation of being the heaviest wool buyers in the State of Ohio. At the time of his death Mr. Houston was the owner of more than 5,000 acres. Many stories are told of his generosity, and of his carefulness in a business deal.

Scores of worthy families, holders of fine farms in this and adjoining counties, got their start from Mr. Houston, who would rent them land, give them cows, horses and implements, and set them on their feet in farming. He was active in politics a score of years ago, having been a county commissioner and later a member of the state board of

**CHOICE CANNED LOBSTERS**

That's our business. That is what we have been packing for years. We are one of the oldest and largest firms in Canada and our brands are special. Their quality is always uniform. We make standard sizes to suit the trade and guarantee every tin of

**Golden Crown Lobsters**  
or  
**Golden Key Lobsters**

*Your Jobber Has Them*

**W. S. Loggie Company, Limited**  
*Sole Packers*  
CHATHAM : NEW BRUNSWICK

**Be Careful About Your Salmon!**

The scarcity this year will result in the packing of much salmon which will not be up to usual quality.

To ensure your getting reliable salmon, the kind your customers want, order

**QUAKER BRAND SALMON**

Only the choicest fish from the Fraser and Skeena Rivers find their way into the tins bearing the QUAKER label.

SECURE PRICES FROM

**MATHEWSON'S SONS**

Wholesale Grocers

202 McGill St. : : MONTREAL

equalization. He was greatly interested in South Charleston, and as a member of the village council, constantly strove to make the town more beautiful.

Mr. Houston became in later years a great traveler, and visited almost every known country, crossing the Atlantic a score of times.

## The Advantages of One Line Window Displays

Attention, Says an authority, Should be Confined to the Particular Article on Sale—Even if Onlooker is not in Receptive Mood a Knowledge of the Display is Likely to Remain With Him—Bermuda Grocer Dresses a Tea Window.

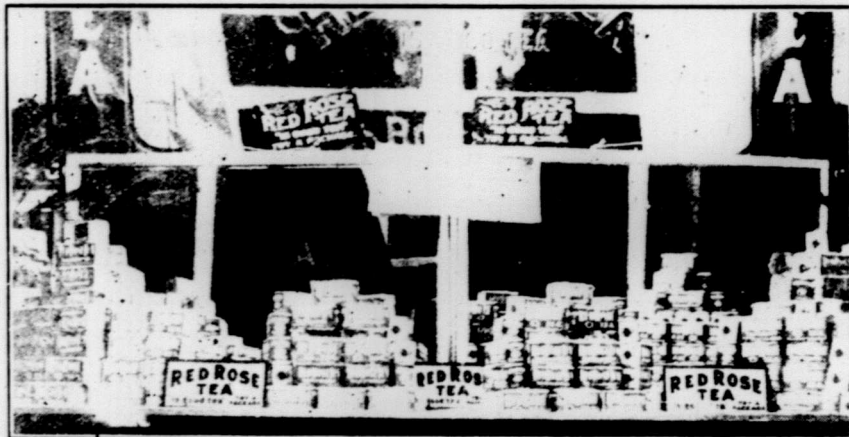
Down in Hamilton, Bermuda, the grocers pay especial attention to the art of window dressing as well as they do in Canada. The photograph reproduced on this page is one of the window displays in the store of A. S. R. Spurling, of that town.

Mr. Spurling is an influential merchant in the Bermuda capital. He believes in having an attractive store with attractive windows, and finds these methods profitable. As the display indicates only tea is used, the one line idea being carried out.

An authority on window dressing in this respect says that displays simply serve to attract attention, and unless those attracted are in a receptive mood,

time is uncertain. The latter may be very pleasantly impressed, but not in the way that will bring their business, and almost never in the manner that produces an impulse to buy on the spot. Here the chance is in favor of the display confined strictly to the one particular class of goods. It is much more likely to generate an impulse to buy at once, and it stands to reason that when the question of buying the goods comes up afterward, the choice of a store is more likely to be influenced by the remembrance of a good display, than one whose salient features, however, pleasing, had little or nothing to do with what is on sale.

Other kinds of advertising—newspaper, for example—coupled with special



Tea Window Display in Store of A. S. R. Spurling, Hamilton, Bermuda.

that is ready mentally and financially to buy—even though they may be wholly or partially unconscious of the fact themselves—there is only a remote chance for a sale. To those interested in the goods shown and prepared to buy, a good display of these goods must necessarily be a more attractive and effective inducement to enter the store than any freak, fancy or showy display, however, catchy and generally interesting. With the public already educated to demand a wide range of choice to select from, and the tendency strong toward increasing this range, it is obvious that every available inch of display space is needed to give the impression that a very large selection is carried in stock.

The effect of window displays on those not in the proper position to buy at the

inducements to buyers, actually create or at least open markets for the articles. No dealer would think of supplementing these with an irrelevant window display. He would naturally strive to make the best possible and most complete showing of goods. His sales are at all times governed by the demand he can create for what he has to sell, and never by the interest centred on free shows that distract attention from them.

### MODERN EQUIPMENT.

Stewart & Co., Nelson, B.C., have opened their new grocery store in Green Bros. and Burden's new block on Ward Street. The business will be under the management of Major Lorne Stewart. The premises have been splendidly fitted up and the shelves along the walls are

crowded with a new stock of standard grocery lines. The store is well light in day time by three large windows, two glass doors and at night by 500 candle power Welsbach lamps. One of the windows will be used for other purposes and the third for admitting light only. A feature of the window that above each is a large semicircular glass ventilator which will serve both to keep the air in the store pure and to admit light.

**WHITE SWAN**  
100%  
PERFUMED - POWDERED  
**LYE**  
BEST PROFIT MAKER FOR YOU  
BEST VALUE FOR YOUR  
CUSTOMERS



We manufacture the best, cleanest, and purest for all uses.

**WESTERN SALT CO., - Mooretown, Ont.**

Highest price paid for  
**DRIED APPLES**  
**O. E. ROBINSON & CO.**  
ESTABLISHED 1886  
**Ingersoll - Ontario**  
Would you like our Weekly Circular?

SEASON 1908-9  
**Dried Apples**  
Shipments Solicited  
Settlements Prompt  
**W. A. GIBB COMPANY**  
HAMILTON  
JAMES BOMERVILLE, Manager

THI

BR

SELL T

CON

AGENTS—  
Bros. Montre  
Calgary, Alta.





## THE MEN BEHIND THE PRODUCT

We want to tell you something about ourselves as well as our goods. We have for fourteen years been in our present business—the catching, packing and shipping of the famous

## BRUNSWICK BRAND SEA FOODS

We obtain the choicest supplies, employ the highest skilled help and use the most modern and sanitary methods. We give an A1 service and believe in prompt, polite treatment.

SELL THE BRUNSWICK BRAND

IT IS WHAT THE PEOPLE CRAVE FOR



**CONNORS BROS., Limited, Black's Harbor, N.B.**

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

**“Mephisto”**

BRAND  
**Lobster**

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can. 1909 prices now out for Europe and America.

**Fred Magee**  
PRODUCER  
Port Elgin, N.B., and  
Pictou, N.S. Canada

**“King Oscar”**  
Brand  
Norwegian Sardines

THE SARDINE THAT  
MADE STAVANGER FAMOUS

By Special royal permission.

You are vitally interested in the fact that “King Oscar” Brand Sardines are **BIG SELLERS**. Their quality gives them first call with discriminating buyers.

These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK “KING OSCAR” SARDINES

**J. W. BICKLE & GREENING**  
(J. A. HENDERSON)  
Canadian Agents HAMILTON, ONT.



**THE MAXIMUM  
OF EFFICIENCY  
IN THE GROCERY**

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

**"WALKER BIN"  
FIXTURES  
WILL HELP  
WONDERFULLY**

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue :  
"Modern Grocery Fixtures"



**The Walker Bin and  
Store Fixture Co.,**

LIMITED

**BERLIN, ONTARIO**

Designers and Manufacturers of  
Modern Store Fixtures

REPRESENTATIVES:

Montreal: Kenneth H. Munro, Coristine Building  
Manitoba: Watson & Truesdale, Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

**I AM STILL  
SELLING BISCUITS  
AT OLD PRICES**

Although the price of flour has advanced I am not asking more for biscuits.

I offer some especially fine sellers at very attractive prices.

Will quote f. o. b. your station.

Send for free samples to-day.

**Victor Archambault**

Wholesale Grocer,  
SHERBROOKE, QUE.

P.S. I am open for one or two first class agencies. Fine connections throughout Eastern Townships.

**Tea Hints for  
Retailers**

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II:—

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages

Price \$2.00

Fully Illustrated

**MacLean Publishing Co.**

Technical Book Dept.

10 Front St. East - - Toronto

**Mr. Level-Headed Grocer**

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

**Allison** COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10. No trouble. When he buys a five-cent article, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by  
**ALLISON COUPON CO., Indianapolis, U.S.A.**

Order them from your Jobber



**ABSORBINE**

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises, and Swellings, Lameness, and All Pain Quickly without Blistering, remove the hair, or laying the horse up. Please to use, \$2.00 per bottle at dealers or direct. Horse Book 5 D free.

**ABSORBINE, JR.**, (mankind, \$1.00 per bottle.) For Strains, Gout, Varicose Veins, Hemorrhoids, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.O.F., 234 Temple St., Springfield, Mass.  
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON**

**"GLENER"**

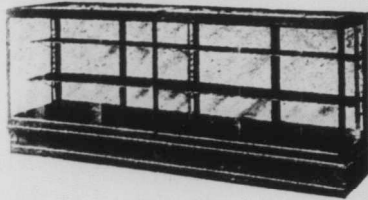
might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**



*Wolverine*

**Show Case**



The best show case made in America for the money.

Price, \$4.50 per foot f.o.b. Detroit

W. H. ESCOTT  
141 Bannatyne Avenue,  
Winnipeg, Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top.—Shipped K.D.—

Made by

**Michigan Show Case Co., Detroit, Mich.**

**TEA LEAD**

*Best Incorrodible*

Buy "PRIDE OF THE ISLAND" Brand

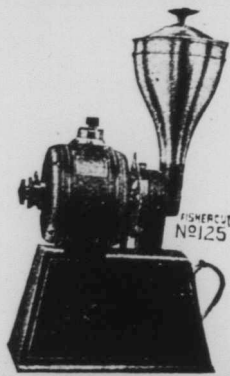
as extensively used for years by most of the leading packers of Tea in Canada

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London. **LIMEHOUSE, LONDON, E., ENG.**

A.B.C. Codes used 4th and 5th Editions.  
Canadian Agents: ALFRED B. LAMBE & SON, TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL

**Fisher Electric Coffee Mills**



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

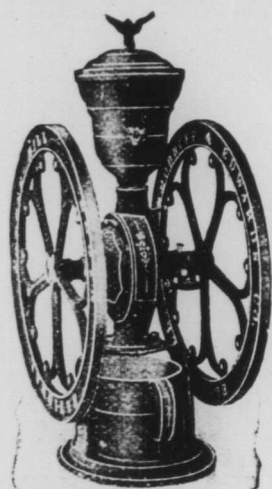
**The A. D. Fisher Co.**  
Toronto Limited



**TIME MEANS MONEY**  
BAG HOLDER

You save both when you have McGregor's Patent BAG HOLDER. It holds all kinds from 1/4 to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.  
**KILGOUR BROS.**  
19 Wellington St. West, - TORONTO



Exclusive  
**SPECIAL**  
Adjuster  
**Elgin National**  
Coffee Mills

can be regulated to grind coarse or fine when running and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue,  
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.  
TORONTO—Eby Blain Ltd.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

—BUY—

**Star Brand**

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manilla and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

**BLACK JACK**

"THE WONDERFUL PASTE FOR FAMILY USE."



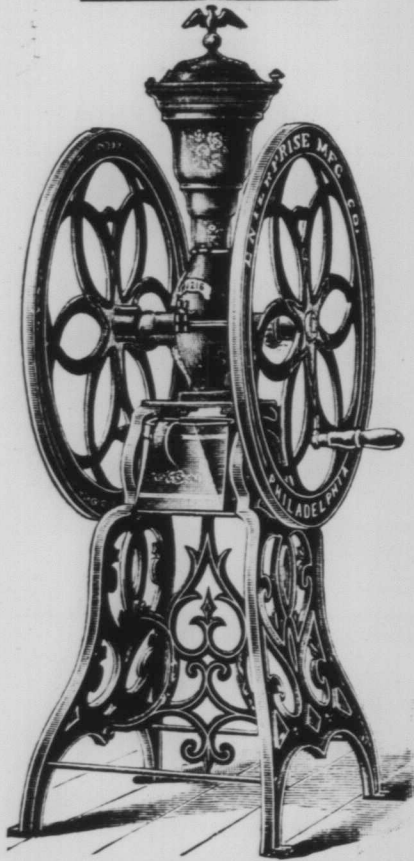
TRY IT.

SOLD BY  
ALL  
JOBBERS

1/4-lb. tins—3 doz. in case.

THE CANADIAN GROCER

**FINE!**



All of them can be adjusted for fine or coarse grinding while running and either way results are

**"FINE"**

**"ENTERPRISE"**

**Rapid**

**Grinding and Pulverizing Mills**

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds. It stands 21½ inches high and will grind a pound of coffee with 75 turns. Made for granulating or for pulverizing. As in all other "Enterprise" Mills the grinders are warranted equal to steel. Write for illustrated catalogue.



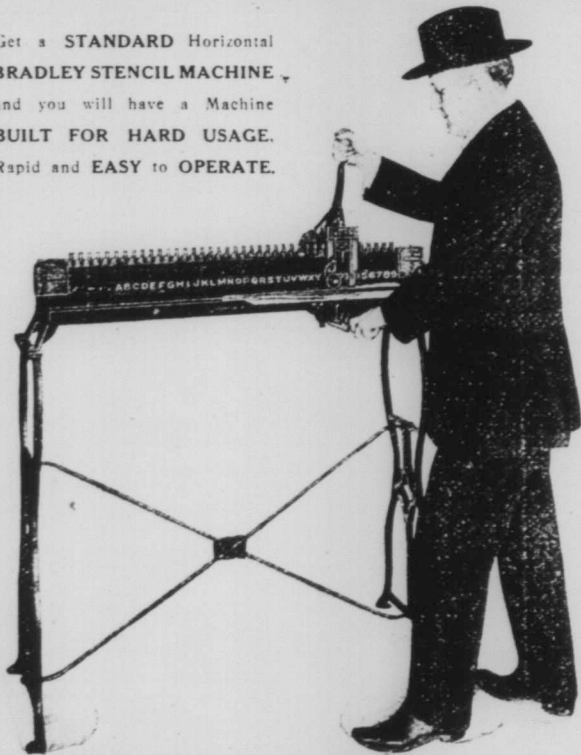
**The Enterprise Manufacturing Company of Pa.,**

21 Murray St., New York

PHILADELPHIA, U.S.A.

438 Market St., San Francisco

Get a **STANDARD** Horizontal **BRADLEY STENCIL MACHINE**, and you will have a Machine **BUILT FOR HARD USAGE**. Rapid and **EASY** to OPERATE.



**HAMILTON STAMP & STENCIL WORKS, Ltd.**

SOLE AGENTS FOR CANADA

HAMILTON, - ONTARIO



There must be

**GENUINE MERIT**

in any brand of goods that *holds its place in the market* for years. The

**KEYSTONE BRAND BRUSHES and BROOMS**

have not only held their place but have risen to the very top, as shown by the rapid and steady increase in demand for these goods.

Manufactured by

**STEVENS-HEPNER CO.**

LIMITED

PORT ELGIN, - ONTARIO

**QU**  
Baking  
W. H. GILL  
Diamond  
1 tin, 3 doz. in case  
1 tin, 3 " " " "  
1 tin, 4 " " " "  
IMPERIAL BAK  
Size  
4 " " " " 10c  
5 " " " " 6c  
10 " " " " 12c  
12 " " " " 12c  
15 " " " " 24c  
18 " " " " 36c



CANADIAN CAN  
Wholesale price list for  
Glass Jars. (Packs  
per doz.  
Strawberries... 3 25  
Raspberries... 2 85  
White cherries... 2 40  
Black cherries... 2 40  
Black raspberries... 2 40  
Blackberries... 2 40  
Blueberries... 2 40  
SINGO PURE  
(Packed 2 doz  
Singo Pure Str  
WHITE SWAN SPICED  
White Swan Baking P  
1 tin, 3-do. in ca  
1 lb. " " "  
1 lb. " " "



Cook's Friend  
In Ca  
No. 1, 1 lb., 4 dozen  
No. 2, 5-oz., 6 dozen  
No. 3, 2 1/2-oz., 4 dozen  
No. 4, 1 1/2-oz., 4 dozen  
No. 5, 1-oz., 6 dozen  
No. 6, 3/4-oz., 8 dozen  
No. 7, 5/8-oz., 8 dozen  
No. 8, 1/2-oz., 8 dozen  
No. 9, 3/8-oz., 8 dozen  
No. 10, 1/4-oz., 8 dozen  
No. 11, 1/8-oz., 8 dozen  
No. 12, 1/16-oz., 8 dozen



White Swan Wheat F  
White Swan Flaked F  
White Swan Flaked F  
B  
Oxford, per lb



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1 lb. tins, 3 doz. in case	.....	\$2 00
1 lb. tins, 4 " "	.....	1 25
1 lb. tins, 4 " "	.....	0 75

IMPERIAL BAKING POWDER

10c.	.....	\$0 85
5-oz.	.....	1 75
12-oz.	.....	3 50
12-oz.	.....	3 40
2 1/2 lb.	.....	10 50
5 lb.	.....	19 75

MAGIC BAKING POWDER

6 doz.	5c.	.....	\$0 40
4 " "	8 " "	.....	0 60
4 " "	8 " "	.....	0 75
4 " "	8 " "	.....	0 95
4 " "	12 " "	.....	1 40
2 " "	12 " "	.....	1 45
4 " "	12 " "	.....	1 65
2 " "	12 " "	.....	1 70
1 " "	12 " "	.....	4 10
2 " "	5 oz.	.....	7 80
1 " "	12 " "	.....	Per case
1 " "	12 " "	.....	\$4 55

ROYAL BAKING POWDER

Royal—	Dime	.....	\$ 0 95
" "	1 lb.	.....	1 40
" "	5 oz.	.....	1 95
" "	1 lb.	.....	3 55
" "	12 oz.	.....	3 85
" "	1 lb.	.....	4 90
" "	3 lb.	.....	13 50
" "	5 lb.	.....	23 35

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

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case)

Strawberries	.....	2 25	Sweet cherries	.....	2 40
Plums	.....	2 85	Red currants	.....	2 40
White cherries	.....	2 85	Black currants	.....	2 40
Raspberries	.....	2 40	Green G. plums	.....	2 40
Black raspberries	.....	2 40	Lombard plums	.....	2 40
Blueberries	.....	2 40	Blue plums	.....	2 40
Blackberries	.....	2 40	Pears	.....	2 40
Red cherries	.....	2 40			

SIMCOE PURE PRESERVES

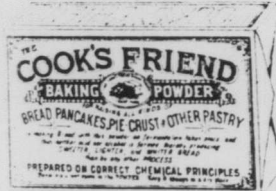
(Packed 2 doz. to the case)

1 doz. Simcoe Pure Strawberry Preserves	.....	1 35
1 doz. " "	.....	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1 lb. tins, 3-doz. in case, per doz.	.....	2 00
1 lb. " "	.....	0



Cook's Friend Baking Powder

In Cartoons	per dozen
1 lb. 4 dozen	..... 2 41
2 1/2 lb. 2 dozen	..... 2 50
5 lb. 1 dozen	..... 0 85
2 1/2 oz. 4 dozen	..... 0 85
12 oz. 4 dozen	..... 2 10
2 " "	..... 2 21
2 1/2 oz. 6 dozen	..... 0 74
3 " "	..... 0 75
In Tin Boxes	per dozen
1 lb. 2 dozen	..... 3 00
5 oz. 3 " "	..... 1 75
4 oz. 4 " "	..... 1 10
1 1/2 lb. 2 dozen	..... 7 25
1 1/2 lbs	..... 14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00

The King's Food, 2-doz. in case, per case, \$4.50

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1.00.

White Swan Self-rising Pancake Flour, per doz., \$1.00.

White Swan Wheat Kernels, per doz., \$1.40

White Swan Flaked Rice, per doz., 1.00

White Swan Flaked Peas, per doz., 1.00

Blue Oxford, per lb., 0.17

In 10-box lots or case ..... 0 16  
 Gillett's Mammoth, 1/2 gross box ..... 2 00

CHOCOLATES and COCOAS

THE COWAN CO. LIMITED.

Cocoa—

Perfection, 1-lb. tins, per doz.	.....	\$1 50
Perfection, 1-lb. per doz.	.....	2 40
Perfection, 1/2-lb. per doz.	.....	1 30
Perfection, 10c size 5-lb. tins	.....	0 90
per lb.	.....	0 37
Solu le, bulk, No. 1, per lb.	.....	0 20
Soluble, bulk, No. 2, per lb.	.....	0 18

London Pearl, per lb. special quotations or Cocoa in blks. kegs, etc.

Unsweetened Chocolate—

Plain Cocoa, 1 & 1/2 cakes, 12-lb. boxes	.....	0 36
Perfection chocolate, 10c size, 2 dozen boxes, per dozen	.....	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	.....	0 90

sweet Chocolate—

Queen's Dessert, 1/2 & 1/4, 12-lb. boxes, per lb.	.....	0 30
Queen's Dessert, 6/8, 12-lb. boxes	.....	0 40
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	.....	0 35
Parisian, 8/8, " "	.....	0 30
Royal Navy, 1/2 & 1/4, boxes, per lb.	.....	0 30
Diamond, 7/8, 12-lb. boxes, per lb.	.....	0 24
" " " " " "	.....	0 25
" " " " " "	.....	0 28

Truro Condensed Milk Co. Limited.

"Jersey" brand evaporated cream per case (4 doz.) ..... \$4 00

Reindeer " brand per case (4 doz.) ..... 5 00

Best Shredded ..... 0 18  
 Special Shred ..... 0 15  
 Ribbon ..... 0 19  
 Macaroon ..... 0 17  
 Desiccated ..... 0 16  
 White Moss in 5 and 10 lb. square tins, 21c.  
 In packages 2-oz., 4-oz., 8-oz., lb. .... 0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Eagle Brand Condensed Milk	.....	36 00	1 50
Gold Seal Condensed Milk	.....	4 25	1 10
Challenge Condensed Milk	.....	4 00	1 00
Peerless Brand Evaporated Cream family size	.....	3 50	0 50
Peerless Brand Evaporated Cream hotel size	.....	3 70	1 85



TRURO CONDENSED MILK CO. LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) ..... \$4 00

Reindeer " brand per case (4 doz.) ..... 5 00

COFFEES.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	.....	\$0 32
Nectar	.....	0 30
Empress	.....	0 28
Duchess	.....	0 6
Ambrosia	.....	0 25
Plantation	.....	0 22
Fancy Bourbon	.....	0 20
Bourbon	.....	0 18
Crushed Java and Mocha, whole	.....	0 17
ground	.....	0 17 1/2
Golden Rio	.....	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	.....	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	.....	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	.....	0 22
English Breakfast, 1 lb. tins, ground	.....	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb	.....	0 30
Mo-Ja, 1/2-lb. tins 30c. lb.	.....	0 25
Mo-Ja, 1-lb. tins 28c. lb.	.....	0 20
Mo-Ja, 2-lb. tins 28c. lb.	.....	0 14

Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.50.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.

Presentation, with 3 tumblers, \$10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins ..... \$0 33

"Gilt Edge" in 2 lb. tins ..... 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese—Imperial

Large size jars, per doz.	.....	8 25
Medium size jars, per doz.	.....	4 50
Small size jars, per doz.	.....	2 40

Individual size jars, per doz. .... 1 00

Imperial holder—

Large size, doz. 18 00
Med. size " 17 60
Small size " 12 00

Roquefort—

Large size, doz. 2 40
Small size, " 1 40



Confections

THE COWAN CO. LTD.

Cream Bars, 60's, assorted flavors, box	.....	1 80
Milk Chocolate Sticks, 36 in box	.....	1 35
Chocolate Wafers No. 1, 5-lb. boxes, lb.	.....	0 33
" " No. 2, " "	.....	0 35
Maple Buds, 5-lb. boxes, lb.	.....	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb.	.....	0 40

These prices are F.o.b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	.....	\$3 50 each
Small " " " " " "	.....	3 60 " "
Assorted, cases, 25 small, 12 large	.....	3 55 " "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	.....	each 04
100 books and over	.....	each (34)
500 books to 1000 books	.....	3

For numbering cover and each coupon, extra per book 1/4 cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef, Per case. Bottles 1-oz., case of 2 doz	.....	\$3 20
" " " " " " " " " " " "	.....	3 00
" " " " " " " " " " " "	.....	4 50
" " " " " " " " " " " "	.....	4 75
" " " " " " " " " " " "	.....	5 00

Infants' Food.

Robinson's patent barley 1/2-lb. tins	.....	\$1 25
" " " " " " " " " " " "	.....	\$3 20
" " " " " " " " " " " "	.....	1
" " " " " " " " " " " "	.....	2 25

"Mephisto" and "Purity" Canned Lobsters.

1 lb. tins	.....	1 00
2 " "	.....	1 75
3 " "	.....	2 00
4 " "	.....	3 00
5 " "	.....	3 75
8 " "	.....	5 50
16 " "	.....	10 00
32 " "	.....	18 00

Discounts on application.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors) doz.	.....	1 00
2 " " " " " "	.....	1 75
3 " " " " " "	.....	2 00
4 " " " " " "	.....	3 00
5 " " " " " "	.....	3 75
8 " " " " " "	.....	5 50
16 " " " " " "	.....	10 00
32 " " " " " "	.....	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for 2 80.

5 boxes ..... 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafontaine, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	.....	2 20
---	-------	------

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 3 doz. in case, per doz.	.....	\$1 00
3-lb. tins, 2 doz. in case	.....	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	.....	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	.....	0 07
30-lb. wood pails	.....	0 06

Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz.	.....	1 00
3-lb. tins, 2 doz. in case per lb.	.....	0 07
7 wood pails, 6 pails in crate, per lb.	.....	0 07





## THE ACME

Agents:  
**Rose & Laflamme, Limited**  
Montreal and Toronto

**OF FRUITS IN GLASS**

**Malaga Table Raisins**  
**Malaga Loose Muscatels**  
**Jordan Shelled Almonds**  
**Valencia Shelled Almonds**

PACKED BY

## José Segalerva

**Malaga, Spain,**

are the best goods of their kind on the market to-day.

These lines are all seasonable.

Agents:  
**Rose & Laflamme, Ltd.**  
Montreal and Toronto

wood pail..... Per 0 062  
Assorted jam, 1-lb. glass jars, 2 doz. in case..... 1 75

**Jelly Powders**  
IMPERIAL DESSERT JELLY

**PURE AND DELICIOUS**  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.  
Lafayette Imperial Cheese Co., Limited.

**JELL-O**  
The Dainty Dessert

**Soap**  
GENUINE. Packed 100 Bars to case.

**FELS-NAPHTHA**

Prices—Ontario and Quebec:  
than 5 cases..... 85 00  
cases, or more..... 4 95

THE ROBERT GREIG COMPANY.

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

List price  
"Shirriff's" (all flavors), per doz. 0  
Discounts on application.

**Lard.**  
N. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

1/2-cases.....	\$0 104
1-bbls.....	0 11
Tubs, 50 lbs.....	0 11
20-lb. Pails.....	2 25
20-lb. tins.....	2 15
Cases 3-lb.....	0 114
" 5-lb.....	0 104
" 10-lb.....	0 104

F. O. B. Montreal.

**GUNNS'**  
"EASIFIRST"  
LARD COMPOUND.  
EXCELS  
ALL OTHERS

**Licorice**  
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.....	80 40
Fancy boxes (36 or 50 sticks), per box.....	1 25
"Ringed" 5-lb. boxes, per lb.....	0 40
"Acme" pellets, 5-lb. cans, per can.....	2 00
" (fancy bxs. 40), per box.....	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can.....	2 00

Licorice lozenges, 1-lb. glass jars.... 1 75  
" 30 5-lb. cans..... 1 50  
" "Pority" licorice 10 sticks..... 1 45  
" 100 sticks..... 0 75  
Dulo laricent sticks, 100 in box.....

**Lye (Concentrated)**  
GILLETT'S PERFUMED. Per case

1 case of 4 dozen.....	\$3 60
3 cases of 4 dozen.....	5 50
5 cases or more.....	3 40

**Marmalade.**  
T. UPTON & CO.

12-oz. glass jars, 2 doz. case .. per doz	\$1 00
16-oz. glass jars, 2 doz in case ..	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen.....	2 00

**SHIRRIFF BRAND**

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " " 2 80  
4-lb. tins, " " 4 65  
7-lb. " " " 7 35

"Shredded"—  
1-lb. glass, doz..... 1 90  
2-lb. " " " 2 10  
7-lb. tins, " " 8 25

**SPRATT'S BIRD SEEDS**

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz.....	20 95
Parrot Food, 1/2 lb. pkts., 1 doz cartons.....	0 45
Parrot Food, 2-lb. pkts.....	1 35
Bird Cage Sand, about 1 1/2-lb. bags, 1/2-gross cases, per doz.....	0 30
Bird Cage Grit, about 1 1/2-lb. bags, 1/2-gross cases, per doz.....	0 30

**Mince Meat**

Wetley's condensed, per gross, net.....	812 00
per case of 3 dozen, net.....	3 00

**ST. CHARLES**  
EVAPORATED CREAM

ST. CHARLES CONDENSING CO.

PRICES:  
St. Charles Cream-family size, per case..... \$4.70  
Ditto, hotel..... 4.90  
Silver Cow Milk..... 5.00  
Purity Milk..... 4.70  
Good Luck..... 4.60

**Mustard**  
COLMAN'S OR KEEN'S

D.S.F. 1/2-lb. tins..... per doz.	\$ 1 40
" 1-lb. tins.....	2 50
" 1-lb. tins.....	5 00
Durham 4-lb. jar..... per jar	0 75
" 1-lb. jar.....	0 25
F.D. 1/2-lb. tins..... per doz.	0 85
" 1-lb. tins.....	1 45

**Olive Oil**  
LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's.....	\$ 5 75
" pts 24's.....	6 50
" 1/2-pts. 24's.....	4 25

**Sauces**  
PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

1/2-pint bottles, 3 & 6 doz., per doz.....	0 90
pint 3 doz.....	1 75

**Soda**  
COW BRAND

**DWIGHT'S SODA**

Case of 1-lb. containing 60 packages, per box, \$3.00  
Case of 1/2-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs per box \$3.00

Case of 50. pkgs. containing 96 pkgs. per box, \$3.00

**MAGIC BRAND** Per case

No. 1, cases 60 1-lb. packages.....	\$ 2 75
No. 2, " 120 1/2-lb. ".....	2 75
No. 3, " 30 1-lb. ".....	2 75
" 60 1/2-lb. ".....	2 75

No 5 Magic soda—cases 100—10-oz. pkgs

1 case.....	2 85
5 cases.....	2 75



# Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

## THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

### Sooty and Washing Powders.

A. P. TIPPET & CO., Agents.

Magnolia soap, colors	per gross	\$10 20
" black	"	15 30
Oricle soap	"	11 23
Glorious soap	"	13 00
Straw & milk	"	13 92



3 doz. to box ..... \$3 60  
6 doz. to box ..... \$7 20  
30 days.



1 Box Price ..... \$1.00  
5 Box Price ..... \$3.90  
Freight paid on 5 box lots.



On Quick Naptha Soap (100 lbs. to case) in 5 case lots (40 lbs. each) \$3.50 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

### Starch

Canada Laundry	per lb.	0 07
Canada Pure Corn	"	0 07
Canada laundry	per lb.	0 06
Silver gloss, 5-lb. draw-lid boxes		0 08
Silver gloss, 5-lb. tin canisters		0 08
Edwards' silver gloss, 1-lb. pkgs.		0 07 1/2
King silver gloss, large crystals		0 7
Benson's satin, 1-lb. cartons		0 7 1/2
No. 1 white, 5-lb. and kegs		0 4
Canada White Gloss, 1-lb. pkgs.		0 6 1/2
Benson's enamel	per box 1 50	3 00

Culinary Starch—		
Benson & Co.'s Prepared Corn	0 07 1/2	
Canada Pure Corn	0 07 1/2	
Rice Starch—		
Edwardsbury No. 1 white, 1-lb. car.	0 10	
" " " or blue,	"	

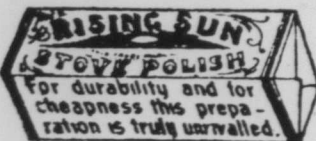
BRANFORD STARCH WORKS, LIMITED		
Ontario and Que. Sec.		
Laundry Starch—		
Canada Laundry, boxes of 40 lb.	80 00	
Acme Gloss Starch—		
1-lb. cartons boxes of 40 lb.	0 06 1/2	
Best Quality White Laundry		
1 lb. Canisters, cases of 25 lb.	0 06 1/2	
Barilla 25 lb.	0 07 1/2	
Kings 15 lb.	0 06	

Lily, White Gloss—		
1-lb. fancy cartons, cases 50 lb.	0 08	
5-lb. toy trunks, 5 in case	0 08	
5-lb. enamelled tin canisters, 5 in case	0 08	
King, ex crystals, 100 lb.	0 07	
BRANFORD GLOSS—		
1-lb. fancy boxes cases 50 lb.	0 08	
Canadian White Starch—		
Boxes of 40 fancy pkgs., per case	3 00	

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

### Stove Polish.

Rising Sun, 5-oz. cakes, 4 gross boxes	\$3 50
Rising Sun, 5-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste 5c. size, 4-gross boxes	6 00



JAMES DOME BLACK LEAD Per gross  
5a size ..... \$2 40  
2a " ..... 2 50

EDWARDSBURY STARCH CO., LTD.		
"Crown Brand Perfection Syrup.		
Barrels, 700 lbs.	0 03 1/2	per b.
Half-barrels, 350 lbs.	0 03 1/2	"
1/4 barrels, 175 lbs.	0 05 1/2	"
Pails 20 lbs.	1 30	each
" 34 lbs.	1 80	"
Plain tins, with label—		per case.
1 lb. tins, 1 doz. in case	2 50	
" " " " " " " " " " " "	2 25	
" " " " " " " " " " " "	2 75	
" " " " " " " " " " " "	2 70	
(5, 10 and 20 lb. tins have wire handles.)		



Green Label, 1's and 1/2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1's and 1/2's	0 44	0 60
Red-Gold Label, 1/2's	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



25c. .... 1s, 20c.; 1s, 21c.	
30c. .... 1s and 1/2, 23c.	
40c. .... 1s and 1/2, 28c.	
50c. .... 1s and 1/2, 35c.	
75c. .... 1s and 1/2, Vulcan, 50c.	
100 lb. lots freight paid.	



1st Label, 1/2's	21	0 26
Orange Label, 1's and 1/2's	0 28	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 20	0 25
Green Label, 1's and 1/2's	0 36	0 50
Red Label, 1/2's	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.		
Japan Teas—		
Victoria, hf-c, 90 lbs	0 25	
Princess Louise, hf-c, 80 lbs	0 19	
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs	0 18	
Duchess, cases 60 lbs	0 19	



Yellow Label, 1's	0 20	0 25
" " " " " " " " " " " "	0 21	0 25
Green Label, 1's and 1/2's	0 24	0 30
Blue Label, 1's and 1/2's	0 25	0 35
Red Label, 1's, 1/2's and 1/4's	0 30	0 40
White Label, 1's, 1/2's and 1/4's	0 35	0 50
Gold Label 1's and 1/2's	0 43	0 60
Purple Label, 1's and 1/2's	0 55	0 80
Embossed, 1's and 1/2's	0 07	1 00



Pink Label 1's and 1/2's	30c.	40c.
Gold Label 1's and 1/2's	35c.	50c.
Lavender Label 1's and 1/2's	42c.	60c.
Green Label 1's and 1/2's	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label, 1/2's 18c. ea.	36 lb.	25c. ea. 50 lb.
Red Tins, 1/2's 35c. ea.	70 lb.	50c. ea. 100 lb.
Red Tins, 1/2's 18c. ea.	72 lb.	25c. ea. 100 lb.



Black, green, mixed	0 70	1 00
" " " " " " " " " " " "	0 55	0 80
" " " " " " " " " " " "	0 44	0 60
" " " " " " " " " " " "	0 40	0 60
" " " " " " " " " " " "	0 38	0 50
" " " " " " " " " " " "	0 35	0 50
" " " " " " " " " " " "	0 32	0 40
" " " " " " " " " " " "	0 25	0 30
" " " " " " " " " " " "	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Black Label, 1-lb., retail at 25c.	\$0 20
" " " " " " " " " " " "	0 21
1 1/2 lb. Label, retail at 30c.	0 25

Green Label	" 40c.	0 30
R. & Label	" 50c.	0 35
Orange Label	" 60c.	0 42
Gold Label	" 80c.	0 55

RIDGWAYS. London, Vancouver Winnipeg and Calgary



Wood's Primrose, per lb.	wholesale	0 40
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40
Pack in 1-lb. tins. All grades either black, green or mixed.		

### Tobacco.

Chewing—Black Watch 5s.	56
Black Watch 11s.	38
Bobo 5s and 10s.	38
Bully 6s.	44
Currency 5 1/2s. and 10s.	38
Stag 5s.	38
Old Fox 12s.	44
Pay Roll Bars 7 1/2s.	56
Plug making—Shamrock 6s., plug order	45
Rosebud Bars 6s.	45
Empire 1s. and 10s.	36
Amber 8s. and 3s.	60
Ivy 7s.	50
Starlight 7s.	50
Out Smoking—Great West Pouches	51

St. Louis (union), 1-20	0 90
St. Louis, 1-40	0 60
St. Louis, 1-100	0 40
Champlain, 1-20	0 60
Champlain, 1-40	0 40
El Sergeant, 1-20	0 60
El Sergeant, 1-40	0 40
El Sergeant, 1-100	0 30

Petit Havana, 1-12—1-6	0 40
Quosmel, 1-4, 1-2	0 35
" " " " " " " " " " " "	0 25
Cote's Choice Mixture, 1-lb	0 70
" " " " " " " " " " " "	0 80

### Veterinary Remedies.

Absorbine, per doz.	0 80
Absorbine Jr., per dozen	0 80
Yeast.	
Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10



Tomato  
Sanita  
For Color  
Strawber  
berries,  
"The C  
Sanita  
Niagara

FREQUEN  
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ford an  
leaves  
muda,  
Indies  
is away  
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moders  
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SELL SEEDS THAT FEED—  
**SPRATT'S**  
 MIXED  
**BIRD SEEDS**

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Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

**Ask your jobber for them.**

Packed in boxes containing 3 dozen 1-lb. packets.

## Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,  
 Apples, Peaches, Pears, Plums, Etc.

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"  
 "Bottom Like The Top"

Write for Samples

**Sanitary Can Company, Ltd.**

Niagara Falls, . . . Ontario

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is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

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Wellington Mills, London, England

Agent:  
**JOHN FORMAN, - 644 Craig Street**  
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That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

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LIMITED  
**MONTREAL**

**Canned Fruits**

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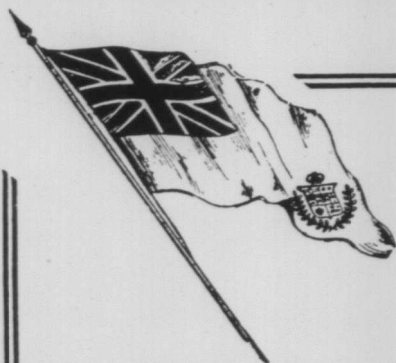
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LAUREL  
BRAND**

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