

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, NOVEMBER 8, 1907.

NO. 45.



The constantly increasing demand from the grocery trade of
Canada for

ROBINSON'S PATENT BARLEY

proves that there are many wise grocers. Why shouldn't
you sell Robinson's Patent Barley? It is a food pure and
simple. Pays you a big profit.

Write for sample package and particulars.

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



You are doing your customers a great benefit if you tell them what we have told you here for years, that

"Crown" Brand Table Syrup

(Made from Corn)

PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brls., 1/2 Brls.
5 " " " 1 " "	Kegs and Pails.
10 " " " 1/2 " "	
20 " " " 1/4 " "	

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

is the richest, purest, most perfectly hygienic
and nourishing Table Syrup made—Now is the
time to tell them about it.

Order from your jobber.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East.
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

THE CANADIAN GROCER



1706 ——— 1907

Crosse & Blackwell,
LTD.

LUCCA OIL

The finest grade of oil, from
specially selected olives.

Put up in $\frac{1}{4}$, $\frac{1}{2}$, pt. and qt. Bottles

An unexcelled reputation for over
200 years

WE HOLD BY ROYAL WARRANT THE SPECIAL
APPOINTMENT OF

“Purveyors to the King”

AGENTS:

C. E. COLSON & SON
MONTREAL

Codou's ¶ The faultless product of a faultless factory—a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

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

REGINA.

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

NEWFOUNDLAND

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

TORONTO.

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

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

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

On Spot
Currants
Raisins
Evaporated Apples
Barbadoes Molasses
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

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

TORONTO.

Evaporated Apples
NEW PACK
Ready for Shipment
Anderson, Powis & Co.
15 Wellington St. East
Toronto

VANCOUVER

RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England

WINNIPEG.

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

M. B. STEELE
Wholesale Commission Merchant
and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References.

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest
possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

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

(Continued on page 4.)

IN STOCK—

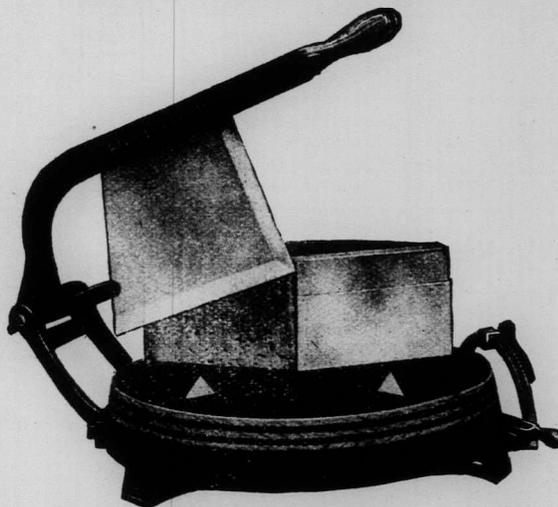
NEW HALLOWEE DATES

FINE BRIGHT
JUICY FRUIT

GET OUR QUOTATIONS

The **EBY, BLAIN CO.,** Limited
Wholesale Grocers TORONTO

Drop a card for particulars of



The PERFECTION CHEESE CUTTER

—It's a money saver—

Develop the Trade That Pays

Leave the Trade in low grade TEAS
to your competitors.

Make 40c. Blue Ribbon Tea the
mainstay of your trade.

This is not new advice, as we have advertised the above advice for the last
eight years or more to our customers.

Our competitors have now followed suit on account of high prices compelling
them to do so.

THE BLUE RIBBON TEA CO., LIMITED
12 Front St. East, Toronto.

Manufacturers' Agents—Continued.

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

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW

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

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

Many Good Lines Lie Dormant

On Grocers' Shelves

Keep Yours on the Move

by appointing a

Working Resident Salesman and Advertiser

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.

We have a large and old established connection amongst leading wholesale and grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

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

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

This space \$15 per year

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

BASKETS

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

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

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



NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada



TRADE WINNERS.
Pop Corn Poppers,
Peanut Roasters and
Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

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

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

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ST. JOHN, N.B.
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MONTREAL, QUE.
TORONTO, ONT.

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

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

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto.

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.

“The Real Thing”

“What does it profit the retail grocer in the end to push the “nearly as good” article? While he has been making one-sixth of a cent profit for two cents worth of extra work his neighbor grocer has been handing out “the real thing,” and lots of it. His customers come in and ask for it, and recognize it because it bears a well-known brand which even the children know as a guarantee of excellence.

At last there comes a time (it always comes) when the “nearly as good” article reaches the end of its string. It may have been put out of business, or it may have been skinned in quality until it is a business suicide to handle it any longer. **Has the trifling extra profit paid for the trouble of pushing it instead of selling it**—for the unknown, but none the less certain, percentage of dissatisfied customers—and finally for the up-hill work of beginning all over again with another new brand of goods? **Well, hardly!**

In the meantime, the dealer who handles “the real thing” still keeps passing called-for goods across the counter under the same old brands.

“The real thing” in Canned Fruits and Vegetables are:—

“CANADA FIRST”	“KENT”
“LITTLE CHIEF”	“LYNN VALLEY”
“AUTO”	“MAPLE LEAF”
“LOG CABIN”	“LION”
“HORSESHOE”	“THISTLE”
“GRAND RIVER”	and “WHITE ROSE” Brands.

These brands have been on the market for over a quarter of a century.

QUALITY GUARANTEED by

CANADIAN CANNERS, LIMITED

**QUAKER
CANNED
GOODS**

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

is p

dete

in w
anyt
econ



THE CANADIAN GROCER

"SALADA"

TEA

is packed in sealed lead packets thus preserving its
Delicious Flavor, Quality and Purity and

RENDERS IMPOSSIBLE

deterioration by exposure to sun, dust and air. Avoiding

LOSS

in weighing as is the case in handling bulk teas. Could
anything more clearly illustrate the advantage and real
economy in pushing "Salada" the "tea of teas."

Write "SALADA," Toronto or Montreal

Camp Recollections.

Talking about beverages—have
you noticed what a growing demand
there is for a good coffee essence?
That's because the manufacturers of

'CAMP' COFFEE

are shipping vast consignments of that
excellent beverage to our country.
There isn't another coffee to approach
'CAMP' for purity, strength, and
flavour. Have you stocked it yet.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME**
MONTREAL.



Ever Stop to Think Why

STERLING BRAND PICKLES

have obtained so big a lead with
people of city and town and
country?

Simply because these pickles
are sold on merit. No better
pickle is made. The manufactur-
ers intend that no better shall
be made.

Buy from your jobber
or order direct.

The T. A. LYTLE CO.
Limited

TORONTO - CANADA



National Licorice Co.
Brooklyn, N.Y.

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

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

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

"Gingerbread"

BRAND

Molasses

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

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

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

Malaga Raisins
Seeded

An article appearing in last week's Grocer is evidently inspired by the selfish narrow-mindedness of a would-be monopolist. We, however, believe that

Competition is the Life of Trade

and are willing to allow the consuming public to judge of the excellence of the Malaga Raisin seeded. The rich and delicate lusciousness of flavor and tenderness of skin, readily digested, will commend the Malaga Seeded Raisin to the consumers as the only fruit to use. The up-to-date grocer will study his interests and please his trade by introducing to them the **Malaga Seeded Raisin**. The price is reasonable, the fruit is prepared by the latest improved machinery, carefully packed and attractively put by, only, by

José Segalerva

Malaga, Spain

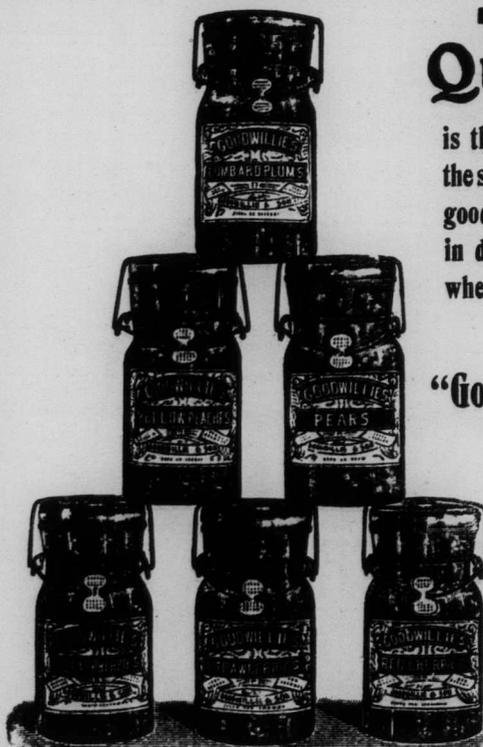
Agents for the Dominion:
Rose & Laflamme, Montreal

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for **THE BEST** in canned **FRUITS** in **GLASS.**



ROSE & LAFLAMME
AGENTS

Montreal Toronto

Can
P
R
I
D
E
o
f
C
A
N
A
D
A

When a Woman Wants

a thing she usually gets it.

The women of Canada want LIPTON'S TEA.

They have tried it. They have found it has the delicious flavor and aroma they like. Further it pleased the men folk.

That's a short story, but it means much to the Canadian Grocers. The grocer without a stock of

LIPTON'S TEA

puts a spike in his own progress.

THOMAS J. LIPTON

Canadian Office: 75 Front St. East,

Toronto

P R I D E O F C A N A D I A N G R O C E R S !

When you are in doubt as to the purity of the maple syrup or maple sugar you are about to purchase, look for our Pride of Canada Brand.

Secure it and you obtain the purest, truest brand of maple products on the market.

Years of experience have more and more convinced us that the only way to win and hold trade is to supply absolutely pure goods. We have always done this and will continue to do so.

You will find it to your advantage to do likewise.

Sell Pride of Canada Brand and your trade is assured.

Your customers will appreciate it.

SEND ORDERS TO

**A Maple Tree Producers'
D Association**

A WATERLOO, - - QUE.

If it were not a first-class washing powder; if it did not give greatest satisfaction; if housewives did not find in it a long-felt want, then

PHENIX WASHING POWDER

would not be sold, known and appreciated all over Canada as it is to-day. Progressive grocers everywhere are handling it and reaping large profits.

Are You Progressive?

C. A. CHOUILLOU & CO.

Wholesale Canadian Distributors,

14 Place Royale, - MONTREAL

HAYCASTLE

and **PARADISE**

CURRENTS

The choicest growths
from the most favored
Districts in Greece.

We have new selected
Valencias in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers !

Do you want your goods

Sold in British Columbia?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

Purity is the Order of the Day !

Never before in the history of the world has there been such a universal demand for pure food. Hygiene is becoming part of the daily life of every Canadian citizen. Food adulteration will not be tolerated. Consequently the brand of canned goods which sells quickest and most constantly is

the Brand which is absolutely Pure.

That is to say

Old Homestead Brand

Not only is this famous brand the purest, but it

Leads All Others in Flavor

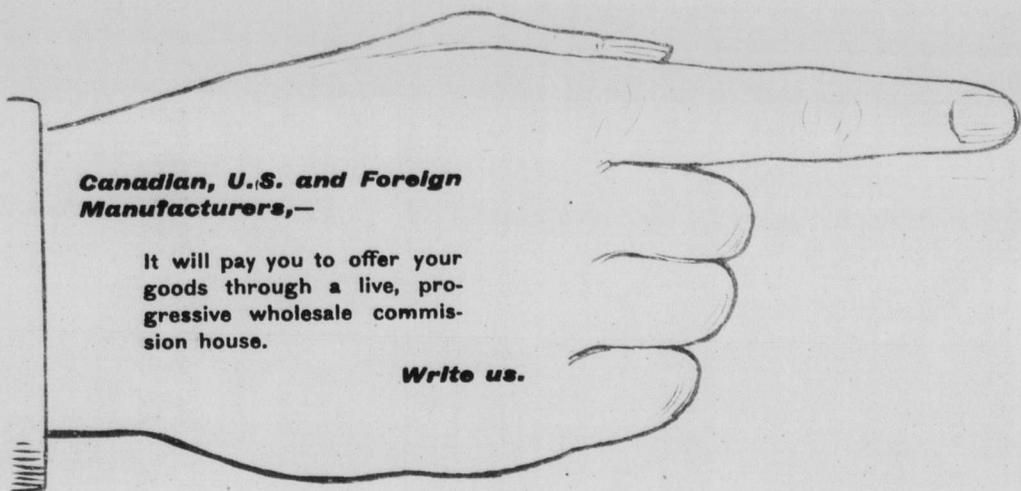
Not a speck of badness in an Old Homestead can. Every piece of fruit and vegetable is the best of its kind, and we fully preserve the ripe, luscious flavor.

Stock Old Homestead Brand and
cultivate the high class trade !

The Old Homestead Canning Co.

Picton, - Ontario

HEAD OFFICE and WAREHOUSE
WINNIPEG, MANITOBA



HEAD OFFICES and WAREHOUSES
CALGARY and EDMONTON, ALBERTA

ESTABLISHED 1882

N. B.—Storage at the three points. Write for rates. Cars distributed
and re-shipped.

E. NICHOLSON

CODES,
ABC, 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

BANNATYNE AVE. EAST
TRANSFER TRACK
EDMONTON BRANCH: NICHOLSON & BAIN
CALGARY BRANCH: NICHOLSON & BAIN

WINNIPEG

Nicholson & Bain
WHOLESALE
COMMISSION MERCHANTS
AND BROKERS.

Winnipeg, Man.

ORIGINAL ADDRESS
NICHOLSON, WINNIPEG,
CALGARY,
EDMONTON

D. H. BAIN

THE CANADIAN GROCER

LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

**Try a small lot, and your sales of Mustard
Pickles will astonish you**

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

J. H. BAIN

N. B.—Storage at the three points. Write for rates. Cars distributed and re-shipped.

THE CANADIAN GROCER

FIGS

For Table or Cooking

Very Choice Goods

Thomas Kinneer & Co.

Wholesale Grocers **TORONTO and PETERBORO**

EMPIRE SALT

*The Salt
that's all Salt*

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

Satisfaction Guaranteed

EMPIRE SALT COMPANY, LIMITED

MANUFACTURERS AND SHIPPERS

SARNIA, ONT.

JAPAN TEAS

Recent incoming vessels have brought me assorted samples of excellent liquoring Yokohama Teas to arrive within a short time, and I shall be pleased to submit samples on application.

SHAW T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company



Greig's White Swan Flaked Wheat Is a Winner

Made only from the finest selected Canadian wheat, it is distinguished for the **large, thin flakey flakes** that make it so vastly different from any other wheat produced in Canada. There is **no comparison** in it with **ordinary** kinds of rolled wheat. Its **outstanding merit** places it in a class by itself, and it readily commands the trade of **particular people**. All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times. Samples and quotations at your station will be cheerfully furnished on request.

THE ROBERT GREIG CO., LIMITED
White Swan Mills
TORONTO

GREIG'S White Swan BRAND

BEE BRAND JELLY POWDERS

SELL

SIX FOR 25c.

Never before has such value been offered. That is why sales have been abnormal for such a line.

In **Bee Brand** we have quality and we have price.

And the grocer makes a profit!

Some of the flavors people ask for :

**STRAWBERRY
PINEAPPLE
NUTTO**

**RASPBERRY
CHERRY
LEMON**

and there are others

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, **MONTREAL**



**Pure Food is Essential
to Good Health**

**Wagstaffe's Fine Old English
Mince Meat**

Guaranteed absolutely Pure.

The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

**Buy
Herbs
Now**

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Marjoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

S. H. EWING & SONS

96-104 King St., Montreal
Phones Bell Main 65 and 155

20½ Front St. E., Toronto
Phone Main 3171

Currants

Raisins

Walnuts

Almonds

Filberts

Figs

"Maple Leaf" brand Valencia raisins, Standard of Quality.

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

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

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

**ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!**

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS **THOS. SYMINGTON & CO. EDINBURGH**



A SELLING ARGUMENT!

The reason why so many grocers sell more of my Jams and Jellies than any other brand is plain. The government analyst has declared every sample of

E. D. S. Brand JAMS and JELLIES

to be absolutely free from adulteration. Your customers appreciate such a guarantee of purity. Nothing but pure sugar and pure ripe fruit made into Jam or Jelly by people of the highest skill is found in an "E.D.S." bottle.

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

E. D. SMITH'S FRUIT FARMS **WINONA, - ONTARIO**

The Preferential Tea

is that grown in the sunny isle of Ceylon. On no other part of the earth's surface can the tea plant attain such a degree of perfection as it does in that balmy isle of the Indian Ocean. In fact, this has become so apparent in recent years that

CEYLON TEA

is the recognized standard by which all other teas are judged—and generally "found wanting." The popular taste demands tea from Ceylon; and all discerning grocers make it a point to meet that demand by always keeping a sufficient stock of Ceylon Tea.

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

New French Cherries
Olive Oil

Crystallized { **Rose Leaves**
Lilacs
Violets, etc.

For decorative purposes

direct from **MARTIN FRERES**, the celebrated French dealers.

SHELLED ALMONDS

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous

SHELLED WALNUTS

The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

W. P. DOWNEY, 26 St. Peter Street, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Less work and better results

If Allison Coupon books merely reduced work, they might, in some small establishment, be considered a dispensable luxury.

But you can entirely disregard the time and labor-saving element, and still the system more than pays for itself in the cutting out of ACTUAL

MONEY LOSSES, the increased satisfaction to customers and the large trade it entails. Hundreds of merchants that are using this system, could not at any price, be induced to revert to the old fashioned method.



ALLISON COUPON BOOKS

How They Work:

If a man wants credit for \$10 and you think he is good for it, give him a \$10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with \$10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till 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. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The **EBY, BLAIN CO., TORONTO**

Canadian Agents



ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain

without laying the horse up. Does not blister, stain or remove the hair. \$2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Synovitis, Weeping Sinews, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.O.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: **LYMAN BONS & CO., Montreal.**

The Essex Flavor!



Essex fruits and vegetables are grown in the immediate neighborhood of the plant, with no delay between garden and factory, no exposure to lessen their value and nothing to decrease in any way their freshness and flavor.

The name and fame of Essex Canned Goods means a quick demand for all we produce. Orders should be placed at once to make sure of delivery.

The ESSEX CANNING AND PRESERVING CO., Limited, 28 WELLINGTON STREET EAST TORONTO, CAN.
Factory at Essex, Ont.

PUBLIC OPINION

is expressed in favor of

2 in 1



The most satisfactory

Shoe Polish

ever put on any market! It polishes and preserves shoe leather as no other polish on earth can. Order your winter stock now, before the cold weather comes.

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

Stock "the Best." **KIT** COFFEE



BEST in Quality
SMARTEST in Finish
KEENEST in Price

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

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

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 24 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey 108 Princess Street.

STOVE POLISH

In use every day, therefore you get a daily chance to please your customer if you supply

“JAMES DOME” LEAD

The finest Stove Polish in the world. Clean to handle, Gives a lasting, brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.

KENTUCKY REFINING CO., INCORPORATED LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and Stearines manufactured by the Kentucky Refining Company, of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under No. 11744.

Manufacturers and Refiners of the following High-Class COTTON SEED PRODUCTS :

- NONPAREIL—Bakers' Oil, Choice Salad Oil.
- SUNBURST—Prime Salad Oil.
- SUM YEL—Cooking Oil.
- APEX—Prime Summer Cooking Oil.
- DELMONICO—Choice Summer Yellow Cooking Oil.
- WHITE DAISY—Packers' Oil.
- EXCELSIOR—Soap Makers' Oil, Miners' Oil.
- SNOWFLAKE—A choice summer white deodorized oil.
- RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality STEARINE.

STOCK CARRIED IN MONTREAL

Prices Furnished on Application to

J. M. BRAYLEY,
MANAGER MONTREAL BRANCH

322 Notre Dame St. E., MONTREAL
Phone Main 3938.

Canada's Can Centre

We make or can make everything in tin cans:

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketed Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws. Tin Chaplets. Roofing Caps.

ACME CAN WORKS

Ontario St. E., MONTREAL

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL JOBBERS

1/4-lb. tins—8 doz. in case.

Isn't This Correct ?

IF YOU ARE NOT SELLING RED ROSE TEA, you are up against the fact that you are being continually asked for it by your best customers. If they don't ask for it, you will find a good many of them are buying it elsewhere.

JUST THINK IT OVER. You are probably like me, looking for the best values; the goods that you can sell most of, and at the same time pay a fair profit and give your customers satisfaction.

RED ROSE TEA

has the Reputation of Being a Business Increaser

Sample order might result in a large business between us.

LET US MAKE A START

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

ST. JOHN, N.B.

BRANCHES :

TORONTO—3 Wellington East G. H. Campbell, Manager
WINNIPEG—315 William Ave., F. G. Walker, Manager



IT'S SO NOW

when the housekeeper thinks of Baking Sodas she has in her mind

**"Cow Brand"
Baking Soda**

This thought of your customers is a profit to you—her constant demand for "Cow Brand" proves its value to her—It should to you. Does it ?

Every jobber sells "Cow Brand" Baking Soda.

Church & Dwight
Manufacturers
MONTREAL

*For Flavor
and
Appearance*

**GOLDEN RULE
SARDINES**

Packed by
McDONALD PACKING COMPANY
Fairhaven, N.B.

Excel all others

Ask our nearest agent for samples or write to

J. W. Windsor, Montreal
SELLING AGENTS FOR CANADA

THE CANADIAN GROCER

IN STOCK

New Crop Dates

PRICES RIGHT

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Rowley's Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. ROWLEY
DENIA

Extra Fine Selected

These are the brands recognized as the
standard for years.

You are safe to stock them in such belief.

S. BODI
DENIA

Finest Selected

Shelled Almonds, in 28-lb. and 14-lb. boxes.

We have the real goods.

Write for samples.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denia, Spain

Agents: Wm. C. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL
TRINIDAD, B.W.I.

Best Results Obtained

Prompt Returns

Enquiries Solicited

All Codes Used

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: **FRAME & CO.**

How to Make Your Business Grow and Yield More in Actual Cash Returns

Make it your business to stock only those brands of groceries and provisions which will add to your reputation. There may be divergencies of opinion about some lines, but when it comes to **Canned Fruits**, and **Vegetables** there can only be one opinion—Stock

Burlington Brand

There are reasons for the superexcellence of our Brand—reasons known to most grocers—reasons which all should know. The best fruits and vegetables—only the best can reach our canning department—our factory is peerless and our processes do not spoil fruit and vegetable goodness.

Burlington Brand is simply the superexcellence of Fruits and Vegetables in cans. The demand is great. Can you meet it?

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



contains the greatest cleansing materials known, and will leave any article like new if washed properly. It will not injure anything that water will not ruin.

Do you sell this Popular Brand?

The Welcome Soap Co.
 Limited
 St. John, - N.B.

Quality and Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER
 Condensed
MILK



JERSEY
 Sterilized
CREAM



Sweetened.



Unsweetened.

You retain 30% profit
 Truro Condensed Milk Co., Ltd., Truro, N.S.

There's no use wasting time

talking, you must have the best and the best in package teas means



MELAGAMA

It shows you good profit.

You don't have to talk if you sell "Melagama." It does all the talking. It speaks satisfied customers and satisfactory trade and———We have not raised our prices.

Minto Bros., 55 Front Street East Toronto

A MATTER OF MONEY!

Stocking the right brand of canned goods is a matter of money with every Canadian grocer. You can make more profits and bigger profits by pushing

FARMER BRAND

Canned Fruits and Vegetables

than with any other brand on the market. A can of this famous brand has never been known to be returned because of bad quality. Quality and flavor is a prime consideration with every can that leaves our factory. Don't handle a doubtful brand. Stock up with a brand that has been tried and found the best in quality, flavor and price.

The Farmer's Canning Co., Limited, Bloomfield, Ont.

THE CANADIAN GROCER

Tartan BRAND

SIGN OF PURITY

CHRISTMAS SUPPLIES COMPLETE

OUR TRAVELLERS HAVE ALL DETAIL

RAISINS, VALENCIAS—All finest grades, no trash.

NUTS—Shelled Valencia and Jordan Almonds.

CURRENTS—Finest Filiatra Cassalina Patras and Vostizzas.

SULTANAS—Fancy, extra bright and fine qualities.

FIGS—All sizes Pressed and Pulled, finest quality.
Also Mats of Comadra, bags and boxes Naturals.

MINCEMEAT—Wagstaffe's fine old English.

PEELS—Finest Drained Caps and Candied.

PLUM PUDDING—Wagstaffe's cannot be excelled.
Packed in 2-lb. and 3-lb. porcelain
crocks.

DATES—New Hallowees and Fards.

Your Mail Orders will receive spontaneous attention.

PHONE 596. FREE TO BUYERS

BALFOUR, SMYE & CO.

Wholesale Grocers,

HAMILTON

MATHEWSON'S

RED

VICEROY SALMON

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

Sales Manager Wanted

for leading Canadian Whole-
sale House, one capable of
taking charge of the selling
organization and directing the
advertising.

**Highest salary will be paid to
the right man.**

Send applications to the

Canadian Grocer
Toronto

California Prunes

New shipments JUST ARRIVED, all sizes,
and a *Special* in 90/100s.

Also

SULTANAS, DATES and FIGS

WARREN BROS. & CO. Limited
TORONTO



CABINET Maple Syrup

Just a little better than the others at the same price. "Money back Syrup."

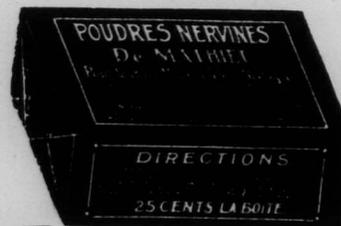
Quart Bottles	12 to Case	\$2 40
Pint Tin Wine Measure	24 to "	2.50
3/4 Gal " "	24 to "	4.80
1/2 " " "	12 to "	4.80
1 " " "	6 to "	4.50
2 " " Imperial	2 to "	3.40
5 " " "	1 to "	3.90

The goods to push when preserves are high.

Freight prepaid on 5 c/s lots up to
40c. per cwt.

IMPERIAL SYRUP CO.

Montreal Winnipeg Calgary Edmonton
Vancouver



Build for
Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.

Proprietors, **SHERBROOKE, P.Q.**



"No Horseowner should be without"

MOLASSINE MEAL

as everything living thrives so thoroughly on it. No better Appetiser, Digester and Health Preserver was ever on the market, and its cost, according to its real value, is but trivial. Molassine Meal is guaranteed free from spice, condiment or drugs of any description whatever, other than its natural sugar."

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases.
Bulk in 7-lb. Pails,
1/2 dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

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



Ceiling and Hearth Brooms

For Fall Housecleaning there will be a demand for Ceiling Brooms. We have the best on the market.

For open fire places there is nothing so handy as our Hearth Brooms: they are also handy for toy brooms for children.

Our travellers have full information.

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

It Requires Less

effort, mental and physical, to starch an article with

IVORINE

than with any other brand of laundry starch you can think of. Moreover, the result is better. Consequently it requires

Less Effort On Your Part

to sell twenty packets of Ivorine, than one packet of inferior brands. The sale of Ivorine is unceasing.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.



The New Crop

of Broom Corn is now in hand and

Now is the Time

to supply yourself with a first-class line of Brooms.

The following brands are trade-winners and are handled by leading wholesale dealers.

No. 27

STERLING
JEWEL
IMPERIAL

JUBILEE
KLONDIKE
GREAT WEST

If your wholesale dealer does not handle these lines, write us.

Stevens-Hepner Company

Limited

Port Elgin, Ontario

**CLEANLINESS
IN THE
GROCERY STORE**

A Discussion of the ques-
tion from the Customer's
Standpoint.

(Cleanliness is one of the essential factors in any grocery that aspires to cater to the best class of trade. Dirt repels custom, purity attracts it. The following article is the first of a series appearing in the Woman's Home Companion, and presents in a graphic manner the question of "Cleanliness in the Grocery Store," from the buyer's point of view.—Editor's note.)

Do you know your grocer ?

"What a funny question to ask!" exclaims Mrs. Brown, of Smalltown. "Why, of course, I know my grocer! He's John Jessup, and he married one of my old school friends, Mary Gordon. He's a member of the First Baptist church, and belongs to my husband's lodge."

And she thinks she knows her grocer.

"Really, I do not understand the question," replies Mrs. Oldfamily, of Dayton. "One is hardly expected to really know one's grocer. Doubtless he is a very worthy man—but I have never met his wife. I am not sure that he has a wife, but he has a fine stock of goods, and I never have trouble with my bills. When any mistake occurs he is most gentlemanly about rectifying it. He has one clerk who does nothing but tend the telephone, which insures prompt service."

And she thinks she knows her grocer.

"Why, everybody knows my grocer," answers Mrs. Flathouse, of Chicago or New York. "I always trade with Green Brothers, no matter what part of the town we live in. They have a string of stores all over the city, and if you watch their sales you can save quite a little on your housekeeping. I always watch their 'ads.' in the morning papers, and whenever I see they are having a run on anything I just call them up by phone and lay in a stock. They give trading stamps, too. I supposed everybody knew about Green Brothers' stores."

And she really thinks she knows all about their stores.

And the grocers are perfectly willing that Mrs. Brown and Mrs. Oldfamily and Mrs. Flathouse shall never know them any better. For grocers, like other mortals, do not always improve on more intimate acquaintance. For instance, if you should come to know your grocer very well indeed you might find out that he does not keep his store half as clean as you keep your kitchen. Back of the door leading into the lavatory, where his clerks wash, you might find a towel that you would blush to own as a dish rag or a mop. You might learn that the delivery boy who has just been letting his horse eat sugar out of his hand is using that same hand to dig prunes out of a box to fill your order. You might know that the creamery butter, with its crisp white wrapping and stamp that stands for pure production, is kept in a cooler or refrigerator which is absolutely slimy within, though mirrored and white enameled

without. You might ascertain that the lid from the cracker barrel has been lost and never replaced, though the store floor is swept vigorously night and morning, and the dust rises and falls again in one great germ-laden cloud.

These are a few, a very few, of the intimate details of his business life which your obliging grocer does not wish you to know. And that is why he sends a solicitor to your kitchen door every morning, why he assures you that your children will be served as honestly and promptly as yourself, and why he is highly elated when you put in a telephone and join his list of telephone customers.

Buying at Home.

The telephone and the order clerk or solicitor have probably done more to kill the housewifely instinct in women and further the ends of careless or un-

"The grocery store or market is the distributing agent of the food manufacturer. It is probable that ninety-five per cent. of our food passes through the hands of the grocer or meat man. The prosperous merchant is usually awake to the fact that his business will suffer if his shop is not attractive and his stock fresh. But in every community there are some dealers whose meat blocks are unclean and covered with flies, whose refrigerators are slimy and foul smelling, whose back rooms are filled with accumulated filth, whose cellars are damp and dirty, whose dried fruits are wormy, whose fruits and vegetables are decayed and whose cat sleeps in the cracker barrel."—H. E. Barnard, State Food and Drug Commissioner of Indiana.

scrupulous grocers than any labor-saving household institution of the century. Even the most competent housekeepers can always find one thing more to do at home—and when the solicitor takes such a friendly interest in her needs and what her family likes, or the telephone can be used without changing from the house frock to a street suit, she is very apt to drop the habit of marketing. A New York grocer established one year in a new and prosperous residence district thus summed up his trade:

"We must make special appeal for the telephone and solicited trade, because our store and staff of clerks is not large enough to accommodate customers if they called every day to market. Two-thirds of our trade is secured either by telephone or by soliciting, and the women never come to the store except

when they happen to be passing on some errand, or when there is some mistake in the bill. Yet it takes half our clerks to wait on the remaining one-third of the trade—women who come here every day, and who waste our time picking over goods, changing their minds, waiting for change, deciding between this brand and that."

"Then you do not care for the woman who wants to see what she buys for her family to eat?"

The man had a saving sense of humor, and replied;

"I can't say that we really care for her—but I don't mind adding that we respect her."

For several days the writer watched that store. The grocer spoke the truth. While half the clerks filled orders for two-thirds of the customers, which came in through solicitors or by telephone, the other half waited on the one-third or remaining customers in the store. In the latter class were precisely the same women day after day, and very few of these women were deeply interested in the quality of the goods purchased. They ordered in absent-minded fashion, as if waiting to meet some fellow-shopper. They conversed with the pretty cashier while the clerk filled the order, which they were not watching. If they offered any criticism, it was on an overcharge, but not one of them noticed that a young man with extremely dirty hands lifted dill pickles from an open barrel without the aid or consent of fork, dipper or any other utensil.

In a lovely, old-fashioned section of a great city the writer met a veritable aristocrat, attended by her colored servant, on marketing bound.

"I come way over here to get my groceries because it is an old-fashioned store. In the new stores they think it a waste of time to attend to the needs of a fussy old housekeeper like me. They all want to fill telephone orders."

She is one of the few women who still insist upon knowing their grocers.

Only a Sixth.

In another city there are twelve groceries to twelve thousand inhabitants, or about one grocer to every thousand citizens. In addition, the local grocers have the trade of the surrounding farming districts. A successful grocer of that city told the writer that half his trade was secured by telephone and one-third by soliciting. That means that three-sixths of his orders come by telephone and two-sixths by solicitors, which leaves exactly one-sixth to come direct from customer to grocer.

One-sixth of his patrons really know their grocer.

When shopping for a new frock, a carpet, enameled cooking ware, gloves, a veil, a book or a picture the average woman goes to the store that is immaculate, where goods are fresh and unmarred by soiled hands, and whose clerks are dainty in handling the wares. She refuses shopworn drygoods and house furnishings, but she will accept groceries that have been subjected to flies and dust and handled by clerks whose hands and aprons are disgustingly unsanitary. This is due largely to a fallacious belief that a grocery store cannot be kept clean.

H. E. Barnard, a well-known pure food authority, of Indiana, thinks that as a class grocers are not worthy of the trust reposed in them by their families.

He has been conducting an investigation of grocery stores this summer. He wished to ascertain, not whether the pure food laws covering canned goods, bottled condiments, etc., are being obeyed, but whether the average retail grocery store is as sanitarily fit as its canned and packed goods are chemically pure. In this investigation it must be admitted that the canned and bottled and packaged goods seem to have come out ahead. The grocer and his store often proved unsanitary, a menace to public health. Out of 481 stores inspected, only 17 were found in excellent condition, 170 were good, 229 were fair, 52 poor and 13 bad.

It is right to trade with the grocer who will give you the best returns for the money your husband works so hard to earn. It is only womanly and neighborly to trade with the husband of your best friend, whose interests you thereby forward. It is only businesslike to trade with the man who is honest and square in his accounts and who makes good every item on your bills. But it is also fair to yourself and your family that you should know your grocer, not only as honest in his accounts, neighborly in his intentions, and reciprocal in his relations with your husband, but as the man behind the counter, the man who alone or with the aid of helpers handles directly the food which you place on your table.

Clean Groceries.

When you have decided to become thoroughly acquainted with the grocer behind his counter, and with his store methods, you will know whether his cooler or refrigerator is sweet and clean or slimy with germs; whether he covers his bins or leaves them open for the entrance of dust, bugs and kittens; whether he has sanitary dippers for bulk pickles, fish, jellies, preserves, etc.; whether his clerks have clean towels and running water at their command; whether the boy who fills your order for butter, sugar, flour, tea and crackers is wearing the same checkered jumper that he had on when he carried his delivery horse; whether the wooden trays and pasteboard bags used for sending out lard, pickles, salads, butter, oysters, etc., are kept where they are free from dust—in fact, whether your grocer is spending any money at all in the interest of common decency, cleanliness and sanitation.

And when you have done your day's marketing in this spirit of investigation you will have taken the first step toward knowing your grocer and helping to secure sanitarily fit as well as chemically pure food. And you can help by starting a new leaf in your household account book, headed with these mottoes:

- "I will know my grocer."
- "Of two grocery stores, I will trade at the cleaner."
- "Of two foods in a certain class, I will buy the purer."
- "Having decided to buy a certain food backed by the guarantee of an honest firm, I will accept no substitute."

Make your customer the best possible price you can at first, and maintain it. If he wants to "jew" the price down tell him kindly you have made the best price possible, and stick to it—sale or no sale.

**EFFECTIVE
GROCERY
ADVERTISING**

Conviction in Advertising.

CRITICISM, HELP AND SUGGESTION AS TO THE BEST METHODS OF PRODUCING IT.

Occasional Chats by W. F. Ralph.

"It pays to advertise," said Mark Twain at a recent banquet. "When I was editing the Virginia City Enterprise, writing copy one day and mining the next, I tried to force this truth home in many ways. One day I received a letter from a subscriber saying he had found a spider pressed between the pages of his paper, and he wanted to know was this good or bad luck? I replied to him in our Answers to Correspondents column as follows:

"Old Subscriber.—The finding of a spider in your copy of the Enterprise was neither good luck nor bad. The spider was merely looking over our pages to find out what merchant was not advertising, so that it could spin its web across his door and lead a free and undisturbed existence for ever after."

It was just like our old friend, Mark, to turn even the corpse of a deceased spider into a good argument for his advertising columns. Of course, he looked at the matter from the publisher's point of view, whose business it is to sell space in which merchants may advertise their wares. But no matter from what point of view one looks at advertising in these hustling days, there is

tail business world—"Mailorderism"—gets in finer work and becomes more solidly established for every retailer who neglects to advertise. "Fight the devil with fire" is considered very good policy by many religious people; and in the retail business world it becomes more and more apparent that the only way the mail order octopus can be suc-

Graded Fruit

Is the kind we handle again this year.

PEACHES.—Graded, packed in layers and of the same quality at the bottom as at the top of the basket.

PEARS.—Very scarce this year. We will fill orders with the best fruit obtainable.

PLUMS.—We give you a good variety to select from. Many of the best varieties are ready this week.

We buy direct from the gardens, so our fruit reaches us in the finest possible condition.

C. A. FARMER

Groceries, China, Confectionery, Fruit
Phone 147.

HOGS

slaughtered at the Packing House of Joseph O'Mara are inspected by a Government Inspector and during every part of manufacture, insuring the healthiest meats and the purest ingredients used.

GUELPH STORE:

QUEBEC STREET. Phone 325

CHAS. W. BARBER

Manager

A neat ad. from the Royal City.

only one outcome of a lack of advertising, and that is stagnation.

Business is like water, in that it cannot stay still without becoming foul and stagnant. It has to keep on running in order to get anywhere. The water runs into a bigger body of water, and the business into bigger things.

That great bugbear of the modern re-

cessfully rivalled is by good advertising.

The mail order man gets there by advertising, and so can the ordinary retailer if he goes into the matter properly.

Advertising means gaining the confidence of the public. And the advertising which does not inspire confidence is, therefore, poor advertising. The ad. which does not inspire confidence is a little better than no advertising at all; but what is the use of paying for space if one is only going to put into it something which is "a little better than nothing?" "Hit straight, hit hard, and let every stroke drive the stake in farther," is a piece of homely philosophy which I have read somewhere, and which is very applicable to the subject of grocery advertising. Let every ad. inspire confidence. To do this it must be written with conviction. If you have a line of goods which you know to be poor stuff, don't advertise them as if they were full of merit. You can't, in fact. The known lack of truth will make your words lack the ring of

conviction. Enthusiasm is an ingredient of advertising confidence, and if you can't work up any enthusiasm about a line you are going to advertise, you can't advertise it confidently.

SOAP CHIPS

WILL SAVE YOU TIME.

You need not on wash day take a bar of soap and cut it up. Use SOAP CHIPS, we have them in bulk at 10c. a pound, 3 pounds for 25c.

GRAPES

OF SPLENDID QUALITY.

The price is as low as it will be this season, so it will pay you to order your supply now. We have them in

RED, WHITE AND BLUE.

It will pay YOU

When in need of anything in China, to look through our stock. We have specially good selections and values in—DINNER, TEA AND TOILET SETS and ODD PIECES. We would like you to see them.

C. A. Farmer

Groceries, China, Fruit and Confectionery. Phone 117

Don't write your ads. when you feel in the dumps. The time to write an ad. is when you are feeling good. When you are in that particularly fine humor that the whole world and everything in it looks good to you. Your tone of good humored confidence in yourself and your store will then permeate your ad. The phrases will ring brighter; the arrangement will come more logically, and the whole ad. will inspire the buyer with the confidence you feel yourself.

Did you ever go into somebody else's store to buy something when you were not very clear as to what you wanted? On such an occasion the confidence inspiring demeanor (or the lack of it) in the clerk, either sells you something which pleases you or sends you out wandering with no purchase made at all, or with a purchase you feel indifferent about. It's all in the salesman's demeanor. And if an ad. is not to be regarded as a salesman, what is it?

People always run away from a calamity howler in the flesh, and you may bet your bottom dollar that anything in an ad., which conveys an idea that your store is not entirely prosperous, will make the ad. that much less effective. Avoid the minor key. Keep the tone of confidence from the headline to the name plate, and it is an effective ad.

Another well known maxim is, "Nothing Succeeds Like Success." And another one is "Prosperity Attracts." These two truths should be engraved on the mind of every grocer who wants his path to run forever successward. In your ads., talk prosperity and success,

and keep on talking them (backed up in every case by quality of goods and service), and the cream of the business will come your way as sure as steel will draw near to the magnet.

We have touched another point here: Backed up in every case by quality of goods and service. The backing is as necessary to the completion of an ad. as a match is to light a fire. The keystone of the successful advertiser's arch of prosperity is truth. If you can get the people coming your way by the means of advertising, the only way to keep them there is to give them the best value for their money.

Although originality in advertising is to be commended, it is too much to expect that every grocer should have a skullfull of original advertising ideas. Hence the necessity for studying the ads. of other people. Many a man who can originate but few ideas of his own, has a capacity for carrying somebody else's good idea a long way farther than the originator ever thought of.

ANOTHER LOT

Of those 6 varieties of MIXED BISCUITS at 3 lbs. for 25c. In the past eleven months we have sold just about two tons of these goods and from all these sales we have not had one complaint. Is not this a good recommendation?

SOAPS

Have you tried "Best" Soap, a wrapped soap at 7 bars for 25c; and "Empire" soap, unwrapped, at 8 bars for 25c.

PINEAPPLES

We would advice the purchase of pines for preserving. Quality at present is good and prices will hardly be lower.

C. A. Farmer

Groceries, China, Confectionery, Fruit.

The originator of bright ideas often reminds me of a hen. This feathered lady lays an egg. She then cackles loud her satisfaction—and leaves it at that. At certain times she will be struck with the notion to carry the idea a little further, and begin to hide the eggs with a view to bringing up a family. But, as a general rule, she lays the egg, cackles—and finishes with it. But the ingenuity of feminine fingers can turn that egg to a thousand and one uses which the layer of it never dreamed of.

As with the hen, so with many a human originator of ideas. A well-known advertising man of national reputation was once talking to a young friend of mine. At the conclusion of the conversation he said to my friend, "Thank you for an idea you have given me."

"What idea?" said my friend.

"Never mind what it is," said the ad-man. "Something you said gave me

an idea which I may be able to use some time to my advantage. It dropped from you in such a manner that it is clear you didn't know you were anywhere near an original idea. It's of no use to you, as you don't know what it is; therefore, I'll keep it for myself. Thanks very much."

This advertising man can see a bright idea three blocks away, and whenever and wherever he sees one, he nails it. He is a successful man. He uses ideas whether they originate with him or with somebody else.

This doesn't mean that one needs to be a "cribber" to the extent of copying in detail someone else's worked out idea. In some forms of advertising, such a course would be suicidal. But if you, as a grocer, take a fancy to an advertising method carried out by another grocer miles away from your place of business, there's not the slightest reason why you should not appropriate that method to your own uses. You would, however, be a "cuckoo," as the saying is, to copy closely the ideas of the other grocer around the corner, simply because, apart from all other considerations, your own advertising would lack force by comparison. Nevertheless, if your immediate rival doesn't know enough to carry his own idea to its limit of usefulness it is up to you to better it if you can. In such a case the extended working out of the idea would constitute originality so far as your undiscerning rival is concerned.

Charles W. Barber, manager of the Quebec street (Guelph) store of Joseph O'Mara, sends us in a very neat, and, I should say, effective little ad. It only occupies a 2-inch single column space.

Graded Fruit

Is the kind we are handling this year.

PEACHES

Graded, packed in layers and of the same quality at the bottom as at the top of the basket.

PEARS

Very scarce this year. We will fill orders with the best fruit obtainable.

PLUMS

We give you a good variety to select from. Many of the best varieties are ready this week.

C. A. Farmer

Groceries, China, Fruit and Confectionery Phone 147

and that space is well used. We reproduce it as a good sample. You will observe that the headline "Hogs" is just the name of the article advertised, which follows out the idea expressed in this

column some effective head argument is the reader.

C. A. Farmer a bright lit with realgu reproduce a of readers They are e headline, lay therefore, "s Perhaps the fruit ads. m their effectiv frequently ha left unsaid.

HUNGARIAN

Large Shipm Expecte

And now it ported to fill the short Can ment of Hun first large shi way and is e. Toronto, shor ing direct fri bags of 100 k bean crop in year and as a placed on loca what lower t quality is sai ably with th there seems s Hungarian bea some extent, goods.

TORONTO W

Another mer cery trade in on Saturday, May, with H. married to M ronto. The ce St. Augustine the happy cou erous friends, with several v drove to the t New York, w eral days at Mr. May is we in Toronto, I with R. S. M several years before taking has also been the renowned team. The ma remembered th of gifts. On t they will occup apartments, Q

E. O. Manch Salada Tea (office at Toron two of which of advertising position in the F. Cairns, at is quite well k Toronto, and t for success in t

column some time ago, when talking of effective headlines. The "quality" argument is brief and bound to impress the reader.

* * *

C. A. Farmer, of Perth, has sent in a bright little bunch of ads., which ring with real, good-humored confidence. We reproduce a few of them for the benefit of readers of this column generally. They are effective ads. in respect of headline, layout and talk, and are, therefore, "sound all the way through." Perhaps the addition of prices in the fruit ads. may have added a little to their effectiveness, but I realize that it frequently happens, price talk is better left unsaid.

HUNGARIAN BEANS FOR CANADA

Large Shipment of Extra Good Quality Expected to Arrive Shortly

And now it's beans that are being imported to fill the demand occasioned by the short Canadian crop. A large shipment of Hungarian beans, probably the first large shipment to Canada, is on the way and is expected by F. Dane & Co., Toronto, shortly. The shipment is coming direct from Buda Pesth and is in bags of 100 kilos, or 220 pounds. The bean crop in Hungary is abundant this year and as a result these goods can be placed on local markets at prices somewhat lower than Canadian beans. The quality is said to compare very favorably with the Canadian variety, and there seems some probability that these Hungarian beans will take the place, to some extent, at least, of home-grown goods.

TORONTO WHOLESALE MARRIED

Another member of the wholesale grocery trade in Toronto became a benedict on Saturday, Oct. 26th, when Albert S. May, with H. P. Eckardt & Co., was married to Miss Nina Foster, of Toronto. The ceremony was performed in St. Augustine's church, and afterwards the happy couple, accompanied by numerous friends, and in a cab decorated with several well-known trade placards, drove to the union station, en route to New York, where they will spend several days at the King Edward hotel. Mr. May is well known among the trade in Toronto, having spent eight years with R. S. McIndoe & Co., and also several years with Smith & Keightley, before taking his present position. He has also been the popular manager of the renowned Grocery Brokers' hockey team. The many friends of the couple remembered them with a magnificent lot of gifts. On their return to the city they will occupy a suite in the Dowling apartments, Queen street west.

E. O. Manchee, who has been with the Salada Tea Company in their head office at Toronto for six years, the last two of which he occupied the position of advertising manager, has taken a position in the departmental store of J. F. Cairns, at Saskatoon. Mr. Manchee is quite well known among the trade in Toronto, and best wishes go with him for success in the West.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

EDMONTON.

The question of improvements to the market square to make it more of a trading centre for farm produce is occupying the attention of the citizens just now, and is of particular interest to grocers, both because it has a tendency to regulate prices and also because most of this business is done at the present time by the grocers themselves. It is proposed to fence the present market square and charge farmers and others who desire to drive into this square a fee of ten cents, so that the market will pay its own expenses, instead of being almost a total loss, as at present. Market buildings will be erected to shelter the market people and every facility afforded for the promotion of trade. Market days will be fixed, perhaps two a week, and all the business concentrated on certain stated per-

would be partly controlled by the Government and city. It is claimed that this would tend to reduce the price of produce and make living cheaper in Edmonton. At the present time farmers and dairymen are selling their butter for from 15c to 17c per pound. As it cannot all be used in summer, the balance is shipped out, as there is no place to store it. In the winter when butter is scarce, it has to be shipped in from outside points, and the price then rises as high as 35c to 38c per pound. Many believe that the concessions asked for should be granted, as the consequent reduction in the price of produce would more than make up the amount the city would have to pay now. The question is still under consideration by the council.

* * *

The retail clerks of the city held another meeting a few evenings ago, and completed the work of the organization of the Retail Clerks' Protective Association. Merchants in the city are, as a rule, regarding the movement with favor and there is no likelihood of strained relations between the employer and employes, resulting from this action on the part of the clerks. Many ladies have joined the association and over 100 charter members have already enrolled.

* * *

John A. McDougall, formerly of the firm of McDougall & Secord, general merchants, has signified his willingness to be a candidate for the mayoralty for the year 1908. The municipal elections take place in the latter part of November.

* * *

The North End Store, one of the rising grocery stores in the northern part of the city, has sold out its hardware department to the firm of Bloomer Bros.

* * *

The turkey market is fairly brisk and grocers report good business in this line. Turkeys, however, are rather undersized as yet in this district, and most of the birds for local consumption are shipped in from outside points.

* * *

Several new brick stores have been erected on First street recently, and it is rumored that an experienced grocer from the east will start in business in one of them this fall.

SASKATOON.

J. F. Cairns is now carrying on the grocery department in the new addition which was lately made to his store. A direct importation of Huntley & Palmer's famous biscuits has recently arrived from the makers in Reading, England. The shipment consists of a large

A SLAP ON THE BACK. Chilliwack, B.C.

Oct. 28, 1907.

Editor Canadian Grocer:

Allow me to congratulate you on the attractive and well-gotten-up fall number of The Canadian Grocer. It's good all through and should prove of great value to the grocery trade generally.

CARL GROSSMAN.

iods known to all, instead of being scattered indiscriminately over the whole week. These proposed changes will mean much to Edmonton grocers. At present the grocers purchase such products as eggs, butter, vegetables and sometimes meat, direct from the farmer and market gardener, and sell them to the citizens at an increased price. The establishment of a market where the producer can meet the consumer will result in a slightly increased price being paid the farmer and a slight reduction in the price of the products for the consumer. The merchants will lose a certain amount of trade by the change, but the majority of the citizens are much in favor of the plan.

Another matter which is agitating Edmontonians at present is whether they are to have a cold storage plant. The Edmonton Produce Company have applied for certain concessions, free water, light, power and exemption from taxation for twenty years, if they establish a cold storage plant in the city. They also expect to get a grant from the Dominion Government, under the Cold Storage Act, and thus the plant

THE CANADIAN GROCER

assortment of biscuits, rusks, shortbread and cakes.

Gordon & Sparling are now doing business in their new butcher shop just completed on Second Avenue. The shop is a most up-to-date building with cold storage, marble counters and marble slabs in the spacious windows. Recently this firm lost about three thousand dollars worth by fire on their ranch. The loss included buildings, hay, oats and implements.

An enquiry has been received by the Board of Trade from St. Louis, for particulars regarding the establishing of a flour and oatmeal mill in Saskatoon. The enquirer, who is a practical flour and cereal miller, will probably locate here should conditions prove favorable.

The A. McDonald Co., wholesale grocers and provision merchants, of Winnipeg, built a warehouse here this summer. They have now a good stock on hand and are prepared to supply the local trade. The warehouse is conveniently situated near the Canadian Northern track and in close proximity to the business part of the city.

Butter and eggs are more plentiful this week than they were last, but there is a greater demand than the supply at present on the market is able to take care of.

A supply of Ontario and California fruit has been received. Ontario grapes are selling at 45 cents, California, per crate, \$3; cranberries, 15 cents per pound; tomatoes, 75 cents per basket.

CHATHAM.

An important obstacle in the way of the C. W. & L. E. Electric Railway's extension to Lake Erie was removed last week, when an agreement was arrived at between the officials of that road and the M. C. R. for the building of a subway under the tracks of the latter road at Charing Cross. It is anticipated that the electric line, work on which is rapidly nearing completion, will be in full operation from Chatham to the Lake in a month's time. Passengers will have to transfer at Charing Cross till the subway is completed. The opening of this portion of the line should mean a great deal for Chatham merchants. The Wallaceburg end of the line has certainly been a good thing, particularly in the rainy, muddy periods of fall and spring-time when communication between country and city would otherwise be suspended.

Leamington town council recently granted the Windsor, Essex & Lake Shore Rapid Railway a franchise through the town. The franchise is for 50 years, with 21 years' exemption from taxation, and the road is to be completed by June 1, 1908. This road is

slowly advancing eastward, and it is anticipated that ultimately, either directly or via C. W. & L. E., it will provide Chatham with through electric accommodation to Windsor. The company already holds a franchise from Chatham.

D. McKenzie, of Wallaceburg, has disposed of his bakery to Mr. Eberle, of Thamesville. The latter gentleman assumed possession this week. Since its establishment some ten years ago, Mr. McKenzie's business has grown to be an extensive one. Mr. and Mrs. McKenzie will continue to be residents of Wallaceburg, the former embarking in the furniture and undertaking business.

Messrs. Henderson & Morris have purchased the bakery business of Misses A. & A. Allyn, Leamington. The new firm are at present supplying customers from Settington's grocery, but will shortly move to the premises at present occupied by the Union Bank on Erie St.

Clifford Morrison, who recently disposed of the Triangle Grocery at the corner of Thames St. and Grand Ave., Chatham, to D. J. O'Keefe, has moved to Detroit, where he has gone into the milling business.

Victor Dunn, for the past three years manager of the Dresden Canning factory, left last week for Strathroy, where he will in future reside.

The Kent Canning Company commenced on apples last week. The work will mean steady employment for a large number of men and women for some time to come.

N. A. McGeachy & Sons have purchased the extensive milk route of A. E. Ellerbeck & Sons., of Dover. A new wagon will be put on this route. Mr. McGeachy states that he has no intention of raising the price of milk, adding that feed is plentiful, and that an advance in the price of the lacteal fluid need not be feared at present. Nevertheless, the feed situation throughout the county is not by any means as happy as it might be. The large number of farmers' sales being held is pointed to as significant. Sales are more numerous than in many years past, and many state that the feed question is largely the actuating motive.

The merchants of Highgate have made a further advance in the direction of early closing. Beginning with the first Monday in November, they will close their stores at six o'clock every Monday night. They have already made it a practice to close at the same hour on Wednesdays and Fridays, so that the change will leave just three open nights in a week. This move for every other night off is in the right direction, and it is one to which customers, both in the village and in the surrounding country should raise no objection. Probably, it will prove the thin edge of the wedge, in the matter of early closing.

The banding together of the business men of a certain section to advertise their particular corner as a bargain centre was the experiment tried by the merchants of King St., east of the market. The scheme was inaugurated by Henry Primeau of the New York Cloak Store. "L'Union Fait La Force" was the motto of the combination, comprising eight mercantile establishments. The combination secured a page in each of the local papers, both Friday and weekly issues, in which each merchant ran an announcement of a few special bargains. Full page circulars were also distributed through the city. Friday night and among the incoming farmers Saturday morning. Grocer Wesley E. Parrott and confectioner E. A. Munteer, were among those who joined in. Saturday proved a bad day, but despite that the merchants concerned report very good returns, particularly in the special lines advertised.

Albert Owens, of Harry Andrew's grocery, spent a few days recently among the ducks at Mitchell's Bay. His friends are sympathizing with the ducks.

L. A. Cummings, the enterprising west-end grocer, is to have a letter box adjoining his store, at the corner of West and Gray Sts. A. B. McCoig, M.P.P., who had the matter in hand, has received word that the needs of this rapidly growing section of the city would be recognized by the post office department.

An echo of the recent push-cart trouble and the subsequent elimination of Gaspar Favata from the scenery of King St., is the following advertisement in a recent issue of the weekly papers. Ald. Potter, whose place of business is on Queen St., takes Gaspar's protest with a smile and points out that the competition was nearer him on Saturday than it used to be: "Mr. Potter and the grocery stores on King St. don't like me to sell bananas on King St., because I give a chance to the people to buy bananas cheap, and the council has passed a bylaw stopping me selling bananas on King St., I want the people of Chatham to know that on Saturday next I will sell at my store at the corner of Queen and School Sts., good bananas—3 dozen for 25 cents. Gaspar Favata, honest fruit dealer."

Ald. Maynell has evolved a novel advertising scheme in connection with his men's furnishing business, which, though not so applicable, may, nevertheless, prove of interest to the grocery trade elsewhere. The scheme came to the surface with the commencement of the school term. The city possesses five educational institutes: the Collegiate Institute, Canada Business College, McKeough and Central public schools and St. Joseph's separate school. Ald. Maynell induced the principals of the schools to select different "school colors," and advertised that he would give away buttons bearing these colors

to all school buttons. Besides the line or two man's business were consequently frequently himself secured first and address went to directory.

Last week Retail Meeting, was called getting to the sun John the cl was great ers to m becoming merchants ally stra regularly able ideas would unc grocers.

The pre requested of the year that all f able on n

The clau hibiting r the city r the main of the i this claus present. I ited to th customers tend the r orders for vegetables unable to Often aft get what er does n all, or el Saturday public pai result of bylaw, it for such leisure to was inser pose of p from dep public at chase. H against clause. N asking a grocer th to the an the purpo ers. The will be a president subject meeting.

The vex was also retail gro unjustly wholesale.

to all school boys and girls. The rush for buttons quite exhausted the supply. Besides the colors, the buttons bore a line or two advertising the wily alderman's business. For many weeks they were conspicuous, and even now are still frequently met with. Besides advertising himself and his business and stimulating school patriotism, Ald. Meynell secured from each applicant the name and address of a parent and the applicant's birth month—information which went to constitute a valuable mailing directory.

Last week the grocers' section of the Retail Merchants' Association held their first meeting in several months. The meeting, which was largely attended, was called mainly for the purpose of getting together and reorganizing after the summer holidays. President John McCorvie, who occupied the chair, urged that it was greatly in the interests of the grocers to meet, if only for the purpose of becoming mutually acquainted. The merchants were in many cases practically strangers. If meetings were held regularly and well attended, many valuable ideas could be exchanged which would undoubtedly be beneficial to the grocers.

The present officers were unanimously requested to retain office till the first of the year. In addition, it was decided that all fees paid now will be applicable on next year's dues.

The clause in the market bylaw, prohibiting retailers from purchasing on the city market before ten o'clock, was the main topic of discussion. Instances of the inconvenience suffered through this clause were given by many of those present. This inconvenience is not limited to the grocers, but extends to their customers. Many of these, unable to attend the market, telephone or send their orders for butter, eggs, chickens and vegetables to their grocer. The latter is unable to purchase before ten o'clock. Often after ten o'clock he is unable to get what he wants. Either the customer does not get the desired article at all, or else he gets it too late for his Saturday dinner. The entire Chatham public paid for the market, but as a result of this objectionable clause in the bylaw, it has become a convenience only for such of the citizens as have the leisure to go there in person. The clause was inserted in the bylaw for the purpose of preventing buyers for shipment from depleting the market before the public at large had a chance to purchase. Hitherto this has been urged against the proposal to repeal the clause. Now, however, the grocers are asking an amendment, allowing any grocer the privilege of purchasing goods to the amount of not more than \$5 for the purpose of accommodating customers. The retail merchants' association will be asked to lend its aid, and the president and secretary will bring the subject before that body at its next meeting.

The vexed question of cartage charges was also discussed at some length. The retail grocers feel that they are being unjustly discriminated against by the wholesalers in this regard. In the big

cities the wholesalers deliver to their local customers by their own drays, this involving no charge to the recipients of the goods. But in shipping to outside customers, those in Chatham for example, they send out their goods by the station drays. On smalls, for instance, this means a charge of 12c. at the point of shipment, and this charge is duplicated when the goods are delivered here. The grocers feel that one charge is sufficient and that they should be put on the same basis as the home customers of the wholesale houses.

Though no action was taken at last week's meeting, the matter will probably be brought up later, with a view to inducing the wholesalers to change their methods.

An energetic campaign is to be inaugurated for the purpose of making the membership list of the grocers' section and the grocers' directory of the city of Chatham identical. At present, though the grocers' section is a large and growing organization, there are still many out of the fold. At a meeting, a list of these grocers was made out and handed to the members present. Efforts will be made by the members of the section to induce all their fellow grocers to join. The section is fighting some needed battles on behalf of the grocery trade, particularly against the objectionable transients and the harassing ten o'clock market bylaw, and all those who stand to benefit by the fight being put up should lend a hand.

The movement to open the market to the retailers before ten o'clock finds a strong advocate in Magistrate Houston, whose stand on the transient and peddler bylaws during the past few months has brought upon his head much criticism from the retailers of the city. "I see that the retail grocers are asking to be allowed to buy on the market before the hour," remarked Magistrate Houston to an interviewer on Saturday morning.

"I think this would be a good move in the interests of everyone. We would be enabled to get our groceries at an earlier hour from the grocers, and we would get them just as cheap and cheaper than we can buy them on the market. The grocers don't wish to be allowed to buy on the market because they make any great profit out of butter and eggs, but merely that they may be able to accommodate their customers. You will find that the grocers make little or no profit out of these commodities, and in most cases they carry them merely for accommodation."

The other side of the question is given in the following item in a local paper: "A number of local ratepayers, speaking to the Planet this morning, said that they thought the council should make no change in the bylaw prohibiting grocers and wholesalers from buying on the market before ten o'clock. They claim that this change would give the grocers control of the prices, and the market would no longer be for the people for whom it was originally intended." Indicative of the fallacy of this argument is the fact that the grocers throughout the city—not only on King Street, but in the remoter corners of Chatham—almost invariably sell market stuff at a lower price than do the market people themselves. Though the popular belief

unquestionably is that prices are lower on the market, careful and impartial observation leads to the opposite conclusion. Nor could the market be very well depleted by the grocers before ten o'clock, for the marketers would unquestionably hang out till then for the sake of securing the inevitably higher price. At the present time the market, open to the grocers after ten o'clock, is rarely depleted by noon.

Members of the city council state that it would be difficult to frame a workable by-law giving grocers the desired privilege. In the first place it would be difficult to say just who were selling to the local trade, and who to outside packers and shippers. Further, the discrimination in favor of local merchants might invalidate the by-law.

Chatham lost a good citizen by the death of William James Bennett, who passed away at his home on Thames street, on Oct. 29, aged 54. Death was the result of a paralytic stroke sustained the previous Thursday. A native of Newcastle, Ont., Mr. Bennett came to Chatham with his parents while still young, his father, the late Thos. Bennett, being first a distiller and later conducting a flour mill. Mr. Bennett succeeded his father in charge of the latter enterprise, later going into the tobacco business, which he continued till his death. He is survived by a widow and three children. The funeral took place at 3 o'clock Oct. 31st, to Maple Leaf cemetery, the concourse being one of the largest in many years.

Oct. 29th saw a disastrous conflagration on Pelee Island, in which the commodious general store of A. M. McCormick & Sons was totally destroyed. The loss, understood to be pretty well covered by insurance, is estimated at between \$30,000 and \$40,000. A large stock of dry goods, groceries and hardware had just been put in for the coming winter.

A. B. Lounsbury, of Wheatley, has disposed of his grocery stock to E. Omstead, general storekeeper.

W. G. Taylor, the Comber baker and confectioner, has inaugurated an early-closing movement of his own, closing at 6 p.m. every Tuesday and Friday after Nov. 1.

The post office at Dealtown, on the lake shore, closed some three years ago, is to be re-opened. N. H. Shepley, storekeeper, will be postmaster.

The homely, old-fashioned pumpkin forms the gist of an advertising scheme just started by P. C. Little, the Blenheim grocer. Mr. Little is giving away a \$9.50 set of dishes to the party guessing nearest the correct number of seeds.

Fred Collins left last week for Winnipeg, where he will spend a couple of months placing the output of the Chatham Fruit Growers' Association.

Arthur Kipp, formerly of John McCorvie's grocery, was united in marriage to Miss Laura Shaver, daughter

of Ira Shaver, of Blenheim, on Tuesday, Oct. 29. Mr. Kipp is now assistant superintendent of the Duffy & McInnery Co. departmental store at Rochester, N. Y.

* * *

Ald. Wm. Potter and Miss Gertie Potter were Detroit visitors for Thanksgiving.

* * *

J. A. Aikens, of the Western Real Estate Exchange, at Wallaceburg, is now proprietor of the grain and feed business recently conducted by W. D. O'Leary.

* * *

The Star Bakery, Wallaceburg, which recently commenced business, has retired from the lists.

* * *

Early closing in Chatham has received a considerable accession of strength through the recent action of the local druggists, who have decided, after Nov. 11th to close every night at 8 o'clock, Saturdays and nights before holidays excepted. Thamesville druggists have taken a step in the same direction, closing at 6 o'clock on Mondays, Wednesdays and Fridays.

* * *

There are rumors that the recent action of the city bakers in decreasing the weight of their loaves will be questioned on the ground that it isn't in accord with the strict letter of the law. Recently the bakers cut the weight from 1½ to 1¼ pounds. A clause in the city by-laws states that all loaves delivered in the city shall be in weight 1, 1½, 2 and 4 pounds respectively. The by-law nowhere specifies a 1¼-pound loaf. The bakers charge 5c for a 1¼-pound loaf, in preference to charging 6c for the 1½-pound loaf. If the course they have taken is questioned, a 6c loaf will probably be the outcome. Either price is the same in the long run. Bakers declare that with the recent rise in the price of flour, they make less on the new loaf than they formerly did on the old one, when flour was low.

* * *

The soaring price of butter is causing consternation among housekeepers. Creamery butter has retailed at 33c, while farmers ask as high as 30c, 28c being the rule.

A dealer explains thus: Last year cheese brought a good price while butter was not so high, consequently milk was diverted to the cheese factories. Again, the amount of milk produced this season was considerably less than usual because of the late spring and early failure of pasturage in the fall. Hay is dear, and many farmers are selling hay and cattle with the idea of deriving greater profit thereby, while others have to dispose of their cows because they have nothing with which to feed them.

* * *

Many were the encomiums passed by local grocers on the Special Fall Number of The Canadian Grocer. "A splendid number—the best yet," was the verdict of the local trade.

GUELPH.

Guelph owns her own gas and electric light plants, her own waterworks plant and also her own electric railway and all are good paying investments. The railway, perhaps the hardest to finance,

shows for the past year on its operations a net gain to the city of \$7,017.94, and this after spending \$5,509 on the road and equipment. The railway and municipal board appointed by the Ontario Government to inspect all electric roads in the province, after making a tour of inspection state that the Guelph Radial Railway was the best equipped, had the best roadbed, and was the best managed that they had inspected. That ought to be satisfactory to the citizens of Guelph and also encourage other cities to go and do likewise.

* * *

Some of the grocers were getting anxious for their Canadian Grocer last week but all seemed well pleased when it arrived on Tuesday and was such a beauty. It was the general opinion that it was the best yet.

* * *

A man came into the store about 7.30 o'clock the other morning rather hot, in spite of the chilly weather outside. He had been to both the C.P.R. and G.N. W. telegraph offices to telegraph a friend at Hamilton before the early train left there, but could not do so because they do not do business that early in the morning—not till after 8 a.m. It does seem strange that wealthy companies like these cannot afford to have an operator on all night, especially in cities.

* * *

We have talked grocer association to a good many in this city during the month, and hunted up one of the old Grocers' Association of 1899's constitution and bylaws, and the general feeling is that the old association was broken up on account of the cutting of prices among members. Now there always will be cutters and fellows who can't live up to an agreement, but are we going to do without an association just to oblige one or two. Why that is practically giving them their own way and we can form an association for mutual benefit. However, this grocers' association is on the move, and we want you. We expect to have it organized the first week in November and for the present don't intend to try to regulate prices or collect old accounts. The Retail Merchants' Association can attend to that. The objects at present are to get good speakers and hold regular meetings once or twice a month, and as we get together we can shape our future plans. Whether you are a price cutter or anything else come along. We need you and you may need us. Let us get started, anyway.

* * *

A move in the right direction came along recently, when a couple of the downtown grocers got together and got the rest to raise the price of the 25c. package of rolled oats to 30c., and this without much trouble. Why not fix up the starch, canned goods, and other cereals in the same way.

* * *

The high prices and high wages in the factories seem to be beginning to reflect on business, as some are shutting down for a week, and others for two weeks, while nine hours is all that some are working. That really means, Mr. Grocer, look out for your accounts. A grocer told me he had already refused several new accounts and most grocers have

enough old ones. Now is the time to begin a cash business, even if you have to lose a few customers, for as long as your goods are on the shelf you can do business, but you can't do much with a long list of accounts.

* * *

A large, 20-foot sign of Jackson & Son, grocers, blew down during the storm of Saturday night, and it makes a person shudder to think what might have happened if it had come down an hour or so earlier when the street was crowded with shoppers. It is quite evident we need a building inspector. We are getting some quiet warnings, and this is another.

* * *

The grocer clerks have reason to feel proud of our Bobbie Robinson, clerk at J. Hadden's, and while we would have liked to see him in first place in the road race on Thanksgiving day, we are pleased he got inside the money and also got the prize of a pair of shoes for being the first local man to finish.

* * *

The new canned goods have begun to arrive. J. A. McCrae & Son are unloading a car of Old Homestead to-day.

* * *

Geo. Williams, grocer, who went out west on a short trip, has decided to continue his trip right to the coast.

* * *

The Imperial Biscuit Co. shipped within the last two weeks over 1,000 boxes and 200 barrels of biscuits to Quebec.

* * *

The heavy rain on Saturday kept the farmers and also the city people at home and made things quiet in all the stores and also again raised the price of butter and eggs, but only temporarily, as Monday found the farmer in town again looking for the high prices which prevailed and were not to be found so easily that day.

* * *

Jos. Hadden has just installed a new up-to-date Bowser oil tank and also a cheese cutter.

DUNDAS.

J. Sadlier, who about a year ago, took over the grocery business of C. H. Durrant, has disposed of the business to the former proprietor, who has taken possession. Mr. Sadlier has purchased a business in Palmerston and with his family left for that town this week. Although here only a short time he has made many friends, who regret his departure.

* * *

A. S. Cain has moved a couple of doors below his former stand, where he has fitted up a natty little store with considerable more floor space than he formerly had.

* * *

Probably one of the most up-to-date grocery stores in western Ontario is that of John Kerwin. He has recently erected a two-storey pressed brick building with the interior fitted with Walker Bin fixtures. At the present time he has under erection two stores, adjoining, which he intends utilizing for crockery and meat departments. As Mr. Kerwin spends the major portion of his

time around his place of business he believes in having his surroundings as congenial as possible.

It would not be amiss if Dundas grocers paid a little more attention to their newspaper advertising. While most of them carry space, some have not changed their ads. for months. And yet they expect results.

Death has removed one of the pioneer business men of Dundas, in the person of John Enright, at the age of seventy-two. He had been in business here until a year or so ago, for over a quarter of a century.

R. J. Burke is sporting a spirited young delivery horse, the envy of all the grocer boys.

INGERSOLL.

Only a small per centage of the number of turkeys in this district were marketed for Thanksgiving. This state of affairs is accounted for by the fact that the turkeys were not in first-class condition, the farmers being too busy to devote the usual attention to them in preparing them for the market. Reports from the different surrounding sections still indicate that turkeys are fairly plentiful, and all signs point to there being enough for all at Christmas time, with the prices probably less than for the past few years.

Frequently one hears a merchant say that he is too busy to take any active interest in the public affairs of his town. It is an old saying, and doubtless a true one, that the busy man is the man to have as the representative of the people when their affairs are to be transacted. Shrewd men, who have made a success of their own business are the kind who are wanted to-day in municipal life, and the merchant of any town who honestly believes that he possesses the proper qualifications to materially assist his town in reaching cityward, should endeavor to devote a reasonable amount of his time to the interests of the community. Then, aside from the broader aspect of the question, merchants should "size up" the situation from their own standpoint. The merchants and manufacturers are the arteries on which the life of a town or city depend, and they should be public-spirited enough to put their shoulders to the wheel when ever an occasion presents itself in the hope of bettering conditions, not only for themselves, but also for everyone in the community. It too often happens that when only a limited number of business men are in a council many of these, on account of the lack of experience, are unfamiliar with many conditions. Merchants are invariably in touch with the public pulse, and their knowledge and judgment should be of much importance in dealing with the civic affairs. Aggressiveness is a good motto for modern times, and if more merchants would only reach far out with broader principles and greater energies their influ-

ence would doubtless be a factor that would mean expansion both for the community and their own business interests.

A few weeks ago I made a brief reference to the unusual number of commercial men who were calling on the enterprising merchants here in one day, and at the same time noted the fact that Ingersoll enjoyed a far-reaching reputation as a hustling town. On Monday of this week forty commercial travelers, representing many lines, were housed at one of Ingersoll's leading hotels, in addition to this number there were many more at the other hotels, which fact goes to show, that backed up by the great staple products, bacon and cheese, Ingersoll is regarded as a most important business centre, even if its population is not so large as some of the other Provincial towns. However, the great number of "drummers" who were here on Monday is indicative of the fact that the wholesalers and manufacturers of the Dominion attach considerable importance to the patronage which this town offers.

Advertising is a theme which is evidently receiving much attention from many merchants at the present time. Not a few merchants will plunge into printer's ink, but they neglect to enhance the appearance of their stores. There is much value in attractive window dressing and the successful merchant is aware of the fact that advertising and window dressing go hand in hand. Has your attention never been arrested by some attractive window display? It may have been out of your own town, and in some line other than groceries, but you stopped to look at the display. This is one way to judge the value of window dressing. If you stopped to look at the display of some other merchant is it not reasonable to assume that others will stop to look at yours? City merchants, especially, are alive to the advantages of window displays. It is their greatest factor in securing transient trade. Grocers have every opportunity to make their windows striking. They have everything at their elbow, and, as the different seasons supply their own "decorations," their is really no excuse why their windows are not always attractive and up-to-date in every sense of the word. If however, the merchant finds that he cannot give his windows systematic attention in regard to displays, he should at least make an effort to get the dead flies out of them before the snow falls. Flies are detested in every shape and form, and to see them in great numbers in the bottom of a grocery window is not conducive to a keen appetite for the eatables within the store, notwithstanding the fact that the major portion of them are protected.

The butter situation remains practically the same. First-class creamery is retailing at thirty-three cents a pound, and it would seem as if the thirty-five mark will be reached. In former years

when the price of butter advanced here many citizens had their supply shipped in from sections to the north, where there are but few cheese factories, and the great bulk of the milk is manufactured into butter. But while there are no more cheese factories in these districts than formerly, there is no more cheap butter. The farmers have learned that butter is a scarce commodity, and they too have advanced the price. In some sections where first-class dairy butter could be had last year for 18 and 20 cents a pound, it was learned that this year it is selling for 28 and 30 cents.

MONTREAL.

The question of collections is one of prime importance to the retail grocer. With a view to finding what methods brought good results and what did not, The Grocer's representative called on a number of local grocers.

The first merchant made the remarkable statement that he had not lost twenty-five dollars in six years. His method is as follows: He has two lists, a regular and a special list. If a customer is known to be good pay he is put on the special list and allowed to run an account for one month. All the others are put on the regular list and called upon to pay every week. Apart from this no distinction is made and a customer not paying his bill promptly when it is due is not allowed further credit. He said that during the last six years he had not lost a good customer through that system of collection. Another prosperous grocer said that he allowed no credit except to people of whom he was pretty sure, and then he limited them all to one month.

A somewhat different system was outlined by a grocery, 70 per cent. of whose business is done over the telephone. His method was to place a limit to the amount of credit he would give a customer and then treat all alike. "For," said he, "a rich man who won't pay, isn't much better, so far as the grocer is concerned, than the poor man who can't."

Of the other grocers seen, some adopted one means and some another. But on the whole the ones outlined seem to have given the best results. And it is results the grocer is after. One grocer, in speaking of the difficulty in collecting accounts, said: "Why, some of my customers have such exceedingly delicate feelings that they must not be asked to pay at all."

Another question which was taken up while The Grocer was looking for information from the retailers, and one which brought out some facts interesting to the trade, was that of early closing. Without exception, the grocers called upon highly endorsed the early closing scheme. C. E. Box said that it was more satisfactory every way. There has been an increase in his trade since adopting early closing. It allows him time to balance his cash every day, to attend to arranging store displays for the next day and further, as he said, "it lets me live as well as keep store." E. J. Quinn, when spoken to on the subject said in his characteristic manner: "Why, if a man cannot do business in

business hours, he should quit his business and go at something else." The fact is that a bigger business and a much more satisfactory one can be done by closing early. Furthermore, it is much easier to keep good clerks when they are kept on duty only a reasonable number of hours.

Looking at the situation broadly, reasonable grocers seem to be unanimous in their attachment to the early closing idea and the results reported would seem to fully justify their position.

Another point worth considering is that of the quality of goods handled. One grocer doing business in a somewhat aristocratic residential section said: "It pays to carry only the best lines of goods, and when one line of goods has been introduced, to stick persistently to that line, for there is nothing like educating the people into using a certain brand, which insures continued custom."

SASKATOON.

The fall number of The Grocer was hailed with joy by many a western grocer and general merchant. Its correspondence pages formed an interesting budget of news from the various centres which would be eagerly read, while other matter was both interesting and instructive. A special feature was the number of window and interior displays which can be copied to advantage by many a store throughout the Dominion.

OTTAWA.

Matters pertaining to trade in general have been more or less disturbed and neglected, similar to an election campaign during the past month, while the Grand Trunk Railway Company has been seeking to acquire a portion of Major's Hill Park as a site for a superb hotel, the cost of which is expected to reach \$1,500,000. At the same time it requests from the city council a fixed assessment of \$500,000 per annum for fifteen years. It proposes also to build an up-to-date railway station, to be the central passenger depot on the present site of the so-called Central railway depot at a cost estimated to be \$1,000,000, on which request is made for a fixed assessment of \$150,000 for same term as for the hotel. Strenuous opposition was exercised against any portion of this beautiful park being devoted to any other purpose. The picture of these shaded grounds, with the proposed buildings to be erected by the Dominion Government for departmental offices, forming a background on the eastern side, and the Laurentian Mountains prominent in the northwestern horizon, had become vividly impressed upon the public mind as one of surpassing scenic beauty and one that should be preserved; hence the struggle against any infringement in that direction. But as the park is the property of the country at large, the Government were willing to allow the portion asked for. With the hotel built as designed, this view will be spoiled, and the proposed new buildings hidden in the rear. The city of Ottawa is rightfully entitled to a modern central passenger railway station by reason of an understanding

with the Canada Atlantic Company that in a bonus paid to it, the sum of \$50,000 was included toward the cost of such a building. It has never been constructed. In the meantime the C. A. R. has sold out to the G. T. R. and has placed the city in the peculiar position of having paid the bonus and got "nil" for it. Now the G.T.R. offers to put up the two buildings on conditions only that the hotel may be placed on the park aforesaid with the fixed assessments, etc., and the city to spend \$100,000 or so more in widening street approaches, etc. Hitherto, both the city council and the Board of Trade had roundly opposed the park site for hotel use, but finding that no alternative would be considered, they somersaulted to the company's proposals, rather than lose the advantages desired thereby. Since agreements have been reached

Dundas gives some advice to local grocers regarding advertising which might also be aptly applied to a good many other Canadian towns. A London grocer speaks enthusiastically about the merits of The Canadian Grocer. Kingston tells of some interesting developments in the local bread situation. The Ingersoll correspondent considers it advisable for grocers to enter municipal politics. Stratford retail grocers are feeling keenly the advances made by the wholesalers. The small boys in Barrie "hold up" the local merchants on Hal-lowe'en. Chatham tells of a novel advertising scheme inaugurated by a well known local merchant. Guelph grocers' association is in process of reorganization, with good prospects. Ottawa grocers are expecting good business as a result of a large amount of building in prospect. Edmonton merchants are enthusiastic over the probable establishment of a cold storage plant in that city.

and assurances given that construction work will immediately be commenced, it is to be hoped that the impairment to the park may be compensated by the lively stimulus which these works should give to all classes and accrue largely to the benefit of the grocery business.

Should the Dominion Government decide to begin the erection of the new buildings, for which their locations are already secured, the additional benefit in the way of business to the city will be inestimable.

Messrs. A. L. Pinard & Sons are fitting up a commodious and attractive grocery store in a choice location on Rideau Street. The senior partner has conducted an honorable and successful business in this city for the past forty years and justly merits good wishes for further successes for himself and the firm in their two stores.

KINGSTON.

Kingston is gradually losing the name of a deserted village and its future prospects of being a busy centre are very bright. About twenty miles of cement walks have been built and now new roads are being made and the people generally are spending a lot of time and money in beautifying their lawns.

The ladies of Kingston got up a Made in Canada Fair recently and it was a big success. They were aided in their efforts by ladies from Napanee and other places. Their appeals for aid from the different firms throughout Canada were answered in a practical and generous manner, in cash, goods, etc. About \$9,000 was made, and the proceeds are to be used for the benefit of our General Hospital.

In a recent letter I wrote about a firm of produce dealers beating me out of 627 doz. eggs, a shipment for which I didn't get a cent. I have heard of others losing by the same firm, and it looks as though they made a business of it. I would like to hear from those who have suffered and arrange to go to the city where the said house exists, and lay the matter before the proper authorities. A letter to The Canadian Grocer office will be forwarded to me.

The bakers in Kingston did not raise the price of their product. Owing to the advance in flour, they merely lowered the weight, and what a lot of quill drivers got after them. All sorts of arguments came from preachers, professors, doctors, wholesale grocers and the bakers themselves. Some think the standard weight of bread should be two pounds for the half loaf. It was lowered to 1½ and when flour dropped the weights remained the same. Now the weight is 1¼, although some still make it 1½ pounds, hoping to gain new customers. One leading baker is coming out for mayor and it places him in a queer position. If he lowers the weight with the rest, people will jump on him. If he sticks to the old weight, they will say he is trying to pull their legs for votes. So he straddles the fence.

The scarcity and high prices ruling in the butter market is serious. One merchant who was handling over 2,000 lbs. of Warton creamery got word that the factory was going to close down, owing to scarcity of cream. Now the merchant finds difficulty in getting as good a quality of butter to please his trade. Good butter is a great help to a merchant in making a success of business. Butter is selling at 32c. to 35c. here, and eggs 30c. to 35c. a dozen.

The grocers are working in harmony and advancing prices together.

The Wilson Co., of Gananoque, have closed up after a successful business career. They adopted the cash system and stuck to it. They would have continued in business but their lease expired and they couldn't get satisfactory renewal. One of the clerks, Mr. Smith, and his brother, are opening up a cash store in Gananoque and feel confident of success.

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THE CANADIAN GROCER

Mr. Smith learned his trade with our much esteemed James Crawford, of Kingston. The other brother learned the hardware business with Dalton & Sons. Their father, Henry Smith, is in the grocery business here. The boys are sure to succeed, as they are workers and thinkers and are sober and industrious. Mr. Wilson expects to go back to Victoria, B.C., where he spent several years in the grocery trade.

Prof. Ruddick thinks butter will not go to 40c., as it can be brought from Europe and laid down for 29c. to 30c. The professor, too, generally knows what he is talking about.

BRANDON.

Business in Brandon is beginning to be brisk again after the recent quiet spell. The farmers are selling their wheat and so there is more money in circulation. Grocers in the city find it very hard to get good butter and fresh eggs and of course the prices are high in consequence. Dairy butter is retailing at 30 cents and fresh eggs at 35 cents, but there are no fresh eggs to be had just now, so they are selling pickled eggs.

Thanksgiving passed off pleasantly and the stores were all closed except one. I suppose Brandon is like every other place—in that they have a “knocker” or two. We are also blessed with a few price-cutters, who do all in their power to demoralize the trade, but they are not of much importance, because they couldn't do any business at all by fair means.

A carload of British Columbia apples came into Brandon to-day. They are good fruit, and are put up in 50-lb. boxes. We cannot sell many B.C. apples here on account of the prices. They cost the merchant from \$2 to \$2.25 per box and that makes them hard selling when one has to add the profit. The apples are nicer looking and graded better than the Ontario apples, but they are not so juicy, and have not so fine a flavor.

The people in Brandon are beginning to get reconciled to the advanced cost of living. Nearly everything in the grocery line is dearer here than they have been in past years. It comes hard on some people here who are just earning a laborer's wages. A large quantity of canned goods are sold here, especially canned fruits, and the prices are all away up. California evaporated fruits are not being sold at all, the prices are so high that the people will not touch them.

Your Montreal correspondent has taken a step in the right direction—regarding nice, tidy stores. He is a booster all right and cannot say too much regarding this. There is no doubt but tidy stores and well-dressed windows pay. Brandon can be justly proud of her store windows. All the different

lines of business keep their windows well trimmed and changed regularly. In closing, I might just mention how quick we can get goods here some times. The Brandon Times of Oct., 28, says: “An instance of rapid transportation was shown yesterday when a car of Spanish Valencia onions was received here by the McPherson Fruit Co., in just 18 days from the date it was consigned in Liverpool. It came via the Empress of Britain and the C.P.R.

STRATFORD.

“Money is tight,” and by all appearances there will be many unlooked for and unexpected disclosures made before the expiration of the approaching winter. The outlook is dismal and comatose in not a few, but many lines of business.

The stringency is even felt by the prosperous grocer. Just the other day your correspondent happened to mention the fact to one of Stratford's young and hustling grocers. “Yes,” he said, “we grocers know just how tight the money market really is. As things stand at present something will have to be done. Either the grocers will have to reduce the weights in a good many articles or else raise the prices. I don't want to see the prices raised, but something will have to be done and I would rather reduce the weight.”

The facts of the matter are these:—The wholesale grocers have boosted the prices of several articles to the retailer and the price has remained the same to the consumer. When the whole matter is considered there is room for “deep thinkers” to get busy and thresh the problem out satisfactorily to both. Since the prices have been raised the retail grocers have become poorer. They have been losing money. If the price is advanced two or five cents by the wholesaler, the retailer loses that much. “The retailers,” remarked one dealer, “do not make enough per cent. on the goods sold to warrant the carrying on of business on the square.” It is a matter well worth considering and commenting upon.

There are two or three grocers in this city who firmly believe that effective advertising pays, and the more attractive the advertising the more and greater results will be realized. One day last week while discussing matters, a traveler entered one of these bright and attractive stores with the numerous and nicely-printed advertising cards, he was inspired to tell a story. “An old and seasoned farmer drove into town and backed his rig up against the fresh paint. ‘Durn you and your old grocery!’ Didn't you see that sign, Fresh Paint?’ asked the grocer. ‘Of course I did, but I've seen so many signs hung out here announcing something fresh that that wasn't, that I didn't believe it.’”

The Barnsdale Trading Co. dress attractive windows. This week one of their large front plates is dressed with vaseline goods and the display is a good and suggestive one. We would advise Manager Williams to enter The Grocer's prize contest for the most attractive window displays.

The grocers here report an excellent Thanksgiving trade. Now for Christmas. Several dealers are laying in large stocks in special lines, and no doubt in a very short time the spasmodic advertisers will begin doing a little bit of splashing in that line.

The majority of the local industries are running full blast and full time despite the stringency of the money market, but others are reducing expenses. On Monday over one hundred employes of the Grand Trunk here were let adrift.

BARRIE.

Produce went the limit here this week, while there was no great amount on the market on account of the wet weather. There was a small demand. Butter sold from 29 to 31 cents; eggs, from 28 to 30 cents per dozen; chickens, 10 cents per pound; turkeys, 12½ to 15 cents per pound; ducks, from 10 to 11 cents per pound; geese, 8 to 10 cents per pound. Potatoes were scarce and advanced 5 cents per bag, which now makes the general price 75 cents per bag. A few loads of oats brought 50 cents and a couple of loads of wheat sold at \$1.02 per bushel.

On our bread may be seen labels which on the home-made loaf reads 20 ounces and on the “bakers'” loaf 1½ pounds, a reduction of half a pound all round. When the writer asked a well-known baker the other day why he had cut the bread down, he smiled and said, “Hard times, advanced prices of material and labor.”

On account of Hallowe'en arriving on Thanksgiving night this year, the young boys held their annual “shell out” the night before, visiting all the merchants of the town with their war cry. They fared pretty well, having their pockets bulged and their faces smeared with dirt, and only did they meet with one mishap when, as one little chap described it, “A mean old beggar shelled out a pail of water, but we got even, we pitched mud at his windows.”

Mr. James Eadie, official organizer of the Retail Merchants' Association, is in town this week, and is working hard to strengthen the Barrie branch, having called a meeting for to-night.

An up-to-date “Quick Lunch” man from Montreal has opened up a restaurant on Muleaster St. this week. He says this is a fine, wide-awake town and he thinks his “quick lunch” should pay well.

A merchant in the town here, talking to your correspondent the other day, said he had been greatly bothered lately by petty shoplifting and is almost certain he knows the offenders.

(Additional correspondence on page 50.)

**FOOD VALUE
OF
DRIED FRUITS**

By Sir Francis Henry Laking,
M.D., Physician to King
Edward VII.

It is to be regretted that an economical and valuable article of food, in the shape of the dried currant, should be so much neglected. The dietetic value of the fruit is misunderstood and the prejudice against it entirely unjustified. Properly prepared, the currant might, with the greatest advantage, form an every-day item in the meals of the people, who seem to choose their food and arrange their dishes with an ignorance the extent of which is appalling. If people could be taught a few simple facts about the worth of various kinds of food commonly eaten, I am of opinion that much benefit would result. If some elementary knowledge of the chemical components of food could be imparted to the masses, I feel sure that our race would be healthier, more vigorous and better equipped to resist the attacks of disease.

Imagine what would be the benefit, if the toilers could be induced to master and act upon the fact that food, to be perfect, must contain in the proper proportions the three main elements—nitrogenous substances, carbohydrates, and fats. It should not be difficult, say, to popularize more extensively an inquiry into the meaning of "proteids"—that they are, in fact, the albuminous fundamental and principal constituents of the animal body; that food accurately abundant in proteid makes for the building of tissue and the making of muscle. The meaning of the word "carbohydrates" should not be incapable of demonstration in popular language; nor should the importance of the proper balance of the sugar in the food be difficult to explain in a manner intelligible to the people.

An Aid to Digestion.

From recent analysis of samples of dried currants the fact has been verified that the fruit contains no less than 73 per cent of sugar in its most valuable form. This great saccharic proportion is already in the shape of grape sugar, and thus is potential to take up its work of producing and maintaining energy and vitality. It is what is known as "invert" sugar, a composite of dextrose and levulose. It assists digestion; it allays nervous excitement and provides nourishment in case of nervous exhaustion. No fruit can show this large proportion except those of and kindred with the currant.

I wish it could be more generally realized that, in selecting articles of food to supply the constituents of normal diet, regard should be had to the amount of potential energy in the material. It should be an easy matter to convince the people that this or that food is good or bad—that certain things are abundant or deficient in essential food elements.

Currants Versus Beef.

For instance, let us make an interesting comparison, and one that should be quite clear to the average intelligence:

I mean the comparison between the components of currants and lean beef. The currants show 73 per cent. of grape sugar, the whole of which contributes to manufacture energy; the beef contains no sugar at all. Currants contain 1.77 per cent. of proteid; the beef 19.3 per cent. In currants there is but 20 per cent. water; in beef 72 per cent., the bulk of which is waste. Lean beef contains but 0.6 per cent. more heat-producing material than currants, the figures of which as regards fat stand at 3 per cent. The figures referring to the currants are taken from a recent analysis by E. F. Harrison, B.Sc. (Lond.) F.I.C., Ph.C., F.C.S. The figures for the beef are extracted from a table of food values compiled upon the researches of such authorities as Church, Payer, Lethby, Blyth, Pavy, Holbrook, Oldfield, Kress and others. The result is the disclosure of the important fact that there is no less than 54.87 per cent. more total nutriment in the currants than in the beef. The point might be advanced that the currants show a low proportion of proteid, but the people should be warned against the dietetic error of using food containing an excess of proteid. They should also be taught how to supplement any deficiency in the various modes of preparing the fruit for table. They should be shown with what ingredients to mix it, so that it may contribute its powerful assistance in building and maintaining the body. Indeed, I am not wide of the mark when I say that, even eaten alone, the currant contains nutriment in all sufficiency.

In the dietary of the peasant classes of Greece, a people remarkable for their hardihood and health, the currant appears at almost every meal, while in Germany and Holland currant bread is a common article of food; indeed, among the many shapes in which the currant may be brought to table, a bread made of say thirty parts of currants to seventy parts of dough is one of the best.

A Food for the Masses.

Currants contain in the right proportion certain valuable acids such as tartaric, citric, and malic. These acids, while having wholesome individual properties, besides being refrigerant, antiseptic, and antifebrile, serve to modify or adjust the flavor of the sugar and help the other nutriment components of the fruit to readily deliver themselves up. It will thus be seen that the toiling and insufficiently fed masses have at their command a delicious article of food which costs the merest trifle and of which they would surely and readily avail themselves did they but know its value. The middle and upper classes, those who are in a sense indifferent to food regarded in its dietetic aspect, but who select it mainly for flavor, have an important adjunct to the table, which gratifies the palate and operates as a

liberal auxiliary to health and well-being.

The splendid varieties of currants grown in the district of Vostizza, and intended to be eaten as dessert, either alone, with almonds, or with any other kind of nuts, are shade-dried, seedless, as indeed all currants are seedless, and of a velvety softness. For children and those who must of necessity adopt a "diet" currants properly treated and prepared will prove a digestive aid and act as a gentle and natural laxative. Therefore, any accusation against this delicious, economical and valuable little fruit must fall to the ground as absurd.—Scientific American.

THE HOME OF BOVRIL.

In London, England, a short time ago, the chairman of Bovril, Limited, allowed a party of over three thousand persons to make an inspection of the factory where Bovril is made. The party was pleased with what they saw. Neither expense nor trouble have been spared in making the premises thoroughly clean. The laboratories where experimental and analytical work is carried on are equipped with the latest improvements. Everything taken into the factory is analyzed before being used, and again analyzed when ready for bottling, although the supplies of raw materials used by the company are furnished by carefully supervised factories in Canada, the British Colonies, and the River Plate. These repeated analyses are necessary to insure a certain standard of strength. The visitors were shown how solid extract of meat, the flavoring and stimulating part, and the albumen and fibrin, the nutritious element, were blended together. The finished product ready for bottling is run off into vats. Some idea of the vastness of the business can be formed from the fact that each of these vats contains the product of the prime parts of over three hundred oxen. Throughout the whole process of manufacture nothing is touched by hand.

Although England is the home of Bovril, the makers claim there is no country where it is unknown. In Montreal it is manufactured under precisely the same conditions and with the same material as in London.

AN ADVANCE IN BISCUITS.

Larger Manufacturers Quote Higher Prices on All Regular Lines.

And now it's biscuits. Several of the larger manufacturers quote an advance which applies to all orders received on and after Monday, Nov. 4. They say that the increased cost of raw materials and labor compel them to take this step. One large Toronto firm quotes an advance of two cents per tin on sodas and on other lines half a cent per pound on three-pound packages. This may be taken as representative of the general advances.

Several of the smaller firms have not as yet advanced their prices, but they will probably fall in line in a short time.

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Montreal Wants Tea Inspector

Government Inspectors Have Been Appointed in Other Cities, but Metropolis Has Been Neglected—Strong Opinions on the Subject Held by the Trade—Federal Authorities Vainly Petitioned—Delays Cause Great Loss to Dealers.

Among Montreal tea merchants there has been, of late, considerable indignation over the Government's lack of action in the matter of appointing in Montreal a tea inspector, similar to the officials to be found at St. John, Quebec, Hamilton and Winnipeg. The idea of the Federal authorities in appointing these men was to save time for tea importers by expediting the examination of teas which have to pass Government inspection before they can be placed on the Canadian market.

Before these inspectors were appointed, all teas costing twenty cents a pound or under, in the country of growth, equivalent to twenty-two cents a pound here, were supposed to be tested by the official Government inspector at Ottawa, F. C. Allan. To-day, in the cities where inspectors are located, teas which have to be examined can be tested and passed with no appreciable delay.

Montreal, as the largest tea importing centre in the Dominion should have an inspector.

But there is no official tester. Just why the metropolis has been neglected in this matter it is hard to understand. One tea man voices the opinion of the majority when he says that there is more tea brought into Montreal—either for use here, or for re-shipment to other parts of Canada—than is received in all the other cities of the Dominion put together.

Such being the case, should not Montreal be the first city to have an inspector? This is the logical reasoning of the tea trade. Evidently the Government cannot see it this way yet. Members of the tea trade in Montreal are endeavoring to explain the situation to the customs authorities, but their efforts have availed them little thus far.

Government Petitioned.

A short time ago the tea merchants of Montreal got together and drew up a petition, which was signed by thirty-three firms, importers, or dealers in tea. The heads of these concerns are a sane lot of business men and are representative of the best tea men in Montreal; they are in a position to know more about conditions in the tea trade in Montreal than any other body of men. Consequently they are in a position to know what is likely to benefit the trade and themselves.

An inspector has been needed in Montreal for years—needed in the worst way. Thousands and thousands of dollars have been lost because dealers have been obliged to forward tea samples to Ottawa, entailing a delay which caused the cancellation of orders, while the testing might just as well have been done in Montreal. The petition which was forwarded to Ottawa, and which we reproduce here, stated simply that an inspector is needed in Montreal. The signatures of the largest and best—in fact, all—of the tea trade, which were affixed to this petition, should be suffi-

cient to warrant some action by the Government. Here is what actually followed:

The Government wrote back that they desired the individual opinion of all who

The following is the petition referred to in the text. It was drawn up and signed by Montreal tea merchants and forwarded to Ottawa:

PETITION TO OTTAWA.

"The Minister of Customs,
Ottawa, Ont.

"Dear Sir:

"We, the undersigned tea importers of the city of Montreal, beg to ask you to consider the advisability of appointing a tea inspector at this port in the same way you have recently done at other ports of much less importance than Montreal.

"We suggest he be allowed to pass judgment on all teas coming direct from the country of growth.

"The delays existing at present are very serious to our business, and we beg you to give this matter your very careful consideration as we look upon it as a matter of the greatest importance.

"Yours faithfully,

Jno. Duncan & Co., Doyle & Jackson, R. W. Forester, Lockerby Bros., Ltd., Mathewson's Sons, Forbes Bros., L. Chaput, Fils & Cie, The E. D. Marceau & Co., Ltd., Hudon & Orsali, Crosfield, Lampard, Clark & Co., J. S. Hetherington, Jas. Rutherford & Co., Hunt & Co., Birks, Corner & Co., Rose & Lafamme, J. & W. Kearney, C. N. D. Osgood, Hudon, Hebert & Cie, Ltd., Watt, Scott & Goodacre, Bartley & Reid, Laporte, Martin & Cie, Ltd., Shaw T. Nishimura, W. H. Halford, William Galbraith & Son, Tamilkande Tea Co., W. D. Stroud & Sons, Kearney Bros., Alec. Hendery, Jas. S. Mitchell, Demers, Fletcher & Co., Thos. Wood & Co., S. J. Carter & Co., A. W. Osgood.

had signed the petition on the advisability of appointing a tea inspector in Montreal! They wanted the whys and

wherefores, all the ins and outs of the business.

Did Quebec and Winnipeg have to go through all this red tape? Rather, was not an inspector thrust upon these cities?

How reasonable the tea trade in Montreal have been may be gauged from the fact that they have not up to recently pushed the matter of appointing an inspector. As long as other cities in the Dominion were being treated in the same manner they offered no objection. In demanding an inspector for Montreal the trade are now but insisting upon their rights—insisting only on plain justice and fair treatment.

Shortly after Montreal tea men filed their objection to the unjust deal they were receiving, the Government made an effort to conciliate the trade.

Apparently the official mind at Ottawa was slightly affected by the strong wave of protest which swept down upon it. At any rate the authorities have since been trying to make life easier for tea men in the metropolis. The result of their efforts appeared in the Telegraph Release System.

As explained in the foregoing, the Government requires that samples of all teas costing under twenty cents shall be forwarded to Ottawa for examination. Formerly the result of the testing was sent to Montreal by mail, but by inaugurating the Telegraph Release System the Government began sending word of the outcome of the test by wire.

As the good people at Ottawa reasoned, the matter, a lot of tea would arrive in Montreal in the morning. A sample package would be taken to the customs examining warehouse, and from this a sample would be taken, forwarded to Ottawa the same morning, received the same day; tested in Ottawa next morning; and released by wire the morning after its arrival in Montreal—all so quickly done, and without any trouble.

This would be all right if the theory was borne out by practice. But as a matter of fact such quick work is unknown to the tea trade. They may have dreamed of the possibility of such prompt action, but the realization has not yet been experienced. According to the Customs Department in Montreal this dream could come true but for the railway companies. They do not always make life easy for the customs officials. The best explanation of their position in the matter is found in the words of the chief grocery examiner.

Some Opinions.

Edward Donahue, assistant customs appraiser, Montreal, who looks after the grocery department of the customs work, when seen by the Canadian Grocer, stated that as far as the Customs Department was concerned he could see no cause for complaint because of delays.

He said that 90 per cent. of the teas received in Montreal came direct there

by rail, from British Columbia ports, where they are entered direct from the country of growth. Six to seven per cent. of the total receipts of teas came from London by boat, while 2 to 3 per cent. came from the States. The Customs Department, upon notification of the arrival of a shipment of tea, at once has a case of each lot contained therein sent to the examining warehouse, and from these cases samples are taken and forwarded to Ottawa. As stated above, only teas valued at 20c or under in the country of growth, equal to 22c a pound here, are sampled for test at Ottawa. Teas of higher value are passed on to the importers without any test.

According to Mr. Donahue, teas, of which samples are sent to Ottawa the morning of one day are released by wire at ten or eleven the morning of the next. In his opinion there was rarely a delay of more than a day or a day and a half getting teas released. Shipments were immediately released by the customs authorities, upon receipt of the telegram from Ottawa. Mr. Donahue said that the greatest delay was caused by the railway companies. The trouble lay in getting samples from the car in the yards of the transportation company to the customs house, where it could be opened and samples sent to Ottawa. Sometimes, he said, an officer of the Customs Department had to wait days to get a sample package from a car that was somewhere on a siding, waiting until the railway company should see fit to make the car accessible.

Tea men are of the opinion that there is absolutely no reason why sample packages, representative of the lots contained in a car should not be obtainable at once upon the arrival of the car in Montreal. A good tea inspector would see to it that the matter was attended to and there would be absolutely no delay whatever.

Representative tea men when interviewed by The Canadian Grocer, were almost unanimous in stating that it was most necessary that an inspector should be appointed for Montreal. Here is what some of them say:

Crosfield, Lampard, Clark & Co.

A. J. Williams, Montreal, manager for Crosfield, Lampard, Clark & Co., when seen by The Grocer, said that no further action was being taken at present. A petition was sent to Ottawa some time ago, and a reply received from Hon. Wm. Paterson, Minister of Customs, desiring an expression of opinion from the individual tea merchants. So far, the merchants had not given the matter detailed consideration.

Said he: "Previous to the appointing of inspectors at St. John, N.B., Quebec, Hamilton and Winnipeg (which Hon. Mr. Paterson's letter states is only an experiment), Montreal had an arrangement by which teas were passed at Montreal. Edw. Donohue, appraiser in the Customs House, inspected all teas coming to Montreal, and whenever there was any doubt, he forwarded the samples to Ottawa.

"This was quite satisfactory. I do not know why this arrangement was not continued, most probably it was owing to the fact that large quantities of teas which had been re-

jected in the United States were brought into Canada. All teas rejected in the United States, when brought into Canada, should be sent to Ottawa for inspection, but why Montreal, the greatest port in the Dominion, should be made subservient to Ottawa, while very much smaller places are given inspectors, is simply a piece of discrimination against Montreal, which is not fair to the trade. At present, a shipment of tea arrives, say at the Bonaventure Station, sample packages are sent to the Customs, samples are forwarded to Ottawa, and the results sent back. All this causes a delay of from one week to ten days.

"Montreal needs a tea inspector, its trade is large enough to justify the appointment of one, and it is inconvenient and unfair to the merchants to force them to be thus dependent upon Ottawa.

Shaw T. Nishimura's Views.

T. Kusunobu, manager for Shaw T. Nishimura, is one of the strongest advocates for the appointment of an inspector in Montreal. His firm is the largest native importing house in Montreal, and every year they bring large quantities of tea from Japan to Canada.

"The delays we suffer owing to the arrangement we are forced to abide by," said he, "are anything but profitable. There have been times when we have been tied up days and days. We have had tea lying in the warehouse here for indefinite periods. Of course, if we wished to do so, we might secure the teas upon becoming responsible for them to the extent of returning them should they be turned down by the official tester at Ottawa. We bring in good teas, but we have no standards to go by and we cannot always be sure that our lots will pass. Why, a firm might bring in a certain grade of tea season after season, without any trouble, and suddenly they would be held up for some unaccountable reason. However, regarding the appointment of an inspector in Montreal, the sooner it is done the better pleased will be the trade."

What W. H. Halford Thinks.

One of the best tea men in Montreal is W. H. Halford. He is as well informed upon Montreal conditions as anyone.

"It is shameful," said he, "that Montreal, the largest port in Canada, should be passed over in this manner. The Government sees fit to appoint inspectors in St. John, Hamilton, Quebec and Winnipeg, yet passes the most important centre of the lot, as it would some small village. If the places I have mentioned require and secure a tea inspector, certainly Montreal needs and should have one also. There is not a tea man in town but has suffered some sort of a loss through the delays occasioned by the necessity of sending samples of teas to Ottawa for test.

"The appointment of an expert tea man in Montreal, as an inspector would

obviate the necessity of sending samples to Ottawa. He could look after the interests of the tea houses here to the satisfaction of all, and he could put through a lot in one day as compared with the week or more required now."

Some Further Opinions.

Mr. Doyle, of Doyle & Jackson, said: "The Ottawa inspector's test results are never received by us under five days from the date the samples leave Montreal. Not infrequently there has been a delay of fifteen days. If Montreal had an inspector the goods could be released in about one day."

When asked what was the effect of this delay on the trade, Mr. Doyle said:

"The loss is enormous, but can hardly be estimated in dollars. Buyers get tired waiting for the goods to be released and cancel their orders. And, further, at this time of year, when orders are to be shipped by boat, if the boat is missed, the orders simply cannot be filled."

Jas. Rutherford, when called upon, in addition to protesting against the inconvenience and injustice of the situation here, said that one of the railways had, on certain occasions, refused to deliver shipments of teas until they had been released by word from Ottawa, and at the same time HAD THREATENED TO CHARGE DEMURRAGE.

"The whole situation here," concluded Mr. Rutherford, "is very unsatisfactory, and can be remedied only by appointing a tea inspector for Montreal."

John Patterson, of John Duncan & Co., was very skeptical about the value of an inspector. "The whole trouble," said Mr. Patterson, "is that the chances are the post would be filled by some 'Jack-in-Office,' and the result would be more officialism than ever." Further, John Duncan & Co. say they do not feel the hardship of the situation to the same extent as some other merchants, because they have their own storehouses, and the Customs allow them to have their goods conditionally, without waiting for the decision of the Ottawa inspector.

"Twenty-five years ago," said Mr. Patterson, "an appraiser was appointed for Montreal, but the results were not satisfactory enough for the office to be continued."

H. R. Barnard, of Hunt & Co., said that on an average they had to wait ten days for their goods to be released. Sometimes they got them through in seven days, but frequently it was over ten.

"If there was an inspector in Montreal," said Mr. Barnard, "the delay would not be over two days at the outside. The lack of an inspector is a very serious inconvenience, because retailers who are in a hurry to have their orders filled, cannot always wait for the release of the goods. Further, there is a financial loss when teas are sold on terms to date from delivery. For, during the time the goods are lying tied up,

the dealer loses the interest on the money invested."

When Mr. Barnard was asked about the danger of getting a "political heeler" for an inspector, he said:

"There is a danger in that quarter, but I would take my chance on it, anything being better than the present state of affairs."

When A. L. K. Browne, manager for Thos. Wood & Co., was seen, he said that it was manifestly unfair for the metropolis of the Dominion to be without an inspector, when a number of less important places had inspectors. He pointed out that the inspector, if appointed, should be some tea expert, who was in no way connected with the trade here, "for," said he, "any person connected with the trade, and who was also inspector, would be in a position to see exactly what each merchant was importing, which would certainly be unfair."

Mr. Browne thought that a solution might be found by following the system in operation in the United States where there are tea experts, who are paid a salary to inspect teas. These men are wholly unconnected with the trade.

"The difficulty here," said Mr. Browne, "arises from the fact that the Canadian Government derives no revenue from teas, whereas the United States Government does."

"A solution might be found by having Mr. Allan, the inspector at Ottawa, stationed at Montreal, or, at least, have him come to Montreal twice a week, and have the inspection of teas done here."

Alex. Orsali, of Hudon & Orsali, who is the Grocer's representative on the Board of Trade Council, and who brought the matter up at the last meeting of the Board of Trade, said that the offer made by the Department at Ottawa to send the samples of tea to Ottawa free of cost, and to telegraph the results to Montreal, had not proved satisfactory, and that the Board of Trade Council was ready to take the matter up as soon as a second petition was prepared. He said:

"As an example of how the present system works out in practice, a lot of Ceylon green tea was shipped from a Hamilton firm to us. This shipment was entered at the Customs House, in Montreal, on Oct. 10, and the goods were delivered on Oct. 17. Thus the goods were simply tied up for a week. And this is the state of things under favorable circumstances; otherwise the goods would have been held for perhaps fifteen days, though even three weeks' delay has been reported from some quarters."

What the Railways Say.

The Grocer called at the City Freight Office of the Grand Trunk Railway, and found them very much in favor of the idea of having an inspector for teas in Montreal. At present the shipments of tea have to remain, on an average, one week in the freight sheds, which greatly adds to the congestion. If there

was an inspector at Montreal the goods need not remain longer than one day under ordinary circumstances, and two days during a rush.

W. P. Martin, C.P.R. freight agent, expressed himself as being very much in favor of appointing a tea inspector from a railroad man's standpoint. He based his opinion on two main reasons.

"Montreal," he said, "is the largest centre in Canada, and handles enough business in teas to amply justify the appointing of a permanent inspector."

"In the second place, such an amount of freight of all kinds is handled in Montreal, that the delay caused by holding up shipments of teas, while samples are being sent to Ottawa and results communicated to Montreal—all of which takes about a week—makes such a congestion in the warehouses that it is almost impossible to give the best service to merchants. Almost every day new shipments of goods are coming in, and blocking up the shipments which would have been delivered had there been an inspector in Montreal to release them promptly. The tea men cannot very well blame us. Were there an inspector in Montreal there would be no delay worth speaking of."

The Inspector's Judgment.

It develops upon inquiry around the trade, that the judgment of the official inspector at Ottawa is not always, in the opinion of tea men, satisfactory. Some claim that teas are occasionally shut out, which are in reality of the same quality as other teas which are passed as being fit for consumption in Canada, and vice versa.

To take a concrete case. Some time previous to July 25, 1906, a number of Montreal merchants had teas rejected. On that date a shipment came by New York, which the tea judges in the local trade, claim to have been of the same quality as teas which Montreal merchants had been importing direct, and which were rejected at Ottawa. This shipment by New York consisted of 3,097 packages, making 87,148 lbs., and was worth \$6,401.00 plus \$640.10 duty. The file number of this shipment in the Customs House is 495. This tea was admitted by Ottawa, and, consequently, came upon the Canadian market.

Board of Trade Supports.

The Montreal Board of Trade supports the movement of the tea men for the appointment of an inspector. Alex. Orsali, of Hudon & Orsali, one of Montreal's leading wholesale grocery firms, is the representative of the Grocery Section on the Board of Trade Council, and he has placed before the Council the opinion of the tea importers in this matter. They heartily support the movement. They wish the tea merchants to prepare another petition, as the Government made some improvement since the putting before them of the first petition, in that they commenced sending test results by wire.

When the Government does see fit to

appoint an inspector for Montreal, an expert must be employed. No cheap man is wanted. He must know the tea business from the ground up. He must have received a thorough education in teas. In other words, he must be a practical man. Probably there is no other grocery line which requires so much painstaking study to become familiar with as tea. A man cannot pick up a knowledge of it in a few months, sufficient to warrant his holding an important position, such as tea inspector for Montreal. There are hundreds of grades of tea, and to be a good judge of the various lines a man must have made tea almost a life study. It would take the ordinary man fully a year to become fairly conversant with the various teas; to learn sufficient about them to say he knew a Japan black from a Ceylon black. And even then he would have to do some hard tudyng. Better far to pay an expert a big salary and guarantee satisfaction than to pay an ordinary man a fair salary and run chances.

The interests involved are too great to run any risk. By an error of judgment, which an expert would not make, a large lot of tea might be turned down, which would mean a serious financial loss to the importer. An absolutely first-class man, then, or none.

BAITLESS COD-FISHING.

Discovery of Gloucester Captain May Revolutionize Fishing Industry.

Captain Angus Hines, a middle-aged Gloucester fisherman, has discovered a method of catching cod without bait, which, if it does all that is claimed for it, bids fair to revolutionize the industry.

The new device is called a "jigger," and consists of a fish-shaped piece of shiny lead about eight inches long, from the head of which projects a couple of large hooks.

Captain Hines was troubled by a lack of clam bait when fishing off Sable Island earlier in the year, and he fashioned the "jigger" as an experiment. The device worked so well that in a short time his crew were all fishing with "jiggers," and the trip proved particularly successful. Other vessels adopted his method and reported surprising results, over half the fish in full loads being taken without bait. The discovery is regarded as one of the most significant in the history of the fishing industry.

TRADE NOTES.

A. Desilets, general storekeeper, of Ste. Clothilde, P.Q., has assigned.

A. D. Kennedy, general storekeeper, of Ulric, Alta., has discontinued business.

R. E. Sadler, general storekeeper, of Elgin, Man., has disposed of his business to D. McLennan.

M. J. Skinners, of Edmonton, has taken over the grocery business of J. E. McCarthy in that city.

The North End Store Co., who have been conducting a general store in Edmonton, have dissolved partnership.

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THE SITUATION IN THE WEST.

The situation in the West is very largely the situation of wheat at this season of the year, and the past ten days have seen a good many disturbing elements enter the arena. The money panic in the United States has had a very direct bearing on movement of Western crop, and everyone concerned is praying devoutly that our American cousins will speedily get things in shape and allow the market to settle and conditions assume a more normal tone.

It was well understood that banks had decided on a more restricted line of credit for the whole of Canada, but it was not anticipated that there would be any stringency to affect the rapid movement of the Western crop. It seemed to all concerned the most rational thing to get as much of the crop out before navigation closed, as possible. Within the last ten days lines of credit have been much more closely restricted and leading grain men on the Winnipeg Exchange state frankly and freely that they cannot borrow money from the banks to carry wheat across the lakes from Ft. William, and that all wheat must be paid for on going into store at Ft. William.

Some vessels came in light to Fort

EDITORIAL

William and had to leave for Duluth for cargo, because the men who chartered could not pay for the wheat and the banks would not release it until paid for. Men who have been in the export trade in the West for 20 years, state that for the first time when a cargo has been shipped to a reputable firm in Great Britain, the banks have refused to let them draw against that cargo. This condition is the more marked because the cases were drafts on such cargoes have been refused by Old Country houses, have been very rare.

During the famous Leiter corner, a Winnipeg house shipped a cargo to Liverpool, sold at \$1.50 per bushel, and before it arrived the bubble had burst and wheat had dropped to 94c., yet the Liverpool house paid the draft on presentation without question. This season these very shippers have experienced difficulty in drawing against a cargo for even less than half the price at which it has been sold.

The banks are strenuously denying that they are restricting crop movement by these hampering regulations, but the market gives the very most emphatic contradiction to these denials, for on Saturday last, when the spread between cash and May wheat was fully 10c., you could not give cash wheat away on the Winnipeg Exchange, except in the most limited quantities, to representatives of Old Country or Canadian milling concerns, who were willing to take a little high grade stuff. The immediate effect of this policy is to restrict buying in the country.

Line elevators have only in a few instances actually refused wheat, but in self protection they have made the spread between street and track wheat so great that farmers will not sell unless absolutely forced to do so, instead, they order a car and endeavor to ship themselves, and the phenomenal number of cars ordered on this account by farmers is one of the very important factors in the grain blockade which is fairly acute at some points.

The small farmer, the man with less than 1,000 bushels, of which there are a large number this year, is simply "getting it in the neck," for he is obliged to take the low street price.

The weather has been so fine for the past six weeks that many people forget that we are within a week or so of the official closing of navigation, and that so far less than 15,000,000 bushels

The Canadian Grocer

of the wheat crop has been marketed, against over 27,000,000 bushels at the same date last year.

The railway companies have made an excellent record for crop movement, for while last year, out of the 27,500,000 bushels marketed by Nov. 1st, only 11,475,750 bushels had passed inspection at Winnipeg this year of the less than 15,000,000 marketed, over 10,000,000 bushels has passed inspection at Winnipeg.

Now this stringency in money to move the Western crop, is largely the result of over cautiousness on the part of the banks, but if they carry it too far they defeat their own ends.

It is felt in the West that the trouble has largely arisen out of the fact that the headquarters of banks are in the East, and there conditions are not fully understood, and there is no manner of doubt that this present season and its methods will give an immense impetus to the establishment of purely Western banks, with headquarters at Winnipeg.

BE CAUTIOUS.

John A. Green, secretary of the National Association of Retail Grocers of the United States, says in the weekly Trade Press Bulletin, issued by the association:

"Many letters have come to this office asking for information in regard to the outlook for the future.

"While this is a question of more than ordinary importance, and needs more than a passing thought, yet coming in contact with the conditions in several parts of the country, would advise the utmost caution in buying in quantities more than necessary.

"While some parts of the country seem to be in a favorable condition with the outlook for the future exceptionally promising, yet the money market for some time has been in a very strained condition and the last few weeks will bear out the statement that buying beyond the average necessity would not be the best thing to do.

"Prices have reached the highest point for goods sold by grocers, and it would not be surprising if a decline along the line was to take place in the very near future.

"This may not happen, but it is well to use a little caution.

"Should a decline come it may come suddenly and be great."

This note of warning may with advantage be heeded by retail grocers throughout the Dominion.

THE DAIRY SITUATION.

Of late the feeling in the dairy markets has been firm, supplies being scarce and prices high. Butter has been short for weeks. Creamery, of the finest make, has been shipped regularly to western points, an unusual condition of affairs, as the reverse is generally the case. This year there has been a pronounced shortage in the make in Western Canada and the east, itself none too well supplied, has been called upon to produce the wherewithal for trade in the west. The east has been devoting practically no attention to the Old Country, though as a rule, considerable export business is transacted in the course of the season. So great has been the demand at home this year that dealers have paid little attention to English buyers, who in any case were hardly in a position to offer prices as good as were obtainable at home, whether the present extraordinarily stiff values will break or hold depends largely upon the continuance of present conditions. If things continue as they are now, it is not improbable there will be a strong market, though slightly lower prices may prevail for November make, which is never of the finest quality. There has been considerable talk of foreign butter being put upon the market (some having been offered already, but not of the best quality) and should first-class Australian butter be brought along in January, it is likely that prices in Canada will be reduced, provided always that the markets are not too high in England when purchases are made. But that is looking ahead pretty far.

Cheese—the season for which is now practically at an end, has been firm on the average, but during the past three weeks there has been a weaker feeling in the markets with a tendency to lower prices.

Eggs have been in short supply and present prices are likely to hold as demand is strong, with storage supplies not up to the usual quantity. Since a good winter trade is expected and the supply is short, low quotations are not looked for.

FINE WEATHER IN WEST.

Western Canada has been basking in the sunshine of one of the finest autumns on record, while other portions of the Dominion not so favored by Providence have been enduring snowstorms and disagreeable storms. The legend that Western Canada's climate is its drawback is fast being relegated to the lumber room with other dusty relics of an almost forgotten past. We are one nation now in reality as well as in name. Geographically, Winnipeg is the central city of Canada, and very soon it will be the

centre of Canada's population. As Canadians become better acquainted with their own country, many misconceptions which have hindered progress will disappear.

THE ABOLITION OF CREDIT.

No more insistent problem confronts the retailer in Canada than the elimination of bad debts, and there is but one solution—the abolition of credit.

In the last generation the methods of business have entirely changed. Transportation systems have annihilated distances; catalogues have supplemented samples, and the facilities for doing every kind of business have increased enormously.

When we consider the conditions on the North American continent, the great momentum that exchange or trade has acquired is easily explained. Nearly one hundred million of the most energetic people on the earth are engaged for the most part in business, each animated with an intense desire to produce—a people to whom Carlyle's essay on work would be superfluous reading.

Holding the commanding positions in this vast army of workers are the huge consolidations or trusts with practically unlimited resources. These shade down to the small joint stock companies, which, as a rule, are one man companies, and at the end of the chain we have the final distributor, the retailer.

As a matter of simple reason it would be logical to suppose that the conditions of credit exacted so vigorously by the trusts would be carried through all ranks of the commercial world, but the reverse is the case, and we find that the last link of the chain is weakest, and the retailer smallest in resources is the one most lax in the respect to his credit.

Examine the bad or doubtful accounts of our large institutions which issue annual statements and note the comparatively insignificant proportions compared with business transacted. The writer has in mind a huge industrial concern whose bad debts amounted to one thousandth part of one per cent. two years ago. We venture to say that not one retailer in America, doing a credit business, could make such a showing.

During the early periods of the country, when trade was not highly organized, credit may have been necessary, but to-day it is more than unnecessary—it is suicidal.

If the retailer wishes to be a leader, and if he desires to serve the entire trade of his district, he must rigorously exact the cash payment, otherwise the mail order house, the larger cen-

tres, will absorb the best of his trade, and he earns, instead of a competency, a bare living, instead of an establishment, a precarious business.

MR. IRVING FOR THE SENATE.

T. C. Irving has been suggested for one of the vacant Ontario senatorships. The suggestion is a good one.

Mr. Irving possesses qualities which would make him a valuable addition to the Senate. As Canadian manager of Bradstreets he has acquired a comprehensive knowledge of commercial and financial affairs. He has traveled extensively and knows the Dominion as but few men know it. Twice a year he makes a trip to the Pacific Coast with a view to studying the trade and financial conditions. To his business experience is also added his wide knowledge of political affairs, having for a generation taken a keen and active interest in politics. For many years he was a personal friend of the late Alexander MacKenzie and was during three election campaigns his financial agent. To these qualifications is added a fund of humor, an asset not to be despised in a public man.

The appointment of Mr. Irving to the Senate would be judicious, and among business men most popular.

GROCERS OPPOSE PARCEL POST.

The National Association of Retail Grocers have taken a strong stand against the proposed new parcels post law in the United States. The retail hardware and other trade associations have been putting up a strong fight against this proposal for years and the combined efforts of the retailers is an obstacle which the United States Postmaster-General will find it hard to overcome.

President Kramer, of the retail grocers, says: "The catalogue houses are so grasping that they are endeavoring to throttle every little corner grocer who is trying to make a living for his wife and children. It is the little merchant that builds up the town and pays his pro rata towards building churches, court houses, good roads, school houses and so forth. Not one dollar do these gigantic mail order houses contribute toward this, and it is now time for each and every merchant to put his shoulder to the wheel and throttle this gigantic scheme."

Secretary John A. Green also said: "We have opposed to us the Postmaster-General, who proposes under any consideration to recommend to Congress some plan whereby this bill may be put into operation. The merchants of Illinois, through their secretary, are doing effective work by circulars and signed petitions. The merchants of other states are also passing resolutions and sending them to the Postmaster-General and the President of the United States. The most effective way, however, to offset any other influence is to appeal direct to the Congressman who represents your district. It is he who has to vote and it is he on whom the promoters of the parcels post must depend for support."

THE CANADIAN GROCER

EVAPORATED APPLES—The market continues featureless.

Evaporated apples 0 10 0 10 1/2

MAPLE PRODUCTS—The market continues quiet. There is some inquiry but stocks are practically cleared out. There is very little pure maple syrup on the market, and what there is is bringing slightly higher prices. Beauce sugar is more in demand than the other grades because it is stronger and consequently goes farther for confectionery purposes.

Pure maple syrup, bulk, per lb 0 07 0 08 1/2
Compound maple syrup, per lb 0 04 0 05 1/2
Pure Townships sugar, per lb 0 18 0 08 1/2
Beauce County, per lb 0 09 0 19 1/2

CANNED GOODS

MONTREAL—The packers continue their deliveries to jobbers. Some lines are of excellent quality, while others are not up to last season's standard. The market is very bare on tomatoes, one buyer reporting the greatest difficulty in securing 2,000 cases from the canners. The pack is generally admitted to be about 65 to 70 per cent. on this line.

TORONTO—The canners are still making deliveries, and, no doubt, doing the best they can. But many houses complain of delay and say they cannot get supplies with which to fill even a reasonable percentage of their orders. This is especially so with tomatoes. The delay, however, is only temporary, and canners say they are making distribution as fast as they can. Prices are firm and steady on all lines.

BAKED BEANS.

Ontario and Quebec. Per doz.
1's baked beans, plain, 4 doz. . . . \$.50
1's do. in tomato sauce, 4 doz.50
1's do. in Chili sauce, 4 doz.50
2's do. plain80
2's do. in tomato sauce80
2's do. in Chili sauce80
3's do. plain1.00
3's do. in tomato sauce1.00
3's do. in Chili sauce1.00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer, Delhi, Simeoe, etc.

CATSUPS.

2's tomato catsup, tins, Red Cross. \$.75
2's do., tins, Aylmer, Delhi85
Gal. do., tins, Aylmer5.00
Gals. do., tins, Aylmer (screw tops)5.50
Gal. do., tins, Tiger4.50
Gal. do., kegs (10 gals. each), per gal.45
Gal. do., jugs8.00
1/2 pts. do., Delhi "New Process" 1.00
Do., Aylmer, "Canada First" 1.00
Do., Simeoe, "Lyn Valley" 1.00
Do., Lalor, "Monarch" 1.00
1/2 pts. do., Delhi, "Epicure" 1.20
Pts. do., Delhi, "Epicure" 1.90
Pts. do., Red Seal 1.50
Qts. do., Delhi, "Epicure" 3.00
Do., Red Seal 3.00
Do., Delhi, "New Process" 3.00
Do., Aylmer, "Canada First" 2.00
Do., Simeoe, "Lynn Valley" 2.00

Do., Lalor, "Monarch" 2.00
Do., Tiger 1.75

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

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

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

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 20	1 17 1/2
" preserved, 3's	1 42 1/2	1 40
" standard gal.	3 27 1/2	3 25
" preserved, gal.	3 37 1/2	3 35
Blueberries—		
2's, standard	1 17 1/2	1 15
2's, preserved	1 67 1/2	1 65
Gals., standard	5 17 1/2	5 15
Grapes—		
2's Preserved	1 52 1/2	1 50
Gals. Standard	3 77 1/2	3 75
Cherries—		
2's, red, pitted	2 27 1/2	2 25
2's, " not pitted	1 77 1/2	1 75
Gals., red pitted	8 90	8 80
2's, black, pitted	2 27 1/2	2 25
2's, " not pitted	1 77 1/2	1 75
2's, white, pitted	2 42 1/2	2 40
2's, " not pitted	1 92 1/2	1 90
Currants—		
Gals., red, solid pack	7 65	7 55
Gals., red, standard	5 40	5 30
2's, red preserved	2 12 1/2	2 10
2's, red, H.S.	1 92 1/2	1 90
2's, black, H.S.	2 02 1/2	2 00
2's, black, preserved	2 25	2 22 1/2
Gals., black, standard	5 90	5 80
Gals., " solid pack	8 40	8 30
Gooseberries—		
2's, H. S.	2 27 1/2	2 25
2's, preserved	2 50	2 47 1/2
Gals., standard	6 75	6 65
Gals., solid pack	8 75	8 65
Lawtonberries—		
2's, H.S.	2 27 1/2	2 25
2's, preserved	2 52 1/2	2 50
Gals. standard	7 77 1/2	7 75
Peaches—		
1's, yellow (flats)	2 17 1/2	2 15
2's, yellow	2 37 1/2	2 35
2 1/2's, yellow	3 27 1/2	3 25
3's, yellow	3 62 1/2	3 60
3's, yellow (whole)	3 02 1/2	3 00
2's, white	2 32 1/2	2 30
2 1/2's, white	3 22 1/2	3 20
3's, white	3 57 1/2	3 55
3's, pie peeled	2 28 1/2	2 26
3's, not peeled	1 77 1/2	1 75
Gal., pie, peeled	7 52 1/2	7 50
Gal., pie, not peeled	5 52 1/2	5 50
Pears—		
2's, Flemish Beauty	1 52 1/2	1 50
2 1/2's, Flemish Beauty	2 27 1/2	2 25
3's, Flemish Beauty	2 42 1/2	2 40
2's, Bartlett	2 12 1/2	2 10
2 1/2's, Bartlett	2 47 1/2	2 45
3's, Bartlett	2 52 1/2	2 50
3's, pie	1 47 1/2	1 45
Gal., pie, peeled	4 52 1/2	4 50
Gal., pie, not peeled	3 77 1/2	3 75
2's, light syrup	1 45	1 45
3's	1 95	1 95
Pineapple—		
2's, sliced	2 02 1/2	2 00
2's, grated	2 12 1/2	2 10
Pure maple syrup, bulk, per lb.	0 06 1/2	0 07
Compound maple syrup, per lb.	0 04 1/2	0 05 1/2
Pure Townships sugar, per lb.	0 08	0 09
2 1/2's, whole	2 82 1/2	2 80
Florida 2's, sliced or grated	2 60	2 60
Singapore, 1 1/2's, sliced	1 50	1 50
2 1/2's, whole	2 30	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17 1/2
3's, light syrup	1 72 1/2	1 70
2's, heavy syrup	1 35	1 32 1/2
2 1/2's, heavy syrup	1 67 1/2	1 65
3's, heavy syrup	1 97 1/2	1 95
Gal., standard	3 37 1/2	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22 1/2
3's, light syrup	1 75	1 72 1/2
2's, heavy syrup	1 40	1 37 1/2
2 1/2's, heavy syrup	1 72 1/2	1 70
3's, heavy syrup	1 97 1/2	1 95
Gal., standard	3 57 1/2	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27 1/2
3's, heavy syrup	1 45	1 42 1/2
2 1/2's, heavy syrup	1 72 1/2	1 70
3's, heavy syrup	2 00	1 97 1/2
Gal., standard	3 87 1/2	3 85
Plums, egg—		
2's, heavy syrup	1 72 1/2	1 70
2 1/2's, heavy syrup	2 00	1 97 1/2
3's, heavy syrup	2 52 1/2	2 50
Rhubarb—		
2's, preserved	1 77 1/2	1 75
3's	2 52 1/2	2 50
Gal., standard	3 52 1/2	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12 1/2	2 10

2's, H. S. 2 27 1/2 2 25
2's, preserved 2 52 1/2 2 50
Gals., standard 7 77 1/2 7 75
" solid pack 10 52 1/2 10 50

Raspberries, Black—
2's, black, H. S. 2 27 1/2 2 25
2's, preserved 2 52 1/2 2 50
Gals., standard 7 77 1/2 7 75
" solid pack 10 52 1/2 10 50

Strawberries—
2's, heavy syrup 2 27 1/2 2 25
2's " preserved 2 52 1/2 2 50
Gals. " standard 7 77 1/2 7 75
Gals. " solid pack 10 52 1/2 10 50

VEGETABLE

Asparagus—
2 1/2's, tips, California 3 77 1/2 3 75
2's, Canadian 2 80 2 77 1/2

Beets—
2's, sliced, sugar and blood red 1 10
2's, whole, " " 1 00
3's, sliced, " " 1 35
3's, whole, " " 1 25

Beans—
Fancy brands 1 32 1/2 1 30
2's, golden wax 0 92 1/2 0 90
3's " " 1 37 1/2 1 35
Gals. " " 4 02 1/2 4 00
2's, refugee or valentine (green) 0 92 1/2 0 90
2's, crystal wax 1 02 1/2 1 00
Red kidney, 2's 1 07 1/2 1 05
Lima 2's 1 32 1/2 1 30

Corn—
2's 0 97 1/2 0 95
Gal., on cob 4 90

Carrots—
2's 0 97 1/2 0 95
3's 1 07 1/2 1 05

Turnips—
3's 1 07 1/2 1 05

Cabbage—
3's 0 92 1/2 0 90

Cauliflower—
2's 1 47 1/2 1 45
3's 1 37 1/2 1 35

Succowash—
2's 1 27 1/2 1 25

Parsnips—
2's 0 97 1/2 0 95
3's 1 07 1/2 1 05

Peas—
1's, extra fine sifted 1 07 1/2 1 05
2's, standard 0 92 1/2 0 90
2's, early June 1 02 1/2 1 00
2's, sweet wrinkled 1 07 1/2 1 05
2's extra fine sifted 1 37 1/2 1 35
Gals., No. 4 3 72 1/2 3 70
Pumpkins, 3's 0 95 0 92 1/2
Gal. 3 02 1/2 3 00

Spinach—
2's 1 52 1/2 1 50
3's 2 02 1/2 2 00
Gals. 5 17 1/2 5 15

Squash—
3's 1 20 1 17 1/2
Gal. 3 52 1/2 3 50

Tomatoes—
2's 1 07 1/2 1 05
3's, all kinds 1 27 1/2 1 25
Gal., all kinds 3 77 1/2 3 75

ONTARIO MARKETS.

POINTERS—
Mediterranean fruits arriving:
Sugar—Steady.
Beans—High and scarce.
Rice—Strong market.
Collections—Fair to satisfactory.

Toronto, November 8th, 1907.

Interest in the wholesale grocery markets this week centres chiefly in goods to arrive, spot supplies being temporarily neglected. Currants, raisins, almonds and other Mediterranean fruit is being distributed from the cargo of the Belona, which arrived in Montreal some ten days ago, and a further heavy consignment of these lines is due on the Jaconia, Montreal's second direct steamer, which is expected to reach the metropolis in a day or two.

Rice at present constitutes one of the strongest features of the foodstuffs situation. The rice crop has been heavy in China and Japan, but short in India, where it is now most needed to relieve

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famine. All indications point to a very strong market for many weeks to come. The California fig packing season is virtually at an end, according to advices from Fresno. While before the setting in of the rather cool weather this season, the fig pack was expected to average in the neighborhood of 3,500 tons, it is now thought that it will not go

India and Ceylon have about maintained their ground, the total of the two former being 74 million lbs. in 1907, against 93 millions in 1905, and the two latter 37½ millions in 1907, against 35½ in 1905.

Import of tea (in lbs.) into the United States and Canada during the last three years ending 30th June:

	United States.			Canada.			Total for North America.		
	1907.	1906.	1905.	1907.	1906.	1905.	1907.	1906.	1905.
India-Ceylon	16,657,971	17,696,994	17,013,678	21,008,244	20,447,305	18,312,396	37,666,215	38,144,299	35,326,074
China.....	31,233,259	37,466,719	43,122,798	1,163,245	1,260,552	1,605,733	32,396,504	38,727,271	44,728,531
Japan.....	37,411,653	37,812,684	41,970,050	4,226,406	3,910,062	6,739,931	41,638,059	41,722,746	48,709,981
Total lbs.	85,302,883	92,976,397	102,106,526	26,397,895	25,617,919	26,658,060	111,700,778	118,594,316	128,764,586

above the 3000-ton mark. This will make it an average pack in size, while it is rather better than the ordinary in quality.

Wholesalers at this centre are almost unanimous in declaring business more active for the month past than for a similar period last year. And there are equally favorable reports on the comparison between the volume of business transacted last month and the amount done in September. Collections are well up to the average, better, probably, from country than from city points. Taking everything into consideration, wholesale grocers seem to have been affected by the money stringency less than men engaged in almost any other business.

TEAS—A representative of a prominent London tea house, who has been visiting the trade here, and is well informed on prevailing conditions, both here and abroad, says that there will be no cheaper teas till next June, if then. The outlook is for stiff prices and short supplies. Stocks held on this market are very small.

Gow, Wilson & Stanton, of London, Eng., report on the situation as follows:

"With little probability of excessive supplies from India or Ceylon, during the present season, and home consumption showing an increase, there seems no occasion to risk overweighting the market, but rather to bring forward offerings in moderate quantities.

"Medium teas are still very cheap when compared with other grades, the average for the whole of Assam from the commencement of the season being lower than has been the case since 1904, while that from Cachar and Sylhet is much higher than it has been for many years.

"The Indian Tea Association and the Ceylon Association in London have forwarded a petition to the Secretary of State for Foreign Affairs, praying for the removal of the differential duty imposed against Indian and Ceylon tea entering Russia."

In the report of Mr. Bleecynden, the Commissioner for Indian tea in North America, there are some interesting figures, giving the imports of the different growths of tea into the United States and Canada. China and Japan have recently been declining, while

Further mail advices from London, under date of Oct. 24, say.

"The tone of the market has again been active, although as anticipated the quantity of Indian tea on offer proved rather too heavy to be easily absorbed, with the result that slacker bidding for some of the better grades was experienced. On the other hand, the rise in Ceylon growths continues unchecked, and the average price is now 8½d. per lb.—fully ½d. above last year. The latest cables from Calcutta report a distinct setback in October manufacture compared with the record outturns during the same period in 1906 and the

	Harvested.	Harvested.
	1906.	1907.
Companhia Agricola de Ribeirao Preto.....	280,000	80,000 arrobas
Jose Nogueira, Tera, Ribeirao Preto.....	32,000	4,000 arrobas
Jose Nogueira, Ribeirao Preto.....	42,000	7,000 arrobas
M. Francisco S. Val, Ribeirao Preto.....	140,000	50,000 arrobas

(arroba, 15 kilos—4 arrobas to the bag)

total amount available for the United Kingdom cannot well exceed last year's figures, if indeed it prove sufficient for trade requirements. This being the case, the position of importers is very strong, and must continue so throughout the season.

"It is a somewhat remarkable fact that, in spite of the high market prevailing so long for common tea, the exports from China to this country should show so small an increase as barely ¼ million lbs. Whether shipments will be stimulated in the event of the present strong tendency of common tea being further accentuated, it is, of course, impossible to say, but it has now become apparent that the public at large will not take to China tea unless forced to do so—in spite of the statements regarding increased consumption which lately have been widely circulated. Deliveries for the nine months ending 30th September, certainly showed a small improvement, but when it is remembered that even then the consumption of China was only 3¼ per cent. of the total, the increase is infinitesimal."

COFFEE—Milds on the New York market are ¼c to ½c cheaper than they have been for some time, owing to the heavy liquidation of stocks. The option market went off 40 points during the week, but has since recovered partially and is apparently gaining strength.

Willet & Gray say of the situation: "For the time being the most interesting question in coffee circles is the size of the current Rio and Santos crop. By those opposed to the market it is reported to be large, notwithstanding that large figures are not justified by the receipts so far. In former years of normal crops the receipts of the first

four months have given a fair indication of the total outturn, as shown by the following example:

1903-1904—61 per cent. by Nov. 1.
1904-1905—60 per cent. by Nov. 1.
1905-1906—57 per cent. by Nov. 1.

and these crops averaged a trifle over ten million bags. On the scale of 60 per cent., the receipts for the first four months of the present season indicate a total not over nine million bags in Rio and Santos. It is fair comparison on the receipts of previous years.

"Moreover, actual results from some important plantations carry conviction of the small yield of this crop: ,

Harvested. Harvested.

	Harvested.	Harvested.
	1906.	1907.
Companhia Agricola de Ribeirao Preto.....	280,000	80,000 arrobas
Jose Nogueira, Tera, Ribeirao Preto.....	32,000	4,000 arrobas
Jose Nogueira, Ribeirao Preto.....	42,000	7,000 arrobas
M. Francisco S. Val, Ribeirao Preto.....	140,000	50,000 arrobas

(arroba, 15 kilos—4 arrobas to the bag)

"And the big Schmidt estates, which last year gave 201,000 bags, yielded less than one-fourth of it this year. Altogether there is sufficient evidence by actual comparison that the coffee markets must reckon with a quite small crop from Brazil this year. The advance in the railroad freight rates takes effect November 1st, but as coffee delivered into the stations up-country before that date receives the benefit of the old rates, it may be a matter of a couple of weeks before the movement conforms to the small balance left of the crop.

"From a Government representative, who has traveled through Central America recently, it is learned that the coffee crops in Costa Rica, Nicaragua and Salvador are scarcely one-half of what they were last year. From other sources it is reported that the result in Guatemala is not much better, so it seems very certain the mild crops will be quite meagre."

The local grocery markets are not yet affected in any way by these unfavorable conditions, there being practically no speculative buying, dealers contenting themselves with doing a purely hand-to-mouth business.

SUGAR—The European beet market has advanced a couple of farthings, which has no effect locally, but to lend strength generally to the situation in refined. The market here is steady, quiet and unchanged from last week. There has been little or no Christmas selling as yet. A New York report on the refined situation says:

"The some ex sugar, a manufac cane and shown i ced poi 40 cents cane gra increase basis of York), gar fact sure of their pr difference duced to cia con Willet

"Other of inter the weel ported l from st 3.90c pe showing week. equally between 9s 3d for p 9s. 5½d for May "The ther hel ther. T fitted by "Small from las the mar might n extending tire cou opinion, condition be over, may be Receipt tons, w in the U were 25

Faris lumps
St. Lawrence
Redpath's g
Acadia gran
Berlin gran
Phoenix...
Bright coffe
No. 2 yellow
No. 1 "
Granulated

SYRU
salers a
Corn sy
amount
changed.
Syrups—
Dark.....
Medium....
Bright.....
Mousses—
New Orleans

Barbadoes,
Porto Rico.
West India
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"Altho



Coming to You ?

Would you like to see inquiries about business coming at you like this? Of course!

We can accomplish it for you!

How?

By carrying your message to almost every Grocery and Provision man in Canada—not only in Ontario, mind, nor only in the East, but all over this glorious land—into every town from Halifax to Victoria, and from Winnipeg to Dawson City. And farther than this, we'll take it over the line to the United States, over to Old England, down to the blooming West Indies and further south to Mexico, and even round the world to Australia and South Africa.

You've got the goods. We can put you in touch with the people who are interested in them.

Here's an extract from a letter we got the other day, which shows what we've done for one firm:

"..... For your information we would tell you that the advertisement referred to has brought us direct results from every province in the Dominion, which speaks volumes for the wide distribution of the Canadian Grocer, to say nothing of the effectiveness of its medium....."

We believe we could do the same for you if you'd let us. Why not?

Condensed Advertisements in The Canadian Grocer will cost you only 1 cent per word each week. If you keep the message going for a year the expense will be considerably less. Send the money along to our nearest office and we'll start things going for you next week.

The Canadian Grocer

MONTREAL TORONTO WINNIPEG

nipeg. Supplies are short and several carloads have been brought to Winnipeg from Ontario.

Potatoes—Produce houses are paying 50 to 60c per bushel.

CHEESE—Quoted as follows:

Finest Manit. La. large	0 13 1/2
.. Ontario,	0 14 1/2
.. .. twins	0 14 1/2

CORRESPONDENCE

LONDON.

Brokers report business fair all round, with little change in prices. Fruits are coming in very slowly, with demand good. No Malaga goods have yet reached here, but they are expected this week. Nuts, with the exception of walnuts, are in good supply. The last named are not looked for before the middle of December, too late for the Christmas trade. Teas are still very firm in price and fine coffees are advancing.

The price of milk has been advanced to seven cents per quart—the highest price on record in this city. A number of dairymen have gone out of the business during the past few months, finding no profit in it, with the high price of fodder, and the increase of 3,000 in population the past year finds the city with a diminished milk supply. Even if milk is shipped from outside places, as has been proposed, there is no likelihood of a drop in price, as it will cost from a cent to a cent and a half a quart to bring it here. Many dealers are wondering how they will manage to supply their customers.

The authorities at the city hall are in constant receipt of complaints regarding short-weight butter on the market, and are being asked to take steps to punish offenders, of which there are said to be many. The matter is to be brought up at the city council.

The annual report of the Western Ontario Commercial Travelers' Association which is in course of preparation, will show a very prosperous year. It is expected the membership will show a total of 2,500, or 400 more than in 1906. The growth is regarded as remarkable, and as a pretty fair index of the splendid commercial development which western Ontario, and this city in particular, has been experiencing.

Fire broke out in the grocery store of W. E. Vanderveer, corner Talbot and Bathurst streets, Sunday night, and did damage to the amount of about \$500.

The grocery business for some years conducted by McCutcheon & Co., corner of Waterloo and Oxford streets, has been purchased, together with the building, by J. H. Rosser.

J. Beach & Son, grocers, Cheapside street, have sold out to a party from the country.

The annual meeting of the Middlesex Beekeepers' Association was held in the city hall on Saturday last, when

several interesting papers were read and discussed.

A. Laing, of St. Thomas, gave a fine paper on "The Benefits Accruing to Beekeepers by Following Advice and Suggestions of the Honey Exchange Commission of the Ontario Beekeepers' Association." A most beneficial, practical discussion was created by Mr. Elliot's address on "Queen Rearing." A paper from W. J. Craig, of Brantford, dealing with the advantages of keeping in touch with the honey exchange commission of the Ontario Beekeepers' Association was read by the secretary. The officers for the past year were unanimously re-elected, as follows: President, F. H. Miller, Ayling; vice-president, George Kimball, Reeve, London township; auditors, Wm. Hill, St. Thomas, and E. M. Husband, Delaware; secretary-treasurer, E. T. Bainard, Lambeth. The association report increased interest in the work of the local association, and a large number of new members.

You can always tell the grocer who does not read The Canadian Grocer. He is a man who, outside of his own business, knows little or nothing, and seems to care less about what is going on in the trade generally. He is out of date and so long as he will not read, will remain so. The man with his heart and soul in the business is ever anxious to learn, and consequently is always learning. It is significant that the most prosperous grocers in London are subscribers to and constant readers and students of The Grocer. "Why," said one to your correspondent, "without The Grocer I would be lost. The market tables alone are worth more than the paper costs, and the vast amount of general information I find most invaluable. No sir, I couldn't get along without The Grocer."

At the marriage last week of the only daughter of James Jupp, grocer, which took place at the residence of the bride's parents, there were present representatives of three generations, each of the bride's and bridegroom's families.

SHERBROOKE.

With the harvesting season over and winter close at hand, the crop situation can be more easily definitely determined. A chat with farmers recently seemed to bring out the fact that the position of the farmer this fall is somewhat more comfortable than that of the city consumer. Some farmers in certain localities have had excellent success this year, while perhaps only a short distance from them others have had wretched luck with their crops, but all are getting high prices for what they have to offer.

The supply of hay in barns of this district at the present time appears to be well up to that of the average year. Early in the season the hay crop prospects were not bright. Matters improved, however, and the crop harvested is larger than last year. Some hay was, however, damaged by the great fall of rain or because of standing until over-ripe. Hay prices, however, are away up. The prevailing price is now about \$14 per ton in this city and vicin-

ity. Prices on farms beyond the reach of the city market are from \$10 to \$12 per ton, but there is reason to believe that this will go much higher and some are looking for \$20 for hay by spring. In the country as a whole, the hay crop was small and shippers are already buying wherever possible to meet the growing demand.

The potato crop is bad and rotten, and will realize very small profits for the farmers. Those farmers who grow potatoes in sandy fields have been more fortunate this year than the majority. These crops seem to have fared quite well. Although they were rained upon just as hard as the others the farmers had only to dig them and spread them on a dry floor and they were good and sound. The prices are now ranging from 55 to 75 cents, with strong prospects of a much higher price being attained and perhaps a little shortage experienced.

Grain is not, on the whole, quite up to the average, but everything considered, the farmers feel fairly well satisfied. Like the hay, the grain has not proved equally as good in all localities. The crop is probably about two-thirds of the average. The pea crop (soup) is reported to be just about one-third of the average crop. The farmers about this vicinity seem to be inclined to hold on to their grain and watch the market. Some feel certain that higher prices will be procured later on.

The apple crop has been put down as an almost complete failure. The heavy frosts of last winter are blamed for this loss to the growers. The smaller limbs and branches of the trees were frozen and killed by the severe weather. The smallness of the crop is being felt on the Sherbrooke market. The quality of those being offered for sale is also far from good. Even with the bad luck they have had with their crops this year the farmers hope to make up some of their loss by higher prices of their produce, and certainly the tendency is in this direction.

MONTREAL CUSTOMS HOUSE ABLAZE.

On October 31, a dangerous fire broke out in the top storey of the Montreal Customs House, in what is known as the oil room. Prompt action on the part of the city fire brigade succeeded in extinguishing what would otherwise have been a most disastrous fire. As it was, the damage to the building will be about \$10,000, and in addition, the injury to goods stored in the building, which were injured more by water than by fire, will amount to the neighborhood of \$40,000, making a total loss of about \$50,000.

D. F. Carter, who has been with W. H. Dunn & Co., has recently been appointed representative for Montreal and the Province of Quebec for Thomas J. Lipton.

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Mr. Grocer—

Your aim is big profit and satisfied customers. In the Coffee line you get both when you sell

TRADE
KAISER Malted Health COFFEE

MARK

Guaranteed 100 per cent. more healthy and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 pounds in box.

Order from your jobber.

THE KAISER MANUFACTURING CO.



Unique and Striking
Designs, Rich Colorings
and Low Prices make

Staunton's Wall Papers

An exceedingly attractive and profitable line to handle.

We give you goods that sell strictly on their merits.

You will appreciate this line when you see it.

WAIT FOR OUR SALESMAN'S VISIT

STAUNTONS LIMITED

Makers of Superior Wall Paper
TORONTO

In Everything We Manufacture
Our Aim is Quality.

That is Why We Make

"Young Tom" Washing Powder

which is

"For Purifying and Cleansing Unexcelled."

We Make the Best
High Grade Toilet and Tar Soaps

Our aim is to place the product of our factory in every Canadian home.

The Young-Thomas Soap Co., Ltd.

REGINA, - CANADA

It pays to have proper connections In

The West

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

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

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**



Don't Grope Around in the Dark

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

One Cent Per Word

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

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

Fresh Pork Sausage

Colder weather creates a good demand for nicely seasoned, tasty Pork Sausage, it also carries better in cold weather and will prove a tempting tit-bit on your counter.

Order now to go by express every day or as often as required.

F. W. FEARMAN CO.

Limited

HAMILTON, ONT.



**CORONA
BRAND**



HAM AND BACON

has not reached the top of the provision market through accident. Sheer merit has brought it there. Every ham and every side of bacon bearing the "Corona" trade mark represents the highest grade of pork perfectly cured.

"There is Money in Corona Brand."

We have no retail stores.

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

"Ryan Brand"

is synonymous, in the provision trade, with the highest quality. If you are looking for a brand of provisions which will not only DRAW, but KEEP the paying trade, write to us about "Ryan Brand." Remember, we specialize on quality, and remember that

Quality Means Profit

The WM. RYAN CO., Limited

70-72 Front Street East
TORONTO, - ONT.

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Lard, compound, tierces, per lb.	0 09	0 11
" " tubs	0 10	0 11
" " 20-lb. pails, wood	0 12	0 12
" " 20-lb. pails, tin	0 09	0 10
" " cases, 10-lb. tins, 60 lbs. in case	0 10	0 11
" " 5-lb.	0 10	0 12
" " 2-lb.	0 10	0 12
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	22 00	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13	0 16
Hams	0 12	0 15
Extra plate beef, per bbl.	14 00	15 00

BUTTER—Butter remains firm, although the market has become a little easier than last week. The cause of this is that high prices are causing a falling off in demand. Dairy butter is scarce. Some fresh rolls are being offered and demand for these is good.

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

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

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

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

ORDER NOW
Butter
Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Creamery, choice, boxes	0 29
" " pound prints	0 30
Dairy, tubs	0 25

EGGS—The demand for eggs is very active, with very few lots being offered. There are practically no fresh lots arriving. Prices are very firm. New laid eggs are so scarce as scarcely to be on the market at all. They are bringing from 30c to 33c per dozen.

Selects	0 27
No. 1	0 23
Seconds	0 17

CHEESE—The cheese situation continues quiet. The local market is slightly easier, and there is a limited export demand. Prices remain unchanged.

Cheese, old	0 16	0 16
" " new, large	0 13	0 13
" " twins	0 13	0 13

HONEY—Honey of all kinds is very scarce. White clover comb honey in 1-lb. boxes is coming in very slowly. The demand continues very strong, and consequently prices are unusually firm.

White clover comb honey	0 14	0 16
Buckwheat, extracted	0 09	0 10
Clover, strained, bulk	0 12	0 13

TORONTO.

PROVISIONS—The market all round is rather dull this week. Business was brisk for a few days last week, probably a reflection of the general holiday rush, but matters have eased off considerably. Supplies of all kinds of pork products are full, but demand is not at all active. Fresh meats also are featureless. Hogs in street lots dropped slightly at the end of the week but are up at the former prices this week.

Long clear bacon, per lb.	0 10	0 11
Smoked breakfast bacon, per lb.	0 15	0 16
Roll bacon, per lb.	0 10	0 11
Small hams, per lb.	0 15	0 15
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 13	0 14
Shoulder hams, per lb.	0 10	0 11
Backs, plain, per lb.	0 10	0 11
" " pea meal	0 12	0 13
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 12	0 12
" " tubs	0 12	0 12
" " pails	0 12	0 13
" " compounds, per lb.	0 10	0 10
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	0 08	0 10
" " front quarters	5 00	6 00
" " choice carcasses	7 50	8 00
" " common	4 50	5 50
Mutton	0 07	0 08
Lamb	0 08	0 09
Hogs, street lots	8 25	8 75
Veal	0 09	0 10

BUTTER—The market is quiet with no appreciable change in prices. The public seems to have put a curb on its butter appetite as a result of the high prices, for the demand has been much easier for a week or two.

Creamery prints	0 29	0 33
Creamery solids	0 29	0 28
Dairy prints, choice	0 26	0 20
" " ordinary	0 23	0 25
" " tubs choice	0 23	0 25
" " tubs, ordinary	0 21	0 23
Baker's butter	0 21	0 22

EGGS—Very little business is passing at the continued high prices. New-laid are becoming extremely scarce.

Eggs, candled	0 22	0 24
" " selects	0 27	0 28
" " limed	0 24	0 25

CHEESE—Business is quiet with prices slightly easier.

Cheese, large	0 13	0 14
" " twins	0 14	0 14

HONEY—There seems to be absolutely no demand for honey at present. Prices are unchanged.

Honey, strained, 40 lb tins	0 12	0 13
" " 10 lb tins	0 12	0 13
" " 5 lb tins	0 13	0 13
" " in the comb, per doz.	2 50	3 00
Buckwheat honey, per lb.	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—The market was flooded with poultry for the Thanksgiving business and a good deal of this which was not sold was turned into cold storage. This week the supply is small and a slight scarcity is felt.

Live Weight.		
Spring chickens, per lb.	0 07	0 08
Old fowl	0 05	0 06
Ducks	0 08	0 08

Dressed weight.		
Spring chickens, per lb.	0 12	0 12
Old fowl	0 09	0 09
Ducks	0 10	0 10
Turkeys	0 14	0 15

WINNIPEG.
Cured Meats.

Quoted as follows:
Hams, selected, mild cure, 10 to 14 lb., 100-lb. crates 17 1/2
Bacon, selected, mild cure, 5 to 7 lb., 100-lb. crates 24
Backs, selected, mild cure, 8 to 10 lb., crates 18

Sugar Cured.

Prices for 100-lb. sacks; add 1/4 for 200 lb. boxes; 1/4 for 100-lb. boxes; 1/2 for 50-lb. boxes.
Hams, light, 10 to 14 average 17
Hams, medium, 14 to 16 average 16 1/2
Hams, heavy, 25 to 30 average 16
Hams, skinned, 20 to 25 average 17
Picnic hams, 6 to 10 average 12 1/2
Shoulders, 10-14 average 13 1/4
Breakfast bacon, clear, bellies, 8 to 10 lbs. 18
Breakfast bacon, clear, bellies, 10 to 12 lb. 17 1/2
Breakfast bacon, wide, 14-16, or strips 6-8 lb. 16 3/4
Clear backs, bacon, 8 to 10 lb. 17 1/2
Clear backs, bacon, 12 to 16 lb. 16 3/4
Spiced rolls, long 16 1/2
Spiced rolls, short 14 1/2
Dried beef hams, sets 16
English cured bacon, bellies, 14 to 18 average 16 3/4
Smoked beef tongues, choice 18
Smoked hams, boned and rolled, 3 cents per lb. additional.

Dry Salt Meats.

Prices for 200 lb. sacs; add 1/4 for 200 lb. boxes; 1/4 for 100 lb. boxes.
Unsmoked. Smoked.
Long clear sides, 50 to 75 lb. 11 1/2 13
Short clear sides, 45 to 60 lb. 12 1/2 13 3/4
Extra short clear, 35 to 50 lb. 12 1/2 13 3/4
Boneless backs 13 14
Clear bellies, 20 to 25 lbs. 13 1/2 15
Clear fat backs, 12 to 14 lbs. 11 1/2 12 1/2
Square shoulders, 14 to 16 lbs. 12 13

Barreled Pork and Beef.

	Brls.	Hf.	Brls.
Mess pork	25.00		\$13.00
Short cut mess, standard	26.00		14.00
Pig pork, boneless, bris-kett	22.00		12.00
Selkirk bean pork, clear	21.00		11.50
New mess beef	12.00		7.00
New plate beef	11.00		6.50

These are the Days to Sell Such Lines as

Clark's Pork and Beans

Clark's Concentrated Soups

Clark's Vegetable Soups

Clark's Assorted Soups

Clark's Mince Meat

During cool weather Clark's Pork and Beans and Clark's Soups are in great demand. Suggest them to the shopper—a sale will result. From now on Clark's Mince Meat will sell. Obtainable in hermetically sealed tins, in pails, barrels and half barrels.

Drop me a line for prices

WM. CLARK - MONTREAL
Manufacturer

The utmost **Cleanliness**
and Experienced **Care**
is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA
Pork Packer, **PALMERSTON**



Horseshoe Brand HAM AND BACON

is, first of all, **reliable**. Only the meat of guaranteed healthy animals is used. And that meat is cured in a manner which gives it a flavor which has yet to be equalled. Your customer never brings it back. On the contrary, he increases his orders for it.

JOHN DUFF & SON
Hamilton, Canada

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only **one**

BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	306 Ross Avenue	WINNIPEG
A. G. URQUHART & CO.	336 Hastings Street West	VANCOUVER

*and from all wholesale houses
throughout Canada*

CEREALS AND CONFECTIONERY

Oat Products Stiffening Under Unfavorable Reports From the West—Money Stringency Affecting Wheat Crop Movement—Inspections at Winnipeg.

Consequent upon reports of a large proportion of Western oats having been severely frosted and a possible famine of the raw material, oat products are, at the time of writing, so say the millers, on the verge of a further advance, variously estimated at from 10 to 25 cents. "This rise will occur," said one dealer, "within the next week." Most of the larger mills are now buying or have already secured at present prices, sufficient supplies to preclude any possibility of their being caught short of stocks at the anticipated advance, but many of the small dealers will suffer through lack of ready capital and may be forced temporarily to suspend operations. There is considerable export business passing, both in wheat and oat products, the latter especially, which are, however, in such heavy demand at home that foreign buyers are unable to obtain the slightest concessions on prices quoted.

In the West keen anxiety is being felt regarding the generally unsatisfactory condition of the grain market. The wheat markets are stagnant for lack of funds, the wheat is at a standstill and bankers declare themselves unable to extend the necessary credit. The Ogilvie Flour Mills and The Lake of the Woods Milling Companies are buying no grades of wheat below No. 3, and another large company, The Western Canada Flour Mills to wit, has ceased entirely for the present, to buy wheat of any grade.

"It is a situation," says a well-posted Westerner, "well calculated to arouse anxiety in all departments of commercial life. Banks may argue as they like, but the fact about which there is no question is that the exigencies of the financial situation have compelled the revision of a system by which the former grain crops have been marketed and have brought about conditions which make it difficult for the grain-buying companies to buy grain for speculative purposes unless they have themselves sufficient financial resources to fortify the enterprise."

Leading bankers in Toronto discredited the statement that the Western banks have shut down on credit absolutely, and state further that as far as their information extends, no single instance has been brought to their notice of any farmer being refused cash for his grain when he wished to market it.

Inspections of grain at Winnipeg on

Saturday of last week were 351 cars, a gain of 62 cars over the same day last year. The quality of the grain inspected has been below last year's standard, but over 77 per cent. of the wheat received this season has graded No. 4 Northern or better.

MONTREAL.

FLOUR—Prices remain unchanged. Trade is very satisfactory.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household, bags.....	6 30
Glenora.....	5 70
Manitoba spring wheat patents.....	6 30
" strong bakers.....	5 70
Five Roses.....	6 10

ROLLED OATS—Demand for rolled oats is fairly heavy under a light supply. Much of the Manitoba crop of oats is reported to have been severely damaged by frost. Prices are unsettled.

Fine oatmeal, bags.....	3 40
Standard oatmeal, bags.....	3 40
Granulated.....	3 45
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 55 1 75
" ".....	3 35
" ".....	3 11
" ".....	6 90

FEED—The feed market continues exceedingly firm. The supply is very scarce, with the demand brisk, both for local and export trade.

Ontario bran.....	23 00
Ontario shorts.....	26 00
Manitoba shorts.....	26 00 28 00
" bran.....	23 00
Mouillie, milled.....	27 00 32 00
" straight graded.....	28 00 34 00
Mill feed.....	1 50 1 55

TORONTO.

FLOUR—Prices are unchanged, and according to most of the millers, none too strong. The increased offerings of

wheat are largely accountable for the weakening tendency. Present quotations are:

Manitoba Wheat.	
60 per cent. patents.....	5 80 6 20
85 " ".....	5 50 5 60
Strong bakers.....	6 40 5 50
Winter Wheat.	
Straight roller.....	4 90 5 20
Patents.....	5 20 5 50
Blended.....	5 25 5 40

CEREALS—An advance in rolled oat prices is daily expected, and if the widely-circulated reports of frost-damaged oats in the West are substantiated by future scarcity, the rise may be only temporary—on its way skywards. At present writing quotations are unchanged from last week, and are as follows:

Rolled wheat in barrels, 100 lbs.....	3 05 3 25
Rolled oats, in wood, per bbl.....	6 60
" in bags, per bag 90 lbs.....	3 17 3 25
Oatmeal, standard and granulated, per bbl.....	7 00
" " in bags, 98 lbs.....	3 58

CEREAL NOTES.

James Small, baker, of Calgary, is discontinuing business.

Addie E. Hogan, confectioner, of Cornwall, has assigned to Geo. A. Stiles.

The Edmonton Pure Candy Co., of Edmonton, has assigned to J. B. Walker.

J. H. Ross, flour and feed merchant, of Montreal, has assigned to A. Lamarche.

R. B. Hamilton, confectioner, of Mount Forest, has sold his business to W. L. Hamilton.

McCuaig & Dumond, bakers and confectioners, Toronto, have sold their business to C. S. Carruthers.

Regina bakers at a recent meeting decided to stop the house to house delivery of bread. This move is the result of a bylaw recently passed by the city council which calls for the wrapping in paper of every loaf sold to the public.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

H. CONSTANT

First and sole maker in Canada
of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.

125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

TRADE NEWS AND MARKETS OF NOVA SCOTIA

Thanksgiving Poultry Market Overstocked—Advances in Several Lines—Large Potato Shipments—Something About the Foxberry Industry.

Special Correspondence of The Canadian Grocer.

Halifax, N.S., Nov. 4, 1907.

The wholesale grocery markets are very steady just at present, and there is not much change in the price list. The trade passing is only fair for this season of the year. Considering the high price of all food products, business is quite satisfactory.

The Woodside Sugar Refinery at Dartmouth has been closed down for some days on account of shortage of coal, but it will start again this week. Quotations on sugar here are as follows: Extra standard, \$4.50; Austrian Granulated, \$4.10; No. 1 Yellow, \$4; No. 2 Yellow, \$4.10; No. 3 Yellow, \$4.20.

Rolled oats are quoted at \$7 per barrel, and Canadian onions from \$1.35 to

\$1.45 per bag. Evaporated apples are worth 10½c. in large lots, and lard in pails, at 13½c. Canned coffee and milk have been advanced about 50 cents per case, and American beef is selling at \$16.50 per barrel.

The market was overstocked with poultry this Thanksgiving. The demand was very light and prices high. As a result, some of the dealers were hard hit. Three weeks ago some jobbers went into the country and bought up all the poultry in sight. This gave the farmers the impression that there was a scarcity of stock, and they put the price up. The jobbers were obliged to pay from 18 to 20 cents per pound for turkeys, and some of them could not dispose of all their purchases at these prices. Turkeys were retailing at 24 cents two days before Thanksgiving, but on Wednesday morning they dropped to 22 cents, and in the evening some of the jobbers were offering them at cost—20 cents—to clear up their holdings. Others placed their turkeys in cold storage and will hold them for the Christmas trade.

The Elder-Dempster line steamer Sokoto, which sailed for Mexican ports last week, took among other cargo, 1,600 barrels of Nova Scotia potatoes.

The West India line steamer Dahome, which arrived here last week, landed at this port 19,000 bags of sugar from the West Indies.

Heavy apple shipments continue from this port. One of the Furness line steamers sailing last week took over 20,000 barrels. Apple pickers are in great demand in the valley and high wages are being paid.

J. Burton Chute, the well known flour merchant, of Berwick, N.S., passed away last week at the age of 63 years. He was engaged in business many years and was a prominent figure in his town.

The foxberry industry in Nova Scotia is booming at the present time. The crop this year is unusually large and the export of berries is very heavy. In the county of Guysboro about four thousand barrels have been picked, and the most of them have been sent to the Western States, principally to Illinois. Large quantities of these berries are used by the Scandinavians resident in Chicago. This berry industry is a valuable asset to the County of Guysboro, as they sell from \$5.50 to \$5.75 per barrel, and upwards of \$22,000 has been distributed in cash this season. The profits made by some of the shippers have been very small, as they quoted the berries at a figure slightly above what they had to pay for them.

The Point Is

Will they satisfy your customers? Have they the

QUALITY

to create and keep the best class of business? Undoubtedly Mooney's

Perfection Cream Sodas.

have these business booming qualities.

Not only are they made crisp and tasty from the very highest grade of materials, but they stay crisp and tasty down to the last cracker in the package.



HOW IS YOUR STOCK ?

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.

MONTREAL

AND WE WILL GET THE MONEY FOR YOU

48 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



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:

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

J. & O. COX, Ltd

Gorgie Mills
EL INBURGH

COCOANUT IS OUR ONE SPECIALTY



and we make it good, as good as the very best.

Our White Moss

was the pioneer Canadian brand. There have been many imitations since but no equals.

The Canadian Cocoa Nut Co. 613-619 LaGauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor
 VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS.
 WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
 KINGSTON, ONT.—W. H. DALBY

Dealers are requested to write for special free deal.



NESTLÉ'S MILK CHOCOLATE
 "RICHEST IN CREAM"

·SURPRISINGLY SUSTAINING·

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

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
 WINNIPEG
 GODERICH
 BRANDON



Offices:
 St. John, N.B.
 Montreal, Que.
 Toronto (Head Office)
 Goderich
 Winnipeg
 Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
 2nd Patent—Three Stars

PURITY

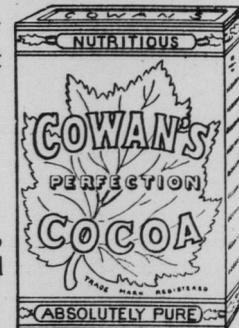
There are several varieties, but only one quality of

COWAN'S Cocoa and Chocolate

That quality is the very highest. When we say that our Cocoa and Chocolate is

PURE

we mean it. This purity, combined with the unequalled "Cowan" flavor has made



COWAN'S

the most desirable brand of Cocoa and Chocolate for you to handle.

THE COWAN CO., Limited

CANADA:
 No better Country



MOTT'S:
 No better Chocolate

Quality is never changed—

Mott's "Diamond" and "Elite" brands of Chocolate

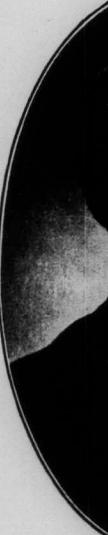
have kept their uniform quality of Purity during the past thirty years. That's a good thing to be able to tell your customers. It also makes for profit.

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS
 J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver

Twenty-two with just as beginning, is a commercial not boast eit of that sort Norris, who selling staff (pany, of St. Mr. Norris firm of J. V real, manufac tionery. Han life seems to he decided to the way, wa he joined the cut and Cor which firm plant was de time Mr. No T. H. Establ voted himself Tea in the



B. K. Of the Kingston. In Naptho Soap same territo agara distric Some year centre of bus family from to Toronto, 209 Concord Perhaps M qualification, ticularly nee friends. Bein at all of a a pleasing i thus has a r One of the helped to ac fact that he into the qua reputation o nected with. customers th market. No c old Mr. Norr

Short Sketches of Successful Salesmen

Twenty-two years of life on the road, with just as much enthusiasm as at the beginning, is a pretty good record for a commercial man. This is the boast, not boast either, for he doesn't do much of that sort of thing, of B. R. James Norris, who is now a member of the selling staff of the Welcome Soap Company, of St. John, N.B.

Mr. Norris began traveling with the firm of J. W. Tester & Co., of Montreal, manufacturers of high-class confectionery. Handling the sweet things of life seems to agree with him, for when he decided to make a change, which, by the way, was not till ten years later, he joined the staff of the Toronto Biscuit and Confectionery Company, with which firm he was allied until their plant was destroyed by fire. At this time Mr. Norris became affiliated with T. H. Estabrooks and for five years devoted himself to the selling of Red Rose Tea in the district from Toronto to



B. R. JAMES NORRIS,
Of the Welcome Soap Co.

Kingston. In his new position, selling Naptho Soap, Mr. Norris covers this same territory and in addition the Niagara district.

Some years ago, to be more in the centre of business, Mr. Norris moved his family from the old home at Kingston to Toronto, where he now resides at 209 Concord Avenue.

Perhaps Mr. Norris' most outstanding qualification, one that the traveler particularly needs, is his ability to make friends. Being of a genial, though not at all of a light disposition, he leaves a pleasing impression everywhere and thus has a remarkably good connection. One of the factors, he says, that has helped to accomplish this result is the fact that he has always looked closely into the quality of the goods and the reputation of the firm he has been connected with, so that he could assure his customers the very best goods on the market. No one seems to know just how old Mr. Norris is, but one of his former

employers, when asked the question, replied jovially, "He looks remarkably young for a man over fifty." In any event, he looks well able to continue his life on the road for as long as he has a mind to.

T. J. DAVIS, WINNIPEG.

An Erstwhile Traveler Who is Now a Grocer.

Some commercial travelers find it hard to settle down to the humdrum existence of retailing goods over the counter. Others tire of the wearing life of the drummer, with its many discomforts and hard knocks, and are only too glad to establish a business of their own and stay with it. The latter are among the best retailers in the country, for they have the dogged persistence which is necessary to success, and they have a wide knowledge of the methods which have spelt success for the best grocers in the territory in which they have traveled.

T. J. Davis, whose portrait is shown herewith, is a commercial traveler who has made a good success of his retail business. Three years ago he was a traveler for the Mooney Biscuit and Candy Company, and previous to his connection with this firm he was for eight and a half years traveling from Calgary for the Hudson's Bay Co. He made a success of the work on the road but he wanted a business of his own, and three years ago he started a grocery at the corner of Notre Dame Ave. and Spence St., Winnipeg.

From the first, Mr. Davis has made good at his business. Experience on the road had shown him the evils of the credit system, and he has insisted strongly upon cash or monthly payments. Mr. Davis is a thorough believer in the maxim that "Goods well displayed are half sold," and he has proved its truth to his own satisfaction.

Not so many weeks ago, The Grocer published a photograph of one of Mr. Davis' window displays and it only needs a glance at this to show that its originator is possessed of artistic ideas as well as sound business ability.

MR. HEBERT RETURNED.

Albert Hebert, of Hudon, Hebert & Co., Montreal, has just returned from a six months' holiday trip to Europe. Mr. Hebert is in fine health and spirits and is prepared, he says, to work as he never did before.

Asked if he had something interesting to tell the grocery trade about his trip, Mr. Hebert replied:

"Not a thing. I have been away for six months, on pleasure bent during the whole of that period. I left here May 2, sailing for Liverpool. I visited among other countries, Italy, Belgium, Switzerland, Holland and France, but in none of these places did I make a study of conditions as they would interest a business man. I was away for pleasure, and did not make one business

call, or even think of affairs all the time I was away. But I certainly had a fine time."

TRADE NOTES.

H. H. Evans, fruit dealer, of Toronto, has sold out to R. Horsepool.

There are 12,000 retail grocery stores in greater New York and its suburbs.

The assets of L. Legare & Frere, general storekeepers, of Roxton Falls, P.Q., are advertised for sale.

Ralph Bishop, general storekeeper, of Algonquin, Ont., has disposed of his business to A. W. Latimer.

John E. Graham, who has been conducting a general store at Lavoy, Sask., has assigned to J. B. Walker.

R. M. Common, who has been conducting a general store at Newry, Ont., has sold the business to J. Maybury.



T. J. DAVIS, WINNIPEG.

Roasters and wholesale jobbers are finding Mareaibo coffees exceedingly difficult to obtain, both on the local and New York markets.

Hudon & Orsali, Montreal, have been appointed sub-agents for the Province of Quebec for the Richards Pure Soap Co., Woodstock, Ont., makers of Quick-Naptha, and other brands of soap.

The Laing Packing and Provision Co. have just issued a new hanger, advertising pork, meats and lard, to be distributed among the retailers. It is printed in black letters on a red ground with a border in white.

Eugene Moore, representing Hills Bros., of New York, reports the arrival of the first new Holloway dates. The shipment arrived in New York on Wednesday, 30th ult., by steamer Tabrastan, and was in Toronto the following Monday.

A REMARKABLE ADVERTISEMENT

A Candy Factory For Sale at Half-price—St. John May Lose Company Through Disagreement As To Rights.

(Special Correspondence of The Canadian Grocer)

FOR SALE.

To any Persons, Firms or Corporations finding it **ABSOLUTELY NECESSARY** to locate in St. John, N.B., we offer our **FOUR-STOREY** and **BASEMENT** brick factory building 40x100 feet, 240 and 242 Union Street, at less than half what a similar building could be built for at present.

Our reasons for offering to sell are: that **Manufacturers** are heavily taxed on their **Real Estate, Machinery and Stock**. Labor, both skilled and unskilled, is scarce, Fuel is high, cost of living very high, and the **COMMON COUNCIL** will without notice sacrifice existing rights, and will not hesitate to handicap your facilities for doing business, and will refuse, if you desire to object, to give you a hearing.

Building could be altered readily into a tenement building.

This offer holds good during the life of this advertisement.

THE WHITE CANDY CO., LTD.

The above extraordinary advertisement, which appeared in a St. John, N.B. paper on October 22, created quite a sensation and has been the cause of special meetings of the civic board of works. The conditions leading up to it have called out the denunciation of the press of St. John and the matter is now in the courts.

The chief ground of complaint which Thomas F. White, president of the company, puts forward, is that the city is allowing the street railway company to double track Union Street, which is a narrow thoroughfare, and where traffic is always heavy.

Mr. White claims, and his contentions have been well borne out by recent investigations, that the protests and petitions sent to the aldermen, objecting to the double tracking of the street, have been ignored, and that they were refused a hearing before the council. Consequently they decided on the method that has been adopted to bring their grievance before the public. That it has succeeded is attested by the fact that the matter has now been thoroughly investigated and aired by the newspapers.

How it Started.

It appears that the permission to double track the street was given at a slimly attended meeting of the board of works on July 12. The action, however, was not ratified by the council, as it was never before them. Just here arises a fine point in law that the courts will have to decide. The city recorder, after going into the bylaws, has given his opinion that the board of works has power over the streets and that their action is binding on the city without the sanction of the council. The board of works has decided, therefore, that the work must be allowed to proceed. The legal representative of the White Company and other parties on the street who are interested, think otherwise, and they have applied for an

injunction to restrain the railway from laying the tracks. By agreement between the parties interested, the case has been set down for argument on Nov. 19, but in the meantime the tracks have been laid and the re-paving of the street is almost completed.

During the heat of the fight, Mayor Sears ordered the chairman of the board of works to stop the work, but the latter refused to do so, in view of the recorder's opinion.

Mr. White's Opinion.

Mr. White feels very indignant over the affair and thinks that in view of the facts he was justified in the assertion that the common council will not only not hesitate to sacrifice existing rights, but will refuse to hear objections when presented in the proper way. He further claims that their action in this matter has seriously interfered with their facilities for doing business, as, owing to their situation, they must of necessity use the entrance on Union Street for the taking in or sending out of goods.

In reply to a question as to just what the advertisement meant, Mr. White said: "It means that if we can sell out we will move our business somewhere beyond the control of or possibility of interference from the St. John city council. We don't owe St. John anything: we have been seventeen years here and nine-tenths of our business is done with outside points. When the merchants of the city come to us it is merely for small supplies to tide over till orders can arrive from other cities."

It is safe to say that noting in recent years has made such a stir in civic circles.

Mr. White feels also that the company should not be taxed on their machinery but only on the stock, the machinery being merely the tools with which the manufacturer makes his living.

TRADE NOTES.

Thos. Gibson, grocer, of Lipton, Man., has assigned to C. H. Newton.

The assets of M. J. Cote, grocer, of Cape Rouge, P.Q., have been sold.

The assets of L. Allaire & Co., grocers, of Montreal, have been sold.

Ducharme & Heneymaude, grocers, of Montreal, have dissolved partnership.

The Russian Market Progress Co., of Winnipeg, has assigned to R. N. Noble.

Murchie & Burpee, general storekeepers, of Edmundston, N.B., have been burned out.

C. D. Fontain & Co., general storekeepers, of Wickham West, P.Q., have dissolved partnership.

Levi Beck, who has been conducting a general store at Yorkton, Sask., has been burned out.

Jas. Hannighan, Toronto, has taken over the business of Chas. O. Gordon, at 859 Bloor street west, Toronto.

Mrs. Clifford C. Morrison, who has been conducting a grocery at Chatham, has sold the business to D. J. O'Keefe.

Milk is Scarce

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped Prompt from Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

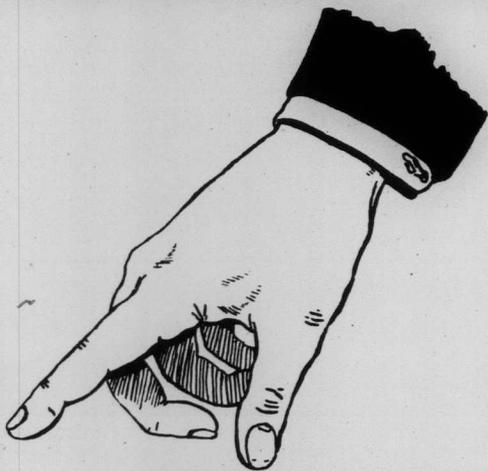
Or Particulars and Prices of the Agents,

JOHN W. BICKLE & GREENING
HAMILTON

CARMAN, ESCOTT & CO.
WINNIPEG



Put



That's the simplest and most effective way to answer your customers:—

Point to

Lea & Perrins'

Worcestershire Sauce

as the **Best Table Sauce** as well as "The Only Original and Genuine Worcestershire Sauce."

You know it is, tell your customers also.

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



GROCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.



Established 1852.

FRUITS, VEGETABLES AND FISH

Good Business in Bahama and Spanish Fruit—Vegetable Supply Simmering Down—Fish Markets Active With Good Supplies.

Last week was an exceedingly good one in Canadian markets, the holiday trade making business appreciably brighter. This week was a little quieter, but regular business is picking up.

The demand for foreign fruits, such as Almeria grapes, Jamaica oranges and Bahama grape fruit, is pretty generally good. Grape fruit, particularly, is selling well. "People are eating more grape fruit this year than ever before," said a prominent dealer the other day, "and it is to a large extent supplanting the orange as a breakfast fruit." New Messina lemons will be on Canadian markets this week.

The supply of different varieties of vegetables continues to shrink considerably as the season advances. Home-grown lettuce and radishes are practically out of the markets and their place is being taken by late American goods, which come in good qualities.

The fish market continues quite active, though the Thanksgiving poultry demand made things dull for several days last week. Supplies from British Columbia are plentiful and keep several lines full, but cod and haddock still continue scarce. The demand for oysters is excellent.

MONTREAL.

GREEN FRUITS—Almeria grapes are beginning to arrive in large quantities. California and Canadian grapes are about finished. Fameuse apples are quoted at \$4.50 and other varieties all the way from \$3.25 to \$5. Demand is good and a considerable business is being done in an export way.

Bananas, fine stalk.....	1 75	2 00
" jumbo.....	2 00	2 25
Cocoanuts, per bag.....	4 00	
Lemons.....	3 75	4 00
Florida oranges, per box.....	4 50	
Jamaica oranges, bbl.....	5 10	
Nassau grape fruit, box.....	4 50	5 00
Florida grape fruit, box.....	7 10	
California grapes, crate.....	3 00	
Almeria Grapes, keg.....	3 00	6 50
Cape Cod cranberries, bbl.....	9 00	12 00
Nova scotia cranberries, bbl.....	1 50	
Apples fameuse, bbl.....	3 50	4 50
" other fall varieties, bbl.....	3 25	5 00
Canadian grapes, basket.....	0 40	0 50

VEGETABLES—The market continues fairly brisk in spite of the uniformly high prices. Canadian vegetables, with the exception of such staples as potatoes, beets and carrots, are practically done, and American truck is al-

ready beginning to arrive. The potato crop in the east has not been at all satisfactory this year and turnips and other root crops proved disappointing also, with the exception of carrots, of which the yield proved good.

Parsley, per doz. bunches.....	0 10	0 15
Sage, per doz.....	0 60	
Savory, per doz.....	0 60	
Cabbage.....	0 20	0 35
Turnips, bag.....	0 75	
Celery, doz.....	0 25	0 75
Water cress, large bunches, per doz.....	0 75	
Radishes, doz.....	0 10	0 15
Spinach, per box.....	0 50	
Green peppers, bag.....	1 00	
Boston ho. house cucumbers, doz.....	1 50	
Potatoes, per bag.....	0 75	0 80
Sweet Potatoes bbl.....	3 75	4 00
Sweet Potatoes, basket.....	1 75	2 00
Beets bag.....	0 75	
Carrots, bag.....	0 75	
Tomatoes, box, 30 lbs.....	0 15	0 20
Corn, doz.....	0 85	0 75
Spanish onions, small crates.....	2 00	2 25
" large crates.....	0 014	0 013
Canadian onions, lb.....	1 00	
Boston lettuce, per doz.....	1 00	
Mushrooms, per lb.....	0 91	
Horse radish, per lb.....	0 20	

FISH—Business continues fairly brisk. Some large shipments of bullheads have arrived and are being quickly disposed of at slightly easier prices. Haddock and cod continue scarce. Lake trout and pike are out of season. Kippers are scarce, while haddies and bloaters are arriving in fairly large quantities. The market is firm for all kinds of boneless fish, particularly skinless cod. Salt herring is easy, while green cod is very firm. Bulk oysters tend to be a little easier, but shell oysters continue firm.

Fresh and Frozen Fish.

Haddock, express, per lb.....	0 05	0 07
Halibut, express, per lb.....	0 08	0 09
Mackerel, ".....	0 09	0 10
Dore, ".....	0 10	0 12
Pike, lb.....	0 14	
Market cod, lb.....	0 04	0 05
Steak cod, lb.....	0 06	0 07
Whitefish, lb.....	0 08	0 10
B.C. salmon, lb.....	0 10	0 16
No. 1 Smelt's, lb.....	0 08	0 11
Dressed bullheads, lb.....	0 07	0 08
Smoked and Salted—		
New haddies, box s, per lb.....	0 07	0 09
Smoked herring, per small box.....	0 15	0 16
Prepared and dried—		
Skinless cod, 100 lb. cases.....	5 25	
Boneless cod, 20 lb. boxes.....	0 06	0 08
Boneless fish, 20-lb. boxes, bricks.....	6 05	
Boneless fish, 25-lb., boxes, per lb.....	6 05	
Shredded cod, 2 doz., per case.....	1 00	
St. John bloaters box.....	1 00	
Oysters—		
Standards, bulk, per imp. gal.....	1 40	
Standards, imp. qt. tins, sealed.....	0 40	
Selects, bulk, gal.....	1 00	
Malpeques, bbl.....	10 00	12 00
Caraqueta, bbl.....	6 00	8 00
Paper pails, 100, pint size.....	0 80	1 10
" 100, quart size.....	1 00	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl.....	6 00	
" per half bbl.....	3 25	
No. 1 N.S. herring, half bbls.....	2 75	
" bbls.....	5 25	
No. 1 Mackerel, pails.....	1 80	2 00
No. 1 sea trout, 10 lb. kegs.....	6 00	
No. 1 sea trout, 20 lb. bbls.....	11 00	
No. 1 Green cod, per 200 lbs.....	7 50	
Small " " ".....	6 00	
Large " " ".....	8 00	8 50
No. 1 Green haddock, per 200 lbs.....	6 00	
Labrador Salmon, 1-bbls.....	5 00	6 00
Salt sardines, bbl.....	7 00	
" 1/2 lb.....	3 50	
No. 1 salt eels, lb.....	0 07	0 08

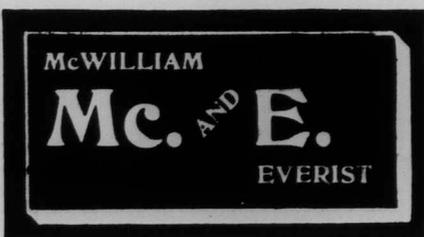
TORONTO.

GREEN FRUITS—Last week saw a particularly large amount of business in the local market and matters this week are slightly quieter in consequence. New Messina lemons are in shipment and should be on the market to-day or tomorrow. There does not seem to be much demand for Jamaica and Bahama oranges, but Bahama grape fruit is sell-

APPLE EXPORTERS

The fru merchants of Great Britain v do well to correspond with us regarding

CANADIAN APPLES



25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

The Dawson Commission Co.

handlers of all kinds of Fruit and Farm Produce. Apples and Poultry are specialties of ours. Get in touch with us. We have the selling of about 20,000 barrels of apples. Consignments solicited.

THE DAWSON COMMISSION CO.,

TORONTO

FRUITS and VEGETABLES!

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

J. R. CLOGG & CO.,

82 St. Antoine St.,

MONTREAL

FISH

simmering

The potato market is at all sates and other things also, of which

0 10 0 15
0 00
0 00
0 20 0 35
0 75
0 25 0 75
0 75
0 10 0 15
0 50
1 00
1 50
0 75 0 80
3 75 4 00
1 75 2 00
0 75
0 75
0 15 0 20
0 65 0 75
2 00 2 25
0 01 0 12
1 00
0 99
0 20

fairly brisk. All heads have been disposed of. Haddock, trout and Kippers are plentiful. The market for boneless fish is very firm. There is no change in prices.

0 05 0 07
0 08 0 09
0 09 0 10
0 10 0 12
0 18
0 04 0 05
0 06 0 07
0 08 0 10
0 10 0 12
0 18 0 11
0 07 0 13
0 07 0 14
0 15 0 16

5 25
0 06 0 08
0 06
0 05
1 80
1 00
1 40
0 40
1 70
10 00 13 00
6 00 8 00
0 80 1 10
1 00 1 60

week saw a fair business in fish. Cranberries are advancing steadily, with good demand.

ing briskly. Apples are on the market in fair quantity, but business is not at all brisk. Cranberries are advancing steadily, with good demand.

Oranges, Jamaicas, per bbl	5 10	5 50
Bahamas, per box 1,6's, 2,0's	3 50	4 50
Florida's, new	4 75	5 00
Lemons, California, 240, 300, 360, 420	4 75	5 00
Verdeilla 300's, 360's	4 00	5 00
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, per basket	0 40	0 50
spies per bbl	3 00	3 50
greenings, per bbl	2 50	3 00
culverts	2 00	2 50
Fall pippins	2 00	2 50
snows	2 50	3 00
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	2 00
Grapes Canadian	0 20	0 25
Quinces, per basket	0 50	0 75
Cranberries, per bbl	11 50	13 00
Almeria grapes, per keg	5 50	7 10

VEGETABLES—As the season advances, several lines continue to drop out of the market and the supply of fresh vegetables is beginning to simmer down considerably. The potato market is firm, though otherwise featureless.

New Brunswick Delawa e, per bag	0 91
New potatoes, Canadian, per bush	0 85 0 90
Sweet potatoes (Jersey), per bbl	3 00 4 00
Onions, Spanish, per case	2 40 2 50
Beets, per bag	1 10 1 15
Carrots, Canadian, per bag	0 50 0 60
Cauliflower, per doz	1 50
Parsley, per doz	0 25
Egg plant, per basket	0 30
Celery, Canadian, per doz	0 35 0 40
Celery, imported, per doz	0 50

FISH—Last week's market was dull as a result of large sales of Thanksgiving poultry, but conditions are brighter this week. Further shipments from British Columbia assure good supplies. Ciscos, which are brought in from adjacent Lake Ontario points, are almost overabundant. There is no change in prices.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb	0 12	0 12
Whitefish, winter caught, per lb	0 10	0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 07 1/2	0 08
Jumbo, per lb	0 10	0 10
British Columbia salmon, per lb	0 12	0 12
Qualla, per lb	0 10	0 10
Trout, fresh, per lb	0 11	0 11
Ciscos, per basket	1 00	1 25
Labrador herring, per bbl	5 00	5 50
Halibut, fresh caught	0 10	0 10
Shredded cod, per lb	0 08	0 08
Shredded cod, per doz	0 95	0 95
Halifax fish cakes, case	2 40	2 40
Acadia tablets, per case	4 80	4 80
Live lobsters	0 20	0 35
Bluefish, small white, per lb	0 07	0 07
Mackerel medium, each	0 12	0 12
large	0 25	0 25
Finnan Hddie, per lb	0 09	0 09
Oysters, per gal	1 80	1 85
Shell oysters, blue p ints, per 100	1 50	1 50
Broilers box	1 50	1 50
Kipperd Herring	1 75	1 75

WINNIPEG.

GREEN FRUITS AND VEGETABLES—

Ontario Apples—	Per Bbl.
Fancy Quebec Fameuse apples, No. 1	\$6.00
Fancy Snows, Ontario	5.00
Fall apples, Ontario (green varieties)	4.00
Fall apples, Ontario, (colored)	4.25
Winter apples, Ontario, (assorted varieties)	4.50
Northern Spies, Ontario	5.00
Oranges and Lemons—	Per case.
Florida oranges	\$5.00
California lemons, 300s	7.00
Ontario Grapes—	Per basket.
Ontario grapes, blue and green	.30
50-basket lots	.28
Ontario Red Rogers	.35
Ontario basket pears (arrive about	

New Messina Lemons

1st Shipment, Bright Brand

New Messinas are here

“HOME GUARD BRAND”

300's and 360's

FLORIDA ORANGES

another car has arrived; all sizes in stock.

WHITE & CO., Limited

TORONTO and HAMILTON

Tracuzzi Says:—

“You will find I pack my “St. Nicholas” with the quality others use to TOP their Boxes.”

A word to the wise—'Nuf sed.

W. B. STRINGER & CO., Sole Agents, TORONTO

Our First Car

FANCY ALMERIA GRAPES

is here

Prime Quality, long-keeping Handsome Fruit

NEW FIGS

Celebrated “CAMEL” brand, A. Hamparzum's Packing, Finest Quality.

3, 5, and 7 Crowns, 10-lb. boxes.

FIRST NEW DATES

Due this week

We would be pleased to have your orders.

HUGH WALKER & SON

Established 1861

Guelph, Ont.

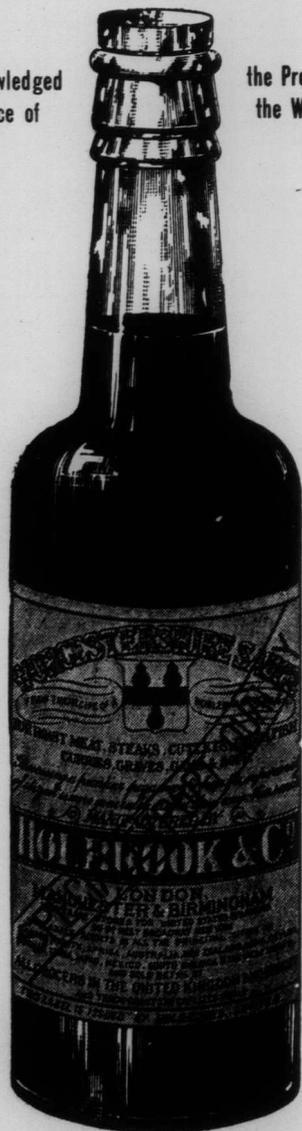
Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

GET IN YOUR WINTER'S
SUPPLY OF

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged
Sauce of

the Premier
the World



Holbrooks Limited

Canadian Branch:
25 FRONT ST. E., TORONTO
Canadian Manager, H. GILBERT NOBBS

1st November)	1.00
California winter pears, per case	3.50
Almeria grapes, (kegs)	6.00
California Tokay grapes, (per express only) per case	3.25
Cranberries—	
Cranberries, Cape Cod, per bbl. ...	10.00
Vegetables—	
Sweet potatoes, per bbl.	6.50
Spanish onions, per case	1.25
Valencia onions (large cases), per case	4.00
Native onions, per lb.03

THE POTATO SITUATION

In Hartland County, N.B.—Ingenious Fake Butter Tubs.

A Hartland correspondent writes: "Potato dealers in this county have stopped buying any but potatoes that have been stored in cellars, as potatoes from the field or those stored in out-buildings are apt to have been damaged by the frost. The price is correspondingly uncertain. After a few days it will be possible to determine which potatoes have been frost-bitten and then the sorting over process will be gone through for the second time this season. In the vicinity of Florenceville the frost appears to have worked less damage than around here, and digging continues with fairly profitable results.

"The farmers have another serious drawback in that they have been unable to do much fall ploughing and will therefore begin work next spring under a serious handicap.

"The other day a farmer living not far away brought to Keith & Plummer nine boxes of "butter." He opened one and disclosed as nice a box of butter as ever was put up in Carleton county. Mr. Keith turned it out, examined it thoroughly, and was well pleased. But the farmer had not reckoned on the dealer going through the whole lot, and was much humiliated when the other boxes were examined and their contents proved to be ordinary salt with a little butter packed over the top. Another dealer found an ordinary brick in the interior of a tub of butter."

LATE ALREADY.

Five minutes after the tardy gong had struck the principal of the school was walking through the lower hall, when he saw a pudgy little fellow scampering toward the first-grade room as fast as his fat legs could carry him. "See here, young man, I want to talk to you," called the principal to the late comer. "I hain't got time to talk to you; I'm late already," replied the breathless beginner as the door of his class-room closed.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.
Contractions count as one word, but five figures (as \$1,000) are allowed as one word.
Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

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

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

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

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

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

SITUATIONS VACANT.

MANAGER wanted for Northwest to take charge of business of Ontario manufacturer, established there for some years; stock carried; must have good executive ability, be willing to work and competent to handle travellers and office help to best advantage; also furnish satisfactory security communications confidential. Address, stating age, references and salary expected, Box 167, CANADIAN GROCER. [46]

EXPERIENCED salesman wanted by January 1st by well-established Ontario manufacturers, in line allied to grocery trade, for following territory, viz., Ontario, Manitoba and Alberta; must be reliable, energetic, hard workers, and able to sell and retain the best trade; communications confidential. Address, stating age, references and salary expected. Box 166, CANADIAN GROCER. [46]

SITUATIONS WANTED.

ABILITY with experience—Capable, energetic and tactful, Englishman, 31 years, single, desires management, good disciplinarian, smart salesman, competitive window-dresser, Canadian experience. Taylor, 47 Colborne St., Oshawa, Ont. [45]

MISCELLANEOUS.

WANT BUTCHERS to know I have the best meat cure. The quickest process, the finest and best flavor. Write for circulars. Address F. P. Bixler, Fremont, Ohio.

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

J. V. DE YBARRONDO & CO.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLED
R? ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &c
EXCELSIOR	
EXCELSIOR FLOR	

BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

YOUR FISH TRADE THIS FALL



Is it bigger than it was last fall?
It ought to be if you handle

Atlantic Fish Co. Products

such as Halifax and Acadia
Codfish, Halifax Shredded Codfish,
Duff's Boneless Herring, etc., etc.

These lines are the standard prepared fish products of Canada; their quality is guaranteed

A. H. BRITAIN & CO., MONTREAL, AGENTS

Quality and Satisfaction

is what you get in every can of

BRUNSWICK BRAND GOODS

We have now New Pack of

CLAMS and SCALLOPS

We guarantee every can

Connors Bros., Limited

Black's Harbour, N. B.

French and Portuguese Sardines

are very short pack this year.

This doesn't worry the grocer who handles

"King Oscar" brand Norwegian Sardines

his customers will always insist upon getting "King Oscar" Sardines.

Selected fish, richest flavor and pure olive oil.

For Sale by Leading Jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

Long distance Telephones

P.O. Box 639

BONELESS FISH

Twenty years constant sale of our brands by discriminating grocers all over Canada should be sufficient guarantee of the quality of the fish we offer

"Leonard's Favorite"

Pure Cod, 20 lb., boxes; 1 and 2 lb. bricks

GEM OF THE SEA

Pure Fish, 20 lb. boxes; 2 lb. bricks.

"SATISFACTION"

Pure Fish, 25 lb. boxes, loose.
These lines are stocked by leading wholesale grocers.
If they are out of stock write us direct.

A trial convinces.

LEONARD BROS.

20-26 Youville Square
MONTREAL

St. John N.B., Grand River, Gaspé

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs,
Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission
we get best possible price and
make prompt returns.

Write us to-day.

**NICKERSON & HART,
HALIFAX, N. S.**

P. O. BOX 352

NEW STOCK

SALT SALMON TROUT in Half Barrels, \$6.25
LABRADOR HERRINGS in Half Barrels, \$3.00

Write for Special Prices on lots of ten half barrels.

We have a full supply of

FRESH, FROZEN, SALT, SMOKED
FISH and OYSTERS

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors

76 Colborne St. TORONTO

F. T. JAMES,

Manager

HARVESTING THE CANADIAN APPLE

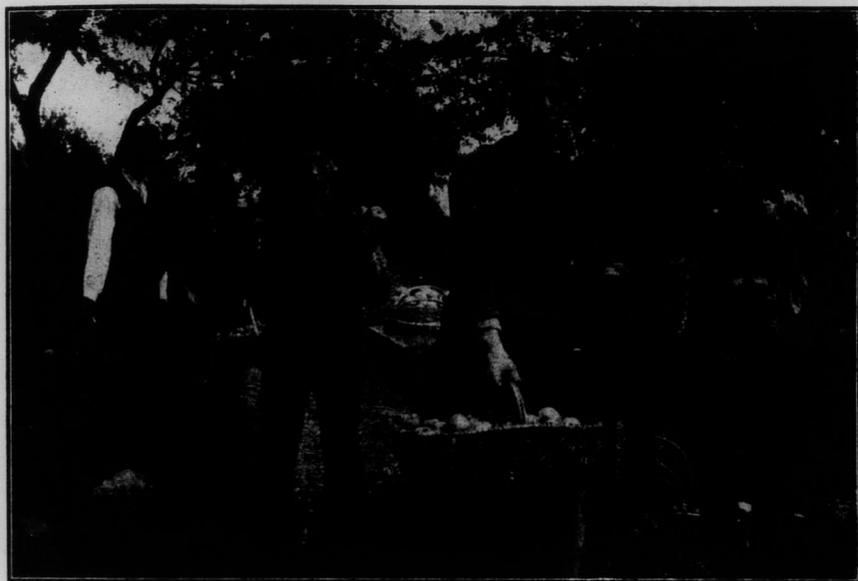
Something about modern methods of picking, grading and packing.

Views in a well-known Ontario orchard.

Among Canadian fruits the apple stands out as perhaps the most important, both for export and for home consumption. Canada's fame as an apple-producing country is world-wide. The manner in which this fruit is picked and packed for shipment, however, is prob-

Streetsville and about twenty miles from Toronto.

While improved methods of grading and packing apples have been introduced during recent years, the methods of picking remain about the same as they have always been. Mechanical apple pickers



Apple Pickers at Work.

ably not too widely known among our readers, particularly to those outside of Canada, and The Grocer has pleasure in submitting herewith several photographs taken in a well-known Ontario orchard. The orchard in question is in Peel county, between Erindale and

galore have been invented and placed on the market, but none of them seem to have proved satisfactory enough to displace the time-tried hand method. Ladders are placed against the trees and the apples are dropped into baskets which are hung by hooks to the rungs



Sorting Table and Marked Barrel.

of the ladder or on convenient branches. The first photograph of the series here shown illustrates a gang of apple-pickers with full baskets ready to dump on the sorting table.

The sorting table may be seen in the second photograph. It is merely a large shallow box into which the apples are dumped for grading. The fruit as it is picked over is dropped carefully into barrels which contain apples of different grades. The grading is done according to government regulation and is a very important factor in the apple export business. Grade No. 1 includes only choice, perfect fruit with an allowance of 10 per cent. imperfect. Grade 2 includes the smaller apples with an allowance of 20 per cent. imperfect. Grade 3 is still lower, with the provision, however, that the layer of fruit at the head shall represent the contents of the barrel. This photograph also shows a packer's press, which is an important factor in the packing.

The empty barrel is placed "head" down on the ground beside the sorting table. The "head" is covered with a row of what are known as "facers," which are supposed to represent the quality of apples in the barrel. The stems of the apples are snipped off and the "facers" are placed stem down so



"Tail" End of a Barrel of Spies.

that when the "head" end of the barrel is opened they will give an even appearance. The barrels are filled with the apples, to a point an inch or so above the sides, and after they are thoroughly shaken, the "press," an iron frame which surrounds the barrel and supports a screw, forces the apples down gently until the "head" can be applied. The "head" end of the barrel, that is, the end first filled, is stamped with the grade, with the firm name and with the number of the packer, so that if any trouble arises during shipment the dif-

Increase Your Profits!

Almost every grocer has some call for tobacco. Why not encourage it by handling

"T. & B."

the most fragrant and saleable tobacco on the market? T. & B. always smokes cool. It never clogs a pipe or bites the tongue.

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

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faulty may be traced directly to the one responsible.

The third photograph shows a barrel of prime Northern Spies, and "Teddy," the packer, who is presiding over the barrel, wishes it distinctly understood that it is the "tail" end of the barrel which appears. This would naturally present a somewhat less pleasing appearance than the other end which will be the one opened by the buyer.

Probably ninety per cent. of Canada's apples are shipped in barrels. Some exporters, who cater to a particularly

high-class of trade, wrap the fruit in paraffined paper and pack it in boxes. This method is of necessity somewhat costly and requires particularly good prices to make it profitable.

Considerable agitation has been raised among the trade in recent years favoring the establishment of apple packing houses, but the question of the advantage of such a system is an open one among the dealers. Such packing houses have been established in a few districts in Ontario, but the matter is as yet in its infancy.

ONE SOLUTION OF THE CREDIT PROBLEM

We have received the following letter from an old friend and subscriber to The Grocer.

"For the benefit of those merchants who, like myself, are obliged to do some credit business, I submit the enclosed circular which I have found to work very well with me. I give it without comment, and if you think same to be worth printing, I will only be too glad if the suggestion can benefit some one."

We think it is very well worth printing, and advise every grocer who reads it to allow himself to profit by the suggestions it contains, and do his part towards stamping out the credit evil and substituting in its place a system of "Spot cash payment or increased cost of purchase," such as our correspondent has found to work so well.

"For many years I have been studying how to do business in a manner that would be satisfactory both to the customer who buys for cash and to the customer who buys on credit. Though a very hard problem to solve, I think I have succeeded in doing so. Generally the one who buys on time wishes goods at the same price as the one who buys for cash; this you will admit is not right; as cash has a value which no account can have, no matter how good.

"In view of this I have resolved on the following plan and will put same into practice AT ONCE: here it is:

"I have marked all my goods as low as they possibly can be sold for spot cash, and the customers who will not pay at the time of the purchase will be charged TEN PER CENT. extra.

"If the amount is paid within THIRTY days the discount will be deducted.

"If paid within SIXTY days FIVE PER CENT. will be deducted.

"After SIXTY DAYS the TEN PER CENT. will remain charged.

"It will be the same as if I was lending you money to buy goods with and charging Ten per cent. on the amount loaned. By this plan you will be able to buy goods cheaper—it will enable us to have ONE PRICE ONLY —(we will not deviate from this rule) and everyone will be on the same footing.

"Now if you will give this matter a few minutes of good sound reflection,

you will admit that I have found the way to deal fairly with everyone.

"Give me a trial. Come and get my prices and I am sure you will appreciate my efforts in giving the public in general fair and honorable dealing. I will take this opportunity to thank everyone for the generous support given to me in the past and by fair dealing with all I hope to have a continuance of the same in the future."

CHURCH & DWIGHT MOVE.

Church & Dwight will move shortly into larger quarters on Brennan street. At present they are occupying the old Grand Trunk building on St. Etienne street, but the increasing sales of Cow Brand soda require larger premises.

W. Frank Hathaway, the St. John tea merchant, has been nominated to contest a local riding in the Liberal interests for the Provincial Legislature. Mr. Hathaway, who has, by the way, some reputation as a litterateur, should prove a valuable member.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY
PIPES

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

D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE

Importer and Wholesale Tobaccoist
Established in 1887

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

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St.
Phone 2097 - - - QUEBEC

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

**SWEET
CAPORAL**



CIGARETTES
STANDARD
OF THE
WORLD

Handled
by all the
Wholesale Trade

A REVIEW OF THE TEA TRADE

The Part Played by China, India, Ceylon, Russia, Germany, The United States, Canada, Japan, Persia, and Tibet in the Tea Trade of the World.

The following interesting review of the tea trade has been contributed to "The Times," of London, Eng., by Brooke, Bond & Co.:

Statistics are generally considered very uninteresting reading; indeed, why they should ever be published is a puzzle to many. And yet there are some statistics which, to every true lover of his country, should be intensely interesting, for as surely as the condition of a man's pulse tells the state of his health does the consumption of certain articles of diet tell the state of a nation's prosperity. Tea is one of these articles.

When this country is prosperous, tea is freely consumed, and a good price is paid for it. When the consumption goes down, or is confined to the poorer kinds, something is wrong; either the country is not in a healthy condition, or too great a strain has in some way been put upon its powers. During the last depression in the cotton trade, the demand, in the countries affected, was greatly for the poorer kinds of tea, because the prosperity of that part of the country was at a low ebb. When the cotton operative is doing well, he drinks really good tea, and declines the inferior sorts. From 1901 to 1905 consumption went down, not because the country was in an unhealthy state, but because the increased duty had put too great a strain upon its powers. Since 1905, when the duty was reduced from 8d to 6d, consumption was steadily increased, till now, with the duty at 5d, it is 6.18 lbs. per head, slightly higher than before the war tax was imposed.

When we turn, in this our annual review of the state of the tea trade, to consider its history throughout the year all over the world, one fact stands out as the salient point in the annals of 1906-7: the important fact that consumption has at last overtaken supply. This fact makes the history of the year unique, and has produced a very curious condition of the market. When, at the end of the year 1906, consumption overtook supply, prices naturally began to rise. Some traders thereupon left off selling very low-priced teas, but many continued selling tea at 1s and 1s 2d a pound retail. The supply not being equal to the demand for the lowest grades their price rose in a most astonishing manner. In February, 1907, the price of common leaf tea was double what it was in February, 1906. At the same time there was but little demand for the better sorts, so that good tea could be bought within a penny a pound of the price of the commonest kinds. It was feared the high prices would affect the quantity of British-grown tea used in foreign countries, driving them to take cheap and common China tea instead. Though this may have been the case to a certain extent, yet the consumption of British-grown tea has increased enormously. Indeed, the fact of demand having overtaken supply is principally due to the increased consumption abroad, 155,000,000 lbs. of Indian and Ceylon tea having been shipped to countries outside the United

Kingdom during 1906, against 129,000,000 lbs. in 1905.

During 1906-7 exports of Indian tea to Russia rose to 22,000,000 lbs. Russia is India's best customer. Large quantities were also sent from Colombo to Russia. Imports of Indian tea into Germany increased 20 per cent. in 1906. An interesting article appeared a short time ago in the Gartenlaube, a well-known German paper, on "Attention to Health." The writer shows that tea is a much more healthful drink than alcohol, and advocates the establishment of public tea-rooms, where a good cup of sweetened tea could be bought for five pfennigs ($\frac{1}{4}$ d), which sum would bring a fair profit. Direct shipments to continental countries other than Russia and Germany have increased 120 per cent. In most of these countries "afternoon tea" is now a recognized institution. French ladies adopted it some time ago, and their example is being followed in Italy. It is also becoming popular in Spain, where, no doubt, the presence of an English Queen tends to make English customs fashionable.

Australia took 26 per cent. more Indian tea in 1906 than in 1905. She is India's second best customer.

North America (the United States and Canada) took about a quarter of the whole quantity of British-grown tea used outside the United Kingdom—viz., 40,000,000 lbs., against 32,000,000 lbs. in the preceding year. There is no doubt that British-grown teas are gradually displacing Chinese and Japanese in the States. This is probably partly owing to the immigration of people accustomed to Indian and Ceylon teas, but chiefly to the persevering way in which the sale of these teas has been pushed.

Political disturbances very much upset trade with Persia last year, but now that things are more settled imports of tea are increasing. The Persian likes good tea, yielding a pale straw-colored liquor and having a delicate flavor. The poorer classes drink a great deal of tea, those who are addicted to opium smoking taking enormous quantities of it.

Consumption by the natives of India increases steadily. Tea seems to satisfy the native's craving for some stimulant and keeps him from resorting to the grog-shop.

Reports from Tibet are very interesting. Almost the whole of the immense quantity of tea consumed there has been supplied, hitherto, in the form of bricks by China. The Indian Tea Cess Committee has, however, turned its attention to this market, with the result that a trade has been established with Tibet, which is most valuable to the British planter. There have been great complaints lately of adulteration of the "bricks" made by the Chinese and Japanese. It seems likely that if British planters will supply "bricks" of pure tea at a moderate price, they may get almost the whole of the Tibet trade into their hands.

Turning from the question of consumption to that of supply, we find that In-

dia has exported 18,000,000 lbs. more in 1906-7 than she did in 1905-6. The surplus has been easily absorbed by the increased consumption at home and abroad.

During the year 1906-7 Ceylon has produced very little more tea than in 1905-6, and has exported less to the United Kingdom. A good many Ceylon planters are turning their attention to rubber, which may eventually prove a more profitable object of cultivation than tea, though, as the demand for Ceylon tea is increasing so much, it is unlikely that all growers will give it up in favor of rubber.

Great efforts have been made lately to prove that Chinese tea is more wholesome than Indian and Ceylon, and to push its sale; but in spite of these endeavors consumption of China tea in Europe, America, and Australia steadily declines. The percentage of China tea consumed in the United Kingdom is lower than ever, being only about 2.2 per cent.

Exports from Japan have on the whole decreased, particularly to North America. The Japanese are not, however, letting their trade slip out of their hands without making strong efforts to retain it and to develop it in other directions. They are endeavoring, with the assistance of Government, to improve their methods of production.

The production of tea in Java makes steady progress. In ten years it has increased 190 per cent.

The amount of tea produced in other parts of the world than those already mentioned is still very insignificant.

We have ventured the opinion that the consumption of tea may be taken as a test of the prosperity of the country. It is also clear that its expanding consumption by other countries increases the prosperity of our fellow-countrymen in India and Ceylon. The British planter has for some years had a hard struggle for existence, but his prospects are brightening now. With a somewhat lighter duty at home and increasing consumption abroad (the latter being entirely due to his own untiring exertions in exploiting new markets) he may hope in the future for a fairer reward for his labors than has been his lot of late, and no one will deny that he deserves it.

BROOKE, BOND & CO., Ltd.

THEY'RE OFF.

Wm. Dobie, president of the E. W. Gillett Co., who is motor-touring Europe, in company with J. C. Eaton, president of the T. Eaton Co., Dr. Adam Beattie, H. F. Barker, late manager of the Harry Webb Co., and their wives, writes to The Canadian Grocer from London, England:

"Got here week before last. Motored from Manchester, (190 miles). Roads, weather and country are fine. All well.

"Yours,
"W. D."

CARMAN-ESCOTT CO. MOVE.

The Carman-Escott Co., Winnipeg, have moved their offices from the Union Bank Building to the new Bright and Johnston building, on Bannatyne avenue, where they now have extensive warehouse accommodation.

FO

Prices Stea

The tender wards. Spli and pot bark and America each. In fee ing. Pressed chined \$1 in also down. now offering bushel. This cial oats, w year usually In the pro took place la ter. There i among the c higher. The during the w to the deman creamery p changed. Ch eral are som vanced again 9 to 9½ cent

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It is gener will soon put cents, as the them at 7 c ing now. O which was w the advance sible for keep as they refu when asked t ers.

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Fowl and c ly and prices of all kinds prices about year.

There is st about the o flicting repor that the loss

The credito Stanley, who cently and n spectors R. Kay. A divi

FOODSTUFFS NEWS OF NEW BRUNSWICK

Prices Steadily Advancing—The Produce Markets—Is Butter Cornered?—Heavy Rot in Potato Crop—Assignment of John A. Humble.

(Special Correspondence of Canadian Grocer.)

St. John, N.B., Nov. 4.

The tendency of prices is still upwards. Split peas have advanced 25c, and pot barley 50c. Domestic mess pork and American clear have advanced 25c each. In feeds, middlings are still soaring. Pressed hay in small lots has declined \$1 in value. Ontario oats are also down. Some provincial oats are now offering at from 60 to 62 cents a bushel. This is a big price for provincial oats, which about this time of the year usually sell for 40c to 45c.

In the produce line no further change took place last week in the price of butter. There is an undercurrent of feeling among the dealers that it will not go higher. The supply was a little larger during the week, but no more than equal to the demand. Present price is 37c for creamery prints. Eggs are also unchanged. Chickens and poultry in general are somewhat easier. Pork has advanced again and is now held at from 9 to 9½ cents a pound.

From Harvey station comes the following report: "The cold snap of last week did considerable damage to potatoes here. The frost in some places was heavy enough to destroy them in the ground, but most of the damage was done to potatoes temporarily stored in barns and outhouses. Upward of 1,000 barrels were shipped to St. John from this station last week."

It is generally believed that the bakers will soon put the price of bread up to 8 cents, as there is very little profit for them at 7 cents, the way flour is selling now. One of the largest bakeries, which was well supplied with flour when the advance came, is said to be responsible for keeping the price down so long, as they refused to make the advance when asked to do so by the other dealers.

In connection with the abnormal prices of butter it is whispered that some companies have been buying all summer in the up-river counties until they have practically cornered the market and that one company alone has now in bond more than twenty tons of dairy butter of inferior quality, which is being worked over and sold as its own product.

Fowl and chickens are coming in freely and prices are reasonable. Vegetables of all kinds are fairly plentiful and prices about as usual for this time of year.

There is still a feeling of uncertainty about the outlook for potatoes. Conflicting reports come in, but all agree that the loss from rot will be heavy.

The creditors of John A. Humble, of Stanley, who lately assigned, met recently and received the report of Inspectors R. B. Hanson and J. D. McKay. A dividend of 37 cents on the dol-

lar was declared and accepted. The liabilities were placed at \$16,700, and the assets at \$7,000. Much satisfaction was expressed with the work of the inspectors and they were voted \$100 each.

Mr. and Mrs. Louis Green celebrated the silver anniversary of their wedding Oct. 23. Many friends called to extend congratulations. Mr. Green is one of the leading tobacconists of the city.

STUDY YOUR TRADE.

It takes enthusiasm to make a successful grocery clerk. I believe that the clerk who makes a success of his work and builds well for the future should be willing to work long hours, if necessary.

There is always something to do around a grocery store. The clerk should always be busy. He is forming habits. Loafing is a poor one to form. Industry is better. It is rarely necessary to look for work around a store, as the opportunity is usually in plain sight. When it is not the clerk should get his spyglass to work, says Northwest Trade.

Section hands keep their eyes on the boss. They work where he points. The clerk should never imitate the section hand. He should not wait for the proprietor to "point."

The clerk who cannot unpack a case of goods and arrange them on the shelves carefully and neatly cannot take an order straight or fill it properly.

Careless in one duty, he will be careless in another. Such clerks are more likely to be sitting on the counter, complaining of small wages, than the more active and up-to-date clerk.

To be faithful in small things includes the proper tying of parcels. Make them neat and secure, and make them as attractive as possible. This counts with the customer.

Study the trade and try to please them, cranks and all. Remember that every crank has a soft spot. Try to reach it. Ask yourself: "Am I selling my trade all the goods they use? If not, why not?" Then go after the business. If you have all of Mrs. S.'s trade but the butter and coffee she uses, endeavor to get that. You may be able to please the first 20 of your customers every time. The 21st may be the crank which all of the other clerks dodge. Once you get the crank with you, a big point has been gained. Hold your temper. Be serene if the crank gets mad. Slide around the rough corner in his or her makeup. Don't argue.

Do not forget that prompt service covers a multitude of sins. Courtesy costs you nothing and makes money always. The best advertisement any merchant can have is a reputation for prompt service and courtesy. The more people you please, the more you can sell goods to. Pleasing is one of the arts of business, and business is your mission in the store.

Sell goods to those customers who pay promptly. Take orders from those who have a big balance left on the books each month. Never tire presenting the merits of your lines to the gilt-edged customers. That is the fertile soil in which your trade will grow into dividends.—Retail Grocers' Advocate.

"They'll transform your store and transform your business, too."

"WALKER BIN" FIXTURES

A large Western Departmental Store writes:

"THEY (WALKER BINS) ARE SPLENDID SILENT SALESMEN; OUR GROCERY BUSINESS HAS INCREASED OVER 50 p.c. SINCE WE INSTALLED THEM. WE CONSIDER THE MONEY PUT INTO THEM TO BE A SPLENDID INVESTMENT."

Write for Illustrated Catalogue.

The Walker Bin & Store Fixture Co.

BERLIN ONT.

Limited

Representatives:

Manitoba—Stuart Watson & Co., Winnipeg, Man.

Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."

It isn't so much a question of "Getting Along"
 ---the other fellow may get along so much faster
 that you won't be
What you want to do
Your best asset

"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all its costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.



SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

No. 97 Pump costs \$6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.
 Philadelphia, U.S.A.

COLES Electrically Driven Coffee Mills
 Single and Double Grinder Pulverizing and Granulating

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

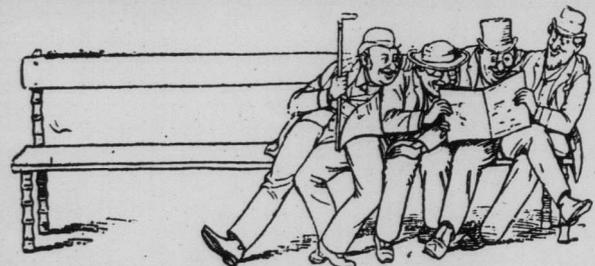


Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
 Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.



INTERESTING TO ALL

Every one who reads the BUSY MAN'S MAGAZINE is well pleased with it. A pretty strong recommendation, isn't it?

What is the cause of its great popularity? Because every article in it is SELECT, having been selected from the current issue of one of the leading magazines, because it was the most interesting and entertaining in that magazine.

This means the Busy Man's contains the Cream, the Choicest, and the Best appearing in the periodical press. Not a dull page in it; 140 pages of live, up-to-date reading matter in each issue: 1,680 pages per year.

It is the best home magazine published. It will interest every member of the family.

The cost of this many-in-one magazine to subscribers of The Canadian Grocer is only \$1.50 per year.

Have your subscription commence with the November issue, which is the strongest number yet published.

The Busy Man's Magazine - - - Toronto

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

DELAY IS COSTING MONEY



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

Any one of the thousands of retail grocers using the

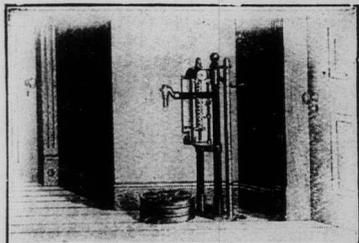
Perfection Cheese Cutter

will tell you of its merits.

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

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

Oil Sales and Cleanliness



Cut 11—PUMP INSTALLED
All you see of a Bowser Cellar Outfit

Sounds impossible, doesn't it? But with the Bowser Self-Measuring Oil Tank oil can be handled in just as clean a manner as sugar.

It's Accomplished in This Way

Your customer brings in a can for a gallon of oil. All that is then necessary is to hang that can under the nozzle of the Bowser Pump, set the indicator for one gallon and give the handle one stroke. When exactly the right quantity is in the can, the pump automatically stops. Other amounts measured in the same way.

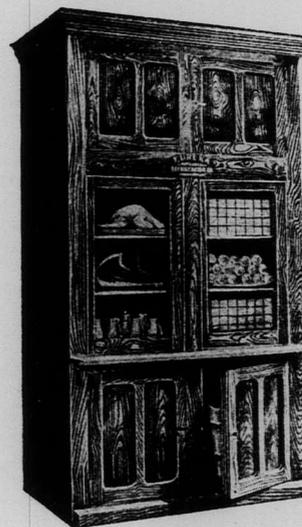
There's no drip and no overflow, no hands to wash, no can to wipe off, no floor to clean up.

The Bowser is also economical, convenient and safe, and a time and labor saving device.

SEND FOR CATALOG B.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."



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

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,
77 Front Street East, Toronto

Twine, Paper Bags
and Jute Goods.

Phone Main 5548

BIRKMYER'S WATERPROOF FLAX-CANVAS



Thousands in use. Best waterproof in the country.

Just as cheap as the common ones, but infinitely better.

For Horses, Waggon, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa Toronto Montreal
201 Sparks St. 125 Simcoe St. 28 St. Peter St.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

To the Wholesale Trade

We offer to arrive within 10 days.

Finest Selected Valencias

Packed by **Julian Monfort, Gata**

Table Raisins and Loose Muscatels

22 lb. boxes and 1/4 flats.

Packed by **Thornton & Co., Malaga**
Purveyors to H. M. King Alfonso.

Santa Clara Prunes

All sizes, 50 and 25 lb. boxes.

Packed by **Guggenime & Co., San Francisco.**

Garden Grown Erbelli Figs

10, 12, 20, 28 lb. boxes.

Packed by **G. J. Calothi, Esq., Smyrna.**

Bordeaux Shelled Walnuts

Extra halves.

Quality will be a revelation to those who have not handled these brands before—
prices below today's import quotations.

MACLAREN IMPERIAL CHEESE CO., Limited

Agency Department

TORONTO.

Quot
The
responsibl
Grocer, at

Diamond—
1 lb tins, 2 doz
1 lb tins, 3
1 lb tins 4

Imper
4-doz
3-doz
1-doz
3-doz
1-doz
4-doz
1-doz



Royal—Dime
1 lb ..
6 oz ..
1 lb ..
12 oz ..
1 lb ..
3 lb ..
5 lb ..
Barrels—Whe
cent. disc

CLEVEL

Leeland s—

Barrels—Whe
cent. disc

Crown Brand
1 lb. tins, 2 doz
1 lb. " 2 "
1 lb. " 4 "

Keen's Oxford
In 10-box
Gillett's Mam

JAME

5a size
2a size

Wheat OS, 2-
" " 7.

Meat of Whe
Wheat OS, 1
Pickaninne

Choc

THE

Cooca—

Perfection 1
Perfection,

" 1

" 1

Condensed co

Soluble, bul

London Per

Special quota

QUOTATIONS FOR PROPRIETARY ARTICLES

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

Nov. 8, 1907.

Baking Powder.

W. H. GILLARD & CO

Diamond—		
1 lb. tins, 2 doz. in case	\$2 00
1 lb. tins, 3 " "	1 25
1 lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

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

MAGIC BAKING POWDER

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

ROYAL BAKING POWDER.

Size	Per Doz.
Royal—Dime	\$0 95
1 lb.	1 40
3 oz.	1 95
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	15 60
5 lb.	22 35

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

CLEVELAND'S BAKING POWDER.

Size	Per Doz.
Cleveland—Dime	\$0 95
1 lb.	1 33
3 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	15 20
5 lb.	21 65

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

T. KINNEAR & CO.

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

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1/2 gross box	2 00

JAMES' HOME BLACK LEAD.

5a size	Per gross
2a size	\$1 40
	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 06
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	doz. 1 00
" " Pancake Flour,	" 1 00
" " Pastry Flour,	" 1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	\$4 50
Perfection, 1-lb., per doz.	2 60
" " 1 lb.	1 40
" " 1 lb. size	0 90
Condensed cocoa, cream and sugar, doz.	2 35
Soluble, bulk, per lb.	0 22
London Pearl per lb.	0 24
Special quotations for Cocoa in bbls., kegs, etc.	



Chocolate—
Queen's Dessert, 1-lb. cake, 12-lb. boxes per lb. \$0 38
Queen's Dessert, 6's, 12-lb. boxes, lb. 0 41
Vanilla, 1-lb., 12-lb. boxes per lb. 0 35
Parisian 8s per lb. 0 30

The following sweetened for household purposes:

Royal Navy, 1/2's, 12-lb. boxes per lb.	0 33
Diamond, 1/2's, boxes per lb.	0 28
Perfection, 2c. size, 2 doz. in case per oz.	\$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90

Things for cake—
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz. 1 75

Chocolate—	
Marie buds, 5-lb. boxes, lb.	0 35
Vanilla wafers	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes lb.	0 78
" " 2's, nonpareils	0 28
Ginger, 5-lb. boxes, lb.	0 39
Milk sticks box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S

Chocolate—	
Caracac, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 29
Fry's "Diamond," 1/2's, 14-lb. boxes	0 44
Fry's "Wongram," 1/2's, 14-lb. boxes	0 44

Cocoa—	
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1 lb.	4 50
" " 1 lb.	8 25

Homeopathic, 1/2's, 14-lb. boxes
" " 1/2's, 12-lb. boxes

EPF'S

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

BENSCHORF'S COCOA

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

JOHN F. MOTT & CO.'S

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



Elite, 1/2's (for cooking)	Per lb. \$0 32
Prepared cocoa, 1/2's	0 30
Prepared 1/2's	0 28
Mott's breakfast cocoa, 1/2's	0 40
" " 1/2's	0 38
" " No. 1 chocolate, 1/2's	0 32
" " Navy, 1/2's	0 28
" " Vanilla sticks, per gross	1 00
" " Diamond chocolate, 1/2's	0 24
" " Confectioner's chocolate, 1/2's	0 31
" " Sweet Chocolate Liquors, 2 1/2c. to 0 35	

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	Per lb. \$0 43
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 47
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes	0 30
Caracac Sweet chocolate, 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes, 6-lb. tins	0 47

Soluble cocoa (hot or cold soda)
1-lb. tins 0 45
Cracked cocoa, 1-lb. pkgs., 6-lb. bags 0 38
Caracac tablets, 100 bundles, tied 5s, per box 3 00
The above quotations are f.o.b. Montreal
WALTER M. LOWMEY CO.

Canadian Branch, 165-171 William St. Montreal
Breakfast cocoa— Per lb.
5-lb. screw cap cans, 10 cans in case, 4 c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 42c.
6-lb. boxes, 12 boxes in case, 1-lb. tins, 42c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins, 43c.
12-lb. boxes, 6 boxes in case 45c.

Sweet cocoa powder—
12-lb. boxes, 6 boxes in case, 1-lb. tins, 35c.
6-lb. boxes, 12 boxes in case, 1-lb. tins, 35c.
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.

Premium chocolate—
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 38c.
6 lb. boxes, 12 boxes in case, 1-lb. pkgs., 38c.

Milk chocolate—
50-cent pieces to box, per box \$1.75
Vanilla sweet chocolate—
50-cent pkgs., in box \$1.75
6-lb. boxes, 12 boxes in case, 1-lb. tins, 30c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 30c.
Diamond sweet chocolate—
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 26c.
6-lb. " " 12 " " in case, 1-lb. " 26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.
Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.
1 lb. packages 0 26
1 lb. " 0 27
1 lb. " 0 28
1 and 1/2 lb. packages assorted 0 26 1/2
1/2 and 1 lb. " " in 5 lb. boxes 0 27 1/2
1/2 lb. " " in 5 lb. boxes 0 28
1 lb. " " in 5, 10, 15 lb. cases 0 31

Bulk—
In 15 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.
White Moss, fine strip. 0 19 0 21 0 17
Beat Shredded 0 12 0 15 0 15
Special Shred 0 17 0 15 0 15
Ribbon 0 19 0 17 0 17
Macaroon 0 17 0 15 0 15
Desiccated 0 16 0 14 0 14
White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.
"Eagle" brand (4 doz.) \$6 00 \$1 50
"Gold Seal" brand (4 doz.) 5 25 1 35
"Challenge" brand (4 doz.) 4 30 1 10
Evaporated cream—
"Peerless" brand evap. cream 4 75 1 20
" " hotel size 4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) \$4 65
"Reindeer" brand per case (4 doz.) 5 60



Coffees.

THE 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 and 1 lb. tins, ground 0 22
English Breakfast, 1 lb. tins, ground 0 18

THOS. J. LIPTON

retail wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole 0 40 0 30

JAMES TURNER & CO.

Mocha \$0 32
Damasque 0 28
Cairo 0 30
Sirdar 0 17
Old Dutch Rio 0 12 1/2

E. D. MARCEAU, Montreal. Per lb.
"Old Crow" Java \$0 25
" " Mocha 0 27 1/2
"Condor" Java 0 30
Arabian, Mocha 0 30
15-year-old Mandehling Java and hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 45 tins per case, per doz. 2 50
Madam Huot's coffee, 1-lb. tins 0 32
" " 2-lb. tins 0 62
100 lb. delivered in Ontario and Quebec Rio No. 1 0 15



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

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Lafamme, Montreal and Toronto.
5 oz. bottles, 4 doz. per doz. 1 75
10 " " " " 3 00
Rep. quarts, 1 " " 6 50
Imp. 1 " " 9 00

Cheese



Imperial—Large size jars... per doz. \$8 25
Medium size jars " 4 50
Small size jars " 3 40
Individual size jars " 1 00
Imperial holder—Large size " 18 00
Medium size " 17 00
Small size " 12 00
Roquefort—Large size " 1 40
Small size " 2 40

Coupon Books—Allison's.

sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.
Un- Covers and
num. Coupons
bered. number ed
In lots of less than 100 books, 1 kind assorted. 4c. 4c.
100 to 500 books 3c. 4c.
100 to 1,000 books 2c. 3c.

Allison's Coupon Pass Book.

00 to \$3 00 books 3 cents each
00 books 4 " "
10 00 " 5 " "
15 00 " 6 " "
20 00 " 7 " "
25 00 " 8 " "
30 00 " 12 " "

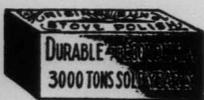
Cleaner.

BRUNSWICK'S EASYBRIGHT
CLEANER
Wholesale Agent,
The Davidson & Hay, Limited, Toronto
Per doz.
4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00

A Guarantee that is Worth Something

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

Lucky Cannery

We know of some cannery with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising cannery.

We have special facilities
 for storage of Canned Goods, Teas,
 Coffees and all Grocer's Sundries,
 Wines, Liquors, etc.

Deliveries and transshipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co.

12-38 Grey Nun Street, MONTREAL

LIMITED



27 Front St. East,
 TORONTO

Borden's Brands

"Eagle Brand" Condensed Milk
 "Peerless Brand" Evaporated Cream

Leaders a long way ahead because merit has placed them there.

Watch your trade in milk products
 grow if you handle Borden's Brands.

WM. H. DUNN, Agent

394-396 St. Paul St.,
 MONTREAL



(Unsweetened)



Ext:
 LAPORTE,
 'Vita' Pasteurize
 Bottles 1-oz., c
 " 2 " "
 " 4 " "
 " 20 " "
 " 20 " "
 THOM
 Prices on applic
Inf
 Rob :son's patent
 " "
Jams
 BATER'S WHOLE
 Agents, Rose &
 1-lb. glass jar, scre
 THOM
 Prices on applic
 T. I
 Compound Fruit
 12-oz. glass jars, 24
 2-lb. tins, 2 doz. in
 5 and 7-lb. tin pai
 crate.....
 7 and 14-lb. wood
 30-lb. wood pails
 Compound Fruit, 1
 12-oz. glass jars, 24
 2-lb. tins, 2 doz. in
 7 and 14-lb. wood
 30-lb. wood pails...
 Home Made Jams
 1-lb. glass jars (16
 case.....
 5, 7, 14 and 30-lb.

THE N. K. FAIRB
 LARD

THE A 1 SAUCE

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

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

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



Extract of Beef.
LAPORTE, MARTIN & CIE, LTD.
Vita' Pasteurized Extract of Beef.
Per case.
Bottles 1-oz., case of 2 doz \$3 20
" 2 " " 1 " " 3 00
" 4 " " 1 " " 4 50
" 20 " " 1 " " 4 75
" 20 " " 1 " " 9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.
Robinson's patent barley 1-lb. tins \$1 25
" 1-lb. tins 2 25
" groats 1-lb. tins 1 25
" 1-lb. tins 2 25

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and
Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in
crate per lb. 0 07 1/2
7 and 14-lb. wood pails per lb. 0 07 1/2
30-lb. wood pails 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb. 0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate
per lb. 0 07 1/2
30-lb. wood pails per lb. 0 07 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in
case per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb. 0 12

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.



Tierces \$c 10 1/2 20-lb. tins 2 18
1-bbls. 0 11 1/2 Cases 3-lb. " 0 11 1/2
Tubs, 60 lbs 0 11 1/2 " 5-lb. " 0 11 1/2
20-lb. Pails 2 28 " 10-lb. " 1 1 1/2

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 25
" Ringed " 5-lb. boxes per lb. 0 40
" Acme " pellets, 5-lb. cans per can 2 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans per can 2 00
Licorice lozenges, 5-lb. glass jars 1 75
20 5-lb. cans 1 50
" Purity " licorice 10 sticks 1 45
" 100 sticks 0 75
Dulce large cent sticks, 100 in box 0 40

Lime Juice.
BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and
Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Lafamme, Montreal and
Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " 1 85
THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).
GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 60
3 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.
Wethery's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.
GOLMAY'S OR KEEB'S.
D.R.F., 1-lb. tins per doz. \$1 40
" 1-lb. tins 2 50
" 1-lb. tins 5 00
Durham 4-lb. jar per jar. 0 75
" 1-lb. jar 0 35
F.D. 1-lb. tins per doz. 0 25
" 1-lb. tins 1 45

E. D. MARCHEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins per lb. \$0 35
" 1-lb. tins 0 23
" 1-lb. tins 0 22 1/2
4-lb. jars per jar 1 20
1-lb. jars 0 35

Old Crow," 12-lb. boxes—
1-lb. tins per lb. 25
" 1-lb. tins 0 23
" 1-lb. tins 0 22 1/2
4-lb. jars per jar 0 70
1-lb. jars 0 25

Olive Oil.
LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pts. 24's 6 50
" 1-pt. 24's 4 25

Orange Marmalade.
T. UPTON & CO.
12-oz. glass jars, 2 doz. case per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case,
per doz. 1 75

THOMAS J. LIPTON
Prices on application.

Sauces.
PATERSON'S WORCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75
THOMAS J. LIPTON
Prices on application.

Soda.
DOW BRAND.

DWIGHT'S BAKING SODA
Case of 1-lb. contain
ing 60 packages pe
box, \$3 00.
Case of 1-lb. (con
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 30
1-lb. and 60 1-lb.
pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 90 pkgs., per
box, \$3

MAGIC BRAND. Per case.
No. 1, cases, 60 1-lb. packages \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " { 80 1-lb. " } 2 75
" { 60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

Soap and Washing Powders.
A. P. TIPPET & CO., Agents.
Maypole soap, colors per gross \$10 30
" black 15 30
Oriole soap 10 30
Gloriola soap 13 00
Straw hat polish 10 30

Starch
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches—
No. 1 White or blue, 4-lb. carton. \$ 0 07
No. 1 " 2-lb. " 0 07
Canada laundry 0 06
Silver gloss, 6-lb. draw-lid boxes. 0 08
Silver gloss, 6-lb. tin canisters 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kegs silver gloss, large crystal 0 08
Benson's satin, 1-lb. cartons 0 08
No. 1 white, bbls. and kegs 0 06 1/2
Canada White Gloss, 1-lb. pkgs. 0 06 1/2
Benson's enamel per box 1 50 to 3 00

Culina'y Starch—
Benson & Co.'s Prepared Corn 0 07 1/2
Canada Pure Corn 0 06 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" 1 " or blue, 4 lb. lumps 0 8 1/2

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 16
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 6 1/2
Finest Quality White Laundry—
2-lb. Canisters, cases of 48 lb. 0 07
Barrels, 200 lb. 0 06 1/2
Kegs, 100 lb. 0 06 1/2

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
6-lb. toy trunks, 8 in case 0 08
6-lb. enameled tin canisters, 8
in case 0 08
Kegs, ex. crystals, 100 lb. 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 08
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 60
Celluloid Starch—
Boxes of 60 cartons, per case 3

BATGER'S

Machine-cut Mixed Peel

In 1/2-lb. and 1-lb. Drums.

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

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In 1/2 and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

VALENCIA RAISINS

When Ordering

Ask for these Marks—
"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers

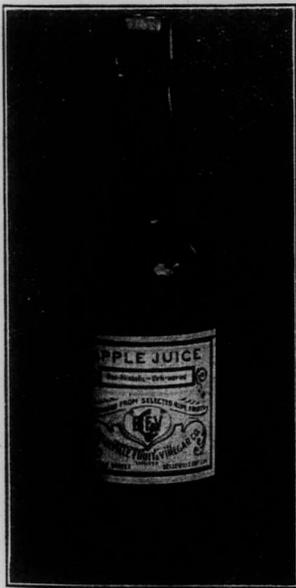
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Fine Off-Stalk

They will please you.

PACKED BY
MAHIQUES, DOMENECH & CO.
Agents: **Rose & Laflamme**
Montreal and Toronto

MONEY IN IT!



There is money to be made by every grocer who handles our

Pure Apple Juice

for drinking purposes. The quickest and most constant seller of its kind ever put on the market.

Write and Ask Us

about it, and about our other customer-pleasing lines.

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE - - - ONTARIO

MORE and MORE

The grocers and general merchants of Canada have to watch for every little extra profit on what they buy and sell.

There's Matches Now!

If you can make a larger profit by selling

Our Matches

as you certainly can, wouldn't you do so?

Find out how much you can save and make extra—A post card will bring you particulars.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

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Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Stevens-Hepner Co., Port Elgin, Ont.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

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Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.

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Acme Can Works, Montreal

Cash Sales Books
Carter-Crume Co., Toronto

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Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D. & Co., Glasgow, Scot.
Tuckett, Geo. E. & Son Co., Hamilton.

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ping, Etc.**
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Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestle's Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

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American Computing Co., Indianapolis,
Indiana.
Computing Scale Co., Toronto.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn Montreal.
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.
Brayley, J. M., Montreal

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Carter-Crume Co., Toronto

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Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

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Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
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Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
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Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

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Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London,
Eng.

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Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarondo, J. V., & Co., Bordeaux,
France.
Downey, W. P., Montreal
Fisher, Frederick & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinross, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everat, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Orlinton, London, Eng.
Walker, Hugh, & Son, Guelfph.
White & Co., Toronto.

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

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Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
MacKay, John, Ltd., Bowmanville, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinross, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

**Grocers' Grinding and Packing
Machinery.**
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

**Manufacturers' Agents, Brokers and
Commission Merchants.**
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Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfld.
Millman, W. H., & Son, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.
Improved Match Co., Montreal.

Meat Extract.
Tooth's Extract of Meat Co., London,
Eng.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wetley J. H., St. Catharines.

Office Supplies.
Orala, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal
Mason, Geo., & Co., London, Eng.
Paterson's—Rose & Lafamme, Montreal.
Taylor & Fringle, Owen Sound, Ont.

Poison, Rat.
Common Sense Mfg. Co., Toronto.

Polishes—Metal.
Majestic Polishes, Ltd., Toronto.
Oakley, John, & Sons, London, Eng.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.
Polishes—Stove.
Morse Bros., Canton, Mass.

Printing.
Bernard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
La Cie Des Savon Francais, Montreal.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Storage and Warehouses.
Terminal Warehouse & Cartage Co.
Montreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Brayley & Co., Montreal.
Ceylon Tea Association, New York.
Codville-Georgeson Co., Winnipeg
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kaiser Mfg. Co., Winnipeg.
Kit Coffee Co., Glasgow, Scotland.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montre 1
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal

Veterinary Remedies
Young, W. F., Montreal

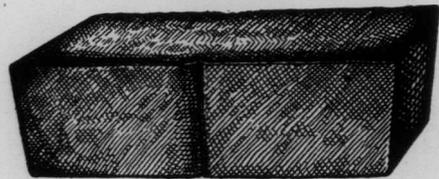
Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin

Wrapping Paper, Paper Bags.
Twine, Wood Dishes, Etc.
Thorns, A. M. & Co., Toronto

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



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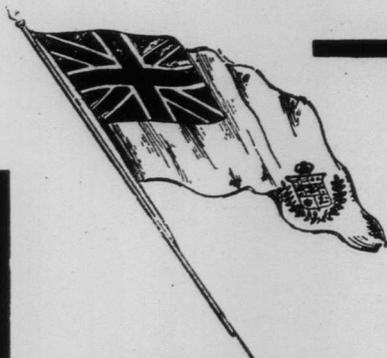
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