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NO. 47.



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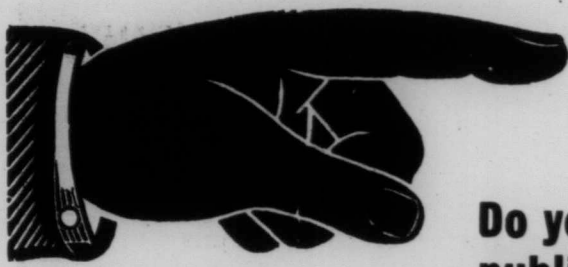
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Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

To Every Grocer

A
FREE
Sample
of

Marsala Wine

Just to show you personally that this famous wine has no equal as an ideal after-dinner beverage — something which your customers will appreciate.

If you order to-day note that the price is

\$7 a case and up

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

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, 67 St. Peter St.; Ontario, A. E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 106 Princess St.



Lea's

The Pickle with the
home-made
flavor

Turkey and Lea's Pickles make
the Christmas Dinner com-
plete. Have you secured your
Pickle for your Christmas
trade? Do so before it is too
cold to ship.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

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finnpeg.
Calgary
Edmonton.
Vancouver
E. Island

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real City,
St.; Que-
PeterSt.;
William
& Hickey

THE CANADIAN GROCER

NEW CROP NUTS

WALNUTS New Shelled
Grenoble, Marbot
and Bordeaux

ALMONDS
FILBERTS

PECANS and BRAZILS

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

FLATS
\$2.15



TALLS
\$2.00

Mr. Grocer

**Those are The Prices!
That is Your Guarantee!**

You see both at the top of this Ad. They apply to that renowned line of canned fish

QUAKER SALMON

which is unparalleled in Canada or elsewhere. Satisfied customers, a quick turnover and good profits are the results of handling this line.

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

**Symington's
"Edinburgh"**

Coffee Essence

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

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

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

Thos. Symington & Co.
EDINBURGH

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

JAPAN TEAS

Jobbers can always depend on getting best value
from

S. T. NISHIMURA & CO.,
MONTREAL

E. D. S. Brand Jams and Jellies



GUARANTEED
ABSOLUTELY
PURE

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

NEW NUTS—

Almonds, Filberts, Walnuts

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

The name

“Mackintosh”

applied to confections means

The Best

When toffee is the item it's

Mackintosh's Toffee

that alone stands out among
all other brands.

It's Mackintosh's always.

It's a ready seller now. Stock up.

William H. Dunn

Sole Agent

27 Front St. East
TORONTO

396 St. Paul St.
MONTREAL

Fruit Jars

Jar Rings

Butter Tubs

Butter Paper

Brooms, Brushes

Baskets

Walter Woods & Co.

Hamilton and Winnipeg

Counter Check Books The “Newear”

For quick operation of Carbon sheet. It has
other advantages. Something new. We are
sole makers.

Write for Sample.

THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

Mention this Paper.

We Distribute Cars

Ship your goods in car lots in our care, Mr.
Manufacturer, and we will distribute them
among your customers. We have a large
warehouse with excellent track facilities and
we make a specialty of this class of work.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne
Avenue East

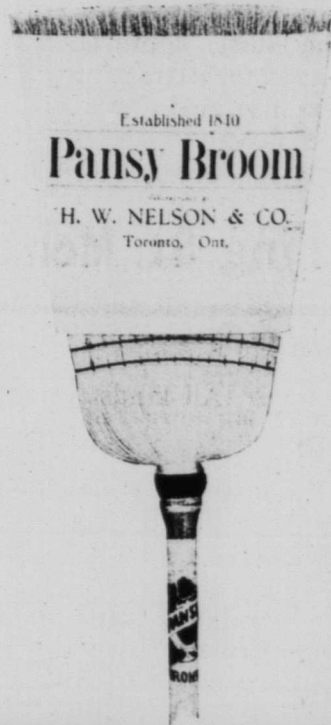
WINNIPEG, MAN.

Manufacturers' Agents and Brokers

Open to handle one or two more lines of groceries or fruit

ESTABLISHED 1840

It's Quality Pure and Simple that Sells the



"Pansy Broom"

We can sell you cheaper brooms if you want them; but there's more money for you and more satisfaction for your customers in selling the Pansy—the broom with the

Attractive Individual Wrapper.

Buy them from the makers.

H. W. Nelson & Co., Ltd.
Toronto

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

"Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED TINS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain, Limited, Toronto

Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.

Three Perfect Lines

These goods will appeal to you because of their undoubted high quality, the quick sales they mean, and the good profits they ensure.

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

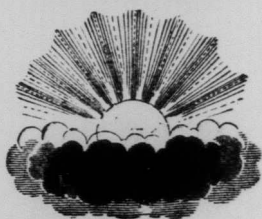
{ These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our CLUB JELLY POWDERS (with Club Cream in same packet) are popular sellers. Every progressive grocer carries them.

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

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
 Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.

HAMILTON



"They Make Real Good Jelly"

SHIRRIFF'S JELLY POWDERS

Absolutely Pure Thoroughly Reliable

IMPERIAL EXTRACT CO.

18-22 CHURCH STREET, TORONTO, CANADA

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

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

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie



Three
times the
quantity
of Soap

It is a fact that one tin of "Snap" does the work of three times the quantity of soap in hand cleaning. The dirtiest, greasiest, paintiest hands become clean instantly when "Snap" is used. Leaves the skin soft and white and never hurts even the most delicate skin.

You ought to handle

"SNAP"

The price is reasonable the profit good.
Ask your jobber.

The Snap Company Limited

Montreal, - Canada

Brooke Bond's Packet Teas.

Have you considered what you will gain by dealing with us?

We buy our tea direct, in the countries of production, for cash.

All the money goes for tea and for absolutely necessary service.

Our own profit is a fixed fractional percentage on the cost.

The rule of our business is to give our customers every advantage we can and yet remain safe ourselves.

May we send you samples?

Agents for Western Canada:

Messrs. Hamblin & Brereton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.

WAGSTAFFE'S

Fine Old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95½c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

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

Yours truly,

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

TIRED OF SUCH POOR 25c. TEA

She Went to His Competitor for Something Better

Do you know that while you are hunting for some kind of a tea to sell at 25c.—anything that “will do”—you are slowly but surely driving your trade into your wide-awake, up-to-date competitor's store? If you have no complaints, don't be too sure your customers are satisfied. It is easier to try another store.

A prominent grocer told the writer a short time ago that Mrs.—— (his competitor's customer) came to his store and said she did not like the 25c. tea she was getting from her grocer. He realized his opportunity and sold her a 30c. tea, and has sold her ever since.

Her grocer was anxious to please her by selling her a 25c. tea, even when he knew it was very inferior to what he had sold her in the past, and his competitor got his customer.

WHY DON'T YOU SELL A BETTER TEA?

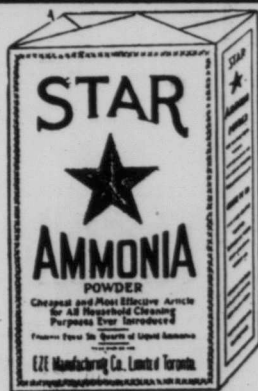
Be honest with your customers—explain the advance in price—talk **quality instead of price**, and don't let your competitor sell your customers their tea.

When recommending Red Rose Tea or Estabrooks' Bulk Blends to your customers you can depend on them being the same high quality as in the past.

Just write a Post Card **to-day** for a case of tea or samples of any grade.

BRANCHES,
TORONTO OFFICE, 3 Wellington St. E.
WINNIPEG OFFICE, 315 William Ave.

T. H. ESTABROOKS,
St. John, N.B.



Its Merit Brings Repeat Orders

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG



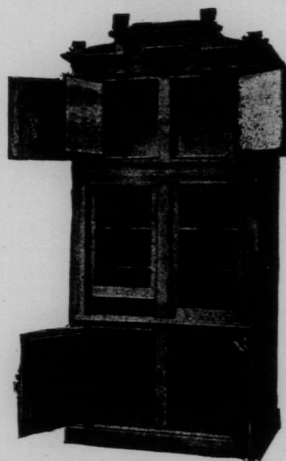
"Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK

EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Driest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue

John Hillock & Co., Ltd., 154 George St., Toronto



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

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

Men Who Sell Things

by WALTER D. MOODY

Business Manager of Chicago Ass'n. of Commerce.

This "Salesman's Blue Book," written for Manufacturers, Merchants, Employers, and all Sellers of Goods, gives the author's Observations and Experiences of over 20 years as Travelling Salesman, European Buyer, Sales Manager and Employer. It shows "HOW TO INCREASE THE EFFICIENCY OF YOUR SELLING SERVICE" and "HOW TO INCREASE YOUR BUSINESS." Adopting these up-to-date suggestions means MONEY FOR YOU. Three of the 22 subjects are: The Order Taker, Right Kind of Salesman, Letters to the Trade.

295 pp. Net \$1.00. By Mail \$1.10.

TECHNICAL BOOKS

10 Front St. East, Toronto

The Condensed Ads. in The Canadian Grocer bring results

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



Beat It if you can.

80^{c.}

DOZEN.

The Gilmour Co'

934 De Montigny St.

MONTREAL

Tartan

BRAND

COMPLETE STOCK FALL GOODS

Raisins—Valencias, Sultanas, Seeded Muscatels, Malagas.

Currants—Vostizza, Patras, Amalia, and finest Filiatra.

Figs—All sizes, Pulled and Flat, also Natural and Taps Comadra.

Dates—Bright Halowees, Fancy Halowees, Fards and packages.

Evaporated—Peaches, Apricots, Plunes, Apples. Nuts, Peels, Shelled Almonds, Walnuts, etc.

Long Distance Phone 596, kept specially for outside customers or see our travellers for quotations.

BALFOUR, SMYE & CO.

Wholesale Grocers,

HAMILTON



We would advise our Grocery friends not to neglect their

BRUSH STOCK

You can make a larger percentage of profit on this line than on most lines handled in a grocery store. See that your stock of Brushes is well assorted and push the Keystone Brand.

Manufactured by

Stevens-Hepner Co., Ltd.

Port Elgin, Ontario

Canadian
Grocer
Want
Ads
Two
Cents
a
Word



The Most Powerful of All Selling Arguments of

BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream

are their absolute purity, cleanliness in preparation, healthfulness and reliable uniformity. The new Canadian factory at Tillsonburg is the most perfect in the world. Remember to buy Borden's "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. Every jobber sells them.



WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

Unsweetened

British Columbia Buyers

PLEASE NOTE THAT

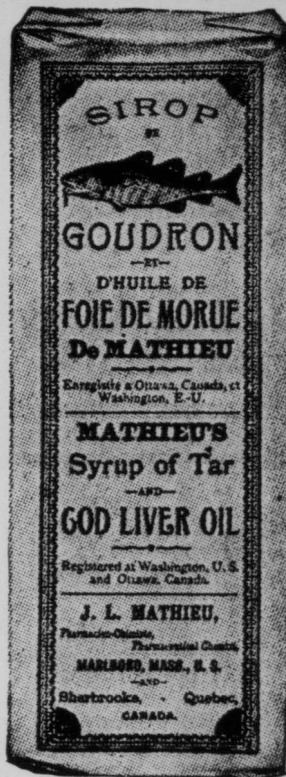
TODHUNTER, MITCHELL & CO.
TORONTO

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

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

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

GET AFTER IT HARD

The trade of grocers in Ottawa and vicinity is well worth cultivating. Put in a stock here. It is the only way to properly take care of this district.

WE WILL CARRY YOUR GOODS AT REASONABLE RATES. All Railway connections. Advantageous insurance rates. Every accommodation.

WRITE THE MATTER OVER WITH US

The Dominion Warehousing Co.

J. R. Routh, Manager

52 Nicholas St., OTTAWA



THE PEOPLE NEED H. P.

Bright, "live," aggressive Canadian advertising will send the people to the stores for H. P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H. P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

W. G. Patrick & Co., Toronto and Montreal.
Georgeson Co., Ltd., Calgary, Alberta.

R. B. Seaton & Co., Halifax, N.S.
Ellis & Co., Ltd., St. John's, N.F.

Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., LTD., BIRMINGHAM AND LONDON, ENG.

MINCE MEAT

The season is now when the demand for mince meat begins to assume large size. If you would command the best trade of your community keep well stocked with

Lytle's Mince Meat

than which there is none better.

Made in Canada by

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The **Canada Sugar Refining Co., Limited**

MONTREAL

HOW TO FREE HIGH HALLS OF DUST-WEBS



THE **Ideal Duster**

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.
BRITISH DEPOT: 2 Hope Chambers, Liverpool



THE MCGREGOR PAPER BAG HOLDER.

HAVE YOU ONE OF THE **MCGREGOR PATENT PAPER BAG HOLDERS**

IF NOT—WHY NOT.

175 Borden St., - Toronto

ESSEX BRAND

Essex garden-farms have a reputation all over Canada for the quality of their fruits and vegetables, and Essex farmers know how to use every advantage of favorable soil and climate. The result shows itself in the unquestioned superiority of

Essex Canned Goods

which are famous east and west for their natural flavor and wholesomeness. It is worth your while to know that we do not employ Indian or foreign labor, and that our kitchens are clean and attractive at all times, and open for inspection. You run no possible risk in pushing the Essex Brand. It is "second to none."

The Essex Canning & Preserving Co.,

ESSEX

ONTARIO

LIMITED

I OFFER

for prompt shipment new season's
SPANISH, FRENCH, JAPANESE AND BRITISH

PEANUTS

Shelled and in Shell. Samples and prices from

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

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

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. "Balmoral"
sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR

MONTREAL

Everybody knows that

2 in 1



is the best
Shoe Polish
on earth

We advertise extensively and effectively. And when a person once uses 2 in 1, he or she is a "2-in-oner" for good and all, because the genuine merit of the article constrains.

The F. F. DALLEY CO., Limited

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

*You Can Buy White Dove
Cocoanut in*

PAILS



Our 15 or 20 lb. pail.

*A convenient
package for*
GROCERS



A Practical Package.

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

Agents:

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

MANUFACTURED BY

W. P. DOWNEY

24 and 26 St. Peter Street,

MONTREAL

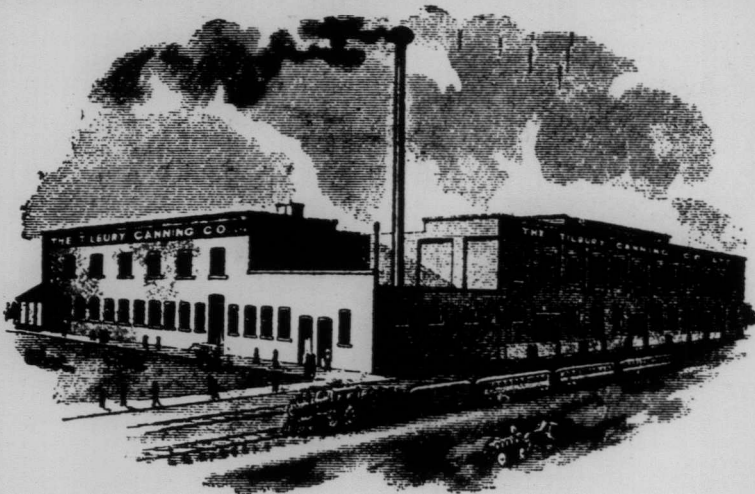
STOVE POLISH

A good Black Lead is the best form of Stove Polish

JAMES DOME

is the best in the world. Sort up your stock and send in your order for Fall trade.
All jobbers carry it.

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



"Tilbury Brand" Canned Goods

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

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

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

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

The Tilbury Canning Company, Limited, **Tilbury,**
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

THE CANADIAN GROCER

ESTABLISHED OVER 200 YEARS

HAMPION'S

**IS THE BEST
VINEGAR**

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



**“WHITE SWAN GOODS
ARE GOOD GOODS”**

— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICE AND CEREALS LIMITED

SUCCESSORS TO THE ROBERT GREIG CO. LIMITED

TORONTO

Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

Allredie Plum Pudding

- ☞ Here you are, Mr. Grocer! Just what you have been looking for. Something the housewife wants—a quick dessert, yet satisfying.
- ☞ Seasonable all the year round. This is the time to push it particularly.
- ☞ It's just what the name implies.
- ☞ Sold in attractive packages, 3 dozen to the case.
- ☞ You sell it at a popular price. Good profit. Everybody buys it.
- ☞ One package makes sufficient for six persons.

N.B.—We will deliver to any railway station in Ontario, 5 case lot, freight prepaid.

Order for Xmas Trade To-day

Allredie Pure Food Co.

of Canada, Limited

Bridgewater - Nova Scotia

A. H. Brittain & Co., Montreal Agents



Further Snaps

Wrapping Paper has advanced

We offer: Hardware Fibre, rolls at - - - - - 3 3/4c
 White Wrapping, rolls at - - - - - 2 3/4c
 Red Brown, rolls at - - - - - 3c
 Grey, rolls at - - - - - 2 1/2c

Celery Relish, 18 ounce round bottles, at 85c in cases of 3-dozen
 C. & B. Mushroom Catsup, Pints, at - - - - - \$2.75
 Absolutely Pure Ground Cloves, 10 lb. boxes at - - - - - 17c
 Everedy Cold Water Starch, 12 oz. boxes, 50 packages at - - - - - \$3.00

James Turner & Co., Limited

Hamilton, Ontario

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Evidence Completed in the Guild Case

The Argument Will Be Heard at Osgoode Hall in About Two Weeks' Time—Last Thursday and Friday Saw Important Development in Case for Defence—Prominent Witnesses Explain Statements Made in Crown's Evidence—Mr. Beckett Denies Charges of Indictment in Toto.

The whole story, or all that is likely to be, is told. With the close of the cross-examination of H. C. Beckett, chief witness for the defence, on Friday afternoon last, the evidence in the Guild case was complete. All that remains now is the argument and the judgment, and this will probably come in the course of a couple of weeks.

In last week's issue the evidence of the defence witnesses up to Wednesday afternoon, Nov. 11, was given. Thursday and Friday were most interesting and important days in the case, from the fact that the chief witnesses for the defence were put in the box and again, because statements made by crown witnesses in the early days of the trial, which looked rather damaging for the defendants, were in almost every case either explained or denied.

Thursday saw the examination of W. H. Rowley, president of the E. B. Eddy Co., Hull; R. L. Innes, secretary-treasurer of the Canadian Canners; E. M. Trowern, Dominion secretary of the Retail Merchants' Association; Col. John I. Davidson, of Davidson-Hay, Toronto, A. H. Thompson, of the Canada Sugar Refining Co., Montreal; H. N. Kittson, of W. H. Gillard & Co., Hamilton, and Thos. Kinnear, of T. Kinnear & Co., Toronto. On Friday H. C. Beckett was put in the box at the opening of the morning sitting and his examination continued until he was given up in despair by Mr. Blackstock at about the middle of the afternoon.

Mr. Beckett's evidence was most interesting, throwing a great deal of light on the inner history of the Guild, and the way its work has been carried out and denying, practically in toto, all the charges in the indictment.

The Eddy Co. and the Guild.

W. H. Rowley, president of the E. B. Eddy Co., Hull, was the first witness on Thursday morning. He told of the advantages the company gained by distributing their product through the wholesale trade, and said that they found that system to be much more economical. Examined by Mr. Osborne, he told of certain "loyalty price lists," under which the company sold to the wholesale trade.

"Are these selling conditions the result of negotiations with the Guild?"

"No. I suppose I am the father of the system. It was done 20 years ago at the act of our own company."

Examined by Mr. Washington.

"Have you had any negotiations with the Guild?"

"Not directly."

"Do you know of the price committee?"

"Yes."

Continuing, Mr. Rowley said: "Our arrangements have not been with Guild at all. We have had one with each individual customer, what we call 'privilege customers'."

"Did the Guild negotiate with you as to cutting retailers off?"

"No!"

"Have you had any negotiations with Mr. Beckett?"

"Yes, but not as a member of the Guild."

"Did he ever ask you to strike retailers off?"

"I'm not quite sure."

"Is the policy you are pursuing now the same as you initiated twenty years ago?"

"Substantially so."

The Canners' Arrangements.

R. L. Innes, secretary-treasurer of the Canadian Canners, Hamilton, explained why it was to the advantage of that company to do business through the wholesale trade, because it obviated the necessity for employing a staff of travelers and the machinery of distribution.

"Did you ever try travelers?"

"Not since the present organization has been made."

Mr. Innes explained that the company could not do business with retailers because of the business system involved.

"What would be the effect to the consumer?"

"Higher cost."

The witness told something of the composition of the company and of the number of canning factories it represented.

"You are then in a position to dictate the prices of goods?"

"Practically so."

After telling of an arrangement made with the wholesale trade by which the Canners agreed to pay a discount to the house handling only their goods, Mr. Washington asked:

"Had the Guild anything to do with this arrangement?"

"No, it was our own."

Continuing, Mr. Innes said: "There is no reason why any member of the trade should not have bought anyone else's goods."

"How did you hold them to the agreement?"

"A declaration was secured from the trade to the effect that the arrangement was being carried out."

"You entered into an agreement with the Guild?"—exhibiting an agreement alleged to be with the price committee.

"Not exactly."

"What did the price committee want?"

"I expect they wanted a fair profit on the goods they were handling."

"Were you in a position to deal independently of the Guild in the matter?"

"Yes, and we did so act."

Questioned further along this line Mr. Innes said: "We never knew who were members of the Guild. The test was that the firm was strictly wholesale."

"Did you sell to any retailers?"

"Yes, to one; but discontinued this about four years ago."

"The retailers objected?"

London Grocers Step In.

A letter was read from Harry Rananah, president of the London Retail Grocers' Association, complaining that the Canadian Canners were selling to retailers in that city and threatening trouble if the practice were continued.

"What effect would it have if sales were made to the retailers?"

"It would demoralize the business."

"Were you carrying on the same business methods since 1904-5?"

"Since the incorporation of the company."

"The price of canned goods depends on the price of raw materials?"

"Very largely."

"You find combines or arrangements among farmers from whom you buy?"

"Yes."

The witness explained in answer to a query, that the company did not interfere with competition in any way.

"Do you create the demand for the goods?"

"Only by lowering the prices when the prices of raw materials permit."

Examined by Mr. Washington, Mr. Innes said that the company was organized in 1903, and the policy has continued the same since.

"How does it come that you sold to the Grocers' Wholesale Co. for some time and then stopped?"

"We found they were a combination of retailers, and therefore discontinued."

"How did you hear of them? From Mr. Beckett?"

"Perhaps."

"You sold to them till Mr. Beckett interfered?"

"Mr. Beckett did not interfere."

"But he told you of them?"

"He may have done so."

"The wholesalers objected to you selling to this company and other retailers?"

"They did."

"And you stopped?"

"Yes."

"Previous to this time did you sell to any other concerns such as the Grocers' Wholesale Co., the Canada Brokerage Co., etc.?"

"Never."

"Is the policy selling to wholesalers continued in regard to all your products?"

"Yes, except in some specialty lines which we might let go to retailers."

"How about vegetables? Did you sell them to retailers?"

"Not standard lines of vegetables. We did sell sauces, chutney, etc., which came under the head of specialties."

"Had you one policy for vegetables and another for sauces?"

The question seemed to be rather a peculiar one to the witness, who finally answered: "This is true in one sense."

An agreement was read, supposed to be between the Cannery Co. and the wholesale grocers.

"In 1905 you had how many of the wholesale grocers of Canada tied up to your agreement?"

"Possibly 90 per cent."

The case of R. Graham, of the Owen Sound Canning Co., who testified earlier in the trial that he could not dispose of his goods in this year was referred to.

"How could Graham sell under this agreement?"

"We did a good stroke of business," said Mr. Innes. "Why didn't he get out and make a similar arrangement? If we were a little cleverer, that was our business."

"If any of these grocers would buy Graham's you would fine him the rebate?"

Mr. Washington—"Happy lookout!"

Mr. Johnston—"The same lookout as the man who buys Cobalt stocks to-day?"

"Yes."

Speaking regarding the Zealand case, the witness said he would have taken the same action without any influence from Mr. Beckett.

Questioned by His Lordship, "Do you fix a price at which goods are sold to the consumer?"

"No; to the retailer."

Speaking for the Retailers.

E. M. Trowern, Dominion secretary of the Retail Merchants' Association of Canada, said he had taken a prominent part in both the retail and wholesale business in Canada. He had made a special study of the relations between manufacturer, middleman and consumer.

"What do you say as to conditions of trade now?"

"We find that the logical condition for distribution is from manufacturer to the wholesaler, wholesaler to retailer, retailer to consumer."

"What is the reason for this?"

Mr. Trowern answered by explaining as a sample case how a retailer could not keep 40 cases of cereals in his cellar advantageously and without deterioration.

"What about the cost of travelers, as compared with the margin of profit going to wholesalers?"

"The wholesale system is the cheapest method."

"If goods were bought directly by retailers what would be the effect?"

A Crack at the Departmentals.

Mr. Trowern waxed enthusiastic at this point and launched out into the evils of the departmental stores, as an instance of the conditions cited in the question. "Why," he said, "the departmental store is a gamble game. They have taken practically the whole dry goods trade of Toronto. They charge enormous prices for dry goods and throw a few baits in the way of canned goods and cereals in order to catch the people. Departmental stores are an unnatural development of a natural law."

"What do you say about fixing prices?"

"We have wanted the Government to take that question up. The manufacturer, wholesaler and retailer, need to get together on that point, but this miserable law has prevented us, and tied our hands."

Mr. Trowern has a refreshing belief in the power of the R.M.A. "You can let the wholesalers and manufacturers combine as much as you like," he said, when questioned as to the Guild's effect on the retailer. "We'll settle them if you free our hands."

"What is the effect of the manufacturer naming his own prices on his own goods?"

"Well," said Mr. Trowern, "shredded wheat is a good example of that. They first fixed the price at 15c per box. The association considered it and recommended to the manufacturer that the price be reduced to 12½c, two boxes for a quarter. The company ultimately agreed to do this, and it worked out fine."

"You have no way of saying to the manufacturer what his price shall be?"

"No."

"What keeps down the price of manufactured article in manufacturers' hands?"

"Staple articles are regulated by common competition."

Questioned as to whether the association had had anything to do with the Guild, Mr. Trowern said that a committee of the association met with a committee from the Guild on several matters; for instance, on cereals and trading stamps. "The Guild helped us in putting this miserable fraud out of business," he said.

"We met again regarding tomato cat-sup, a lot of which is not fit to eat," he said, "and again on the question of discounts. We found their side of the story and were pretty well satisfied. We met again on the Co-operation Act, in which they helped us."

Mr. Trowern at this point made some reference to the articles which the Toronto Daily Star has been running lately on the combines.

"It shows a lamentable condition of public affairs," said Mr. Johnston, "when such things are allowed."

Prices Less Than 25 Years Ago.

"Can you say whether the actions of Guild have in any way advanced prices of goods?" was the next question.

"We called a meeting of retail grocers in Toronto and invited them to submit any grievances they might have against the Guild. The meeting was largely attended, and after a full discussion we came to the conclusion that if it was the object of the Guild to boost prices they had met with miserable failure. Prices on groceries and profits were less than they had been for 25 years."

Mr. Trowern went on to refer in scornful terms to the co-operative establishments springing up. "This," he said, "is the same old trading stamp over again, but put in a legitimate way. The prices are higher to the consumer than through legitimate channels."

"Would you call the Hamilton establishment a wholesale concern?"

"No."

"Is it a fact that retailers are carried by wholesalers all over Canada?"

"Yes, largely."

Cross-examined by Mr. Washington, Mr. Trowern explained his duties as secretary of the association.

"You went to Ottawa with the Guild to amend the criminal code?"

"No."

"Oh?"

"No, the Guild went with us."

Want Fixed Prices.

"What did you want done with it?"

"We wanted the same privilege as the trades unions."

"You want the right to boycott?"

"We want our hands free."

"Your complaint is that you're not allowed to combine?"

"That's our trouble."

"You want the same rights as the wholesalers?"

"No, that's a poor thing. We want a better thing than that."

"Do you know whether the wholesalers' profits all round have been increased in 25 years?"

"I don't know. I claim to know retailers' questions, not wholesalers' or manufacturers'."

"Then the retailer to-day is bearing all this increase?"

"Yes, they are foolish enough to do so."

"What is to prevent you behind the counter charging me 3 cents more on any article?"

"Nothing."

"Why don't you do it?"

"The other man would get the business."

"Do you believe in competition?"

"Fair competition."

"Do you understand the equalized rates system?"

"Don't know anything about it."

"You want a law amended so that you can combine to fix prices among the retailers?"

"Yes; fair prices among ourselves, just as the law society has done."

Re-examined by Mr. Johnston, the witness explained that the retailers want the privilege of getting together to arrange a fair profit, without being indictable, all this to be under the supervision of the Government.

Evolution of the Trade.

M. Moyer, treasurer of the Ontario Board of the Retail Merchants' Association, told of being in the retail business in Toronto for 18 years. He remembered the time people bought ten pounds of granulated sugar for a dollar. He believed there was no cheaper system than the present wholesale and retail system.

Examined by Mr. Washington, the witness told of the development of the business till it had become largely one of package goods.

"Do you think there should be fixed prices among retailers?"

"Yes."

Mr. Johnston—"Subject to whose supervision?"

"The Government."

Col. Davidson's Story.

Col. John I. Davidson, of Davidson-Hay, Toronto, was the next witness. He said he had been in business in Toronto for about 30 years, doing a general wholesale business.

"You are familiar with relations in trade?" asked Mr. Johnston.

"Yes."

"What is the cheapest method of conducting the grocery business?"

"The wholesale system."

"Is there any difference since the Guild was organized?"

"None."

"Has there always been same system of selling through wholesalers only?"

"Always."

"Was the Guild founded with the idea of enhancing prices to consumer?"

"Not at all."

Explaining further, Col. Davidson said that before the Guild was formed, 20 or 30 years ago, retailers were selling sugar at 8 lbs. for a dollar, now it is 18 to 20, and it has been 25 lbs.

Referring to starch, canned goods, sugar, etc, the articles mentioned in the indictment, Mr. Johnston asked:

"Have you any control over prices?"

"None."

A Corner in Canned Goods.

"Have you ever attempted to control them?"

"Well," said the Colonel, "that includes a little history. One year I bought the canned goods up and the price went to \$1.45 a dozen and then dropped."

"A little corner in canned goods?"

"Yes."

"Have you interfered as a member of the Guild or a wholesaler with the manufacturer?"

"No."

"Have you tried to get lower prices?"

"Yes."

"Successful?"

"In a few cases."

"What was the object of the Guild's organization?"

In answer to this question, Col. Davidson told some early history. In 1883 Mr. Blain and he went to Montreal in regard to tobacco. They were charging 42c when it cost 40½c. Others sold at 39c, a straight loss. They succeeded in getting the Montreal people to sell at 42c. This was the beginning. After this they had several meetings.

"What was the object of these?"

"To control the demoralization of the grocery business by reason of poor fines."

Col. Davidson explained that failures at the time were frequent and this tended to demoralize the trade.

"Did the Guild at any time attempt to make more than a fair profit?"

"We don't get a profit at all. The object was to prevent selling at a loss."

"Was there any understanding at any time to prevent retailers buying goods?"

"No."

A Hundred Million in Groceries.

Questioned regarding the extent of the wholesale grocery business, Col. Davidson said that an approximate aggregate capital of one hundred million dollars was invested in Canada. The warehouses were almost altogether situated in the wholesale districts and were not suitable for retail business.

If the retailer bought direct from the manufacturer, Col. Davidson said, both he and the consumer would be in worse position than they are now.

"Our trouble was not with the retailers," Col. Davidson continued. "It was with the wholesalers cutting prices. To prevent this was the object of forming the association. We simply got together first and had no constitution nor by-laws."

Illustrating the prevailing conditions by the tobacco trade, Col. Davidson said: "In 1883 trade was demoralized. We were selling at an absolute loss. This necessitated selling other goods above to make up the profit. We then entered into an arrangement to sell at 42c. Then the duties on tobaccos altered and the profit did not change the

same. We are now making 5c a pound. At 42c this left a good profit to the retailer, who has never suffered. Sir Wm. Macdonald fixes his own prices entirely."

"You took some action as to his customers?"

"There was some discussion, but nothing done."

"So long as terms are kept it makes no difference to you who they sell to?"

"Not the slightest."

"What you do object to is a man buying Macdonald's goods and then having him sell to your customers?"

"Yes."

"What about starch, cereals, Cross & Blackwell's goods, etc.?" continued Mr. Johnston.

"They were on the same basis."

"Did you ever try to dictate to the manufacturer as to what his profits should be?"

"Never."

"Coming to canned goods, who did the buying of them?"

"Nobody. I can buy, but don't get the rebate if I buy other goods."

Losing on Sugar, Etc.

"What is the average profit on these goods mentioned in the indictment?"

Col. Davidson said that these make up about 40 per cent. of the business done. He had actually lost 1½ per cent. on these goods. This is made up on other articles, 200 to 400 other lines.

He explained that the result must be the same in other businesses, such as Mr. Kinnear's and Mr. Beckett's.

"What the retailers complain of is that they can't get goods from the manufacturer at the same price as you?"

"Yes."

"You couldn't carry on business if they could?"

"No."

"You take the manufacturer's price and the rebate. Does this represent all the profit, or does this come from the retailer?"

"No, this is all."

Who is a Wholesaler?

"The question of who is a wholesaler is well defined in the trade?"

"Yes."

"What is your idea of it?"

"The man who sells to another seller is a wholesaler, otherwise he is a retailer."

Cross-examined at the afternoon session:

"What do you say as to the truth of the charges in the indictment?"

"There is nothing in them."

"You say you made no attempt to coerce the manufacturers?"

"Yes, sir."

"Do you approve of cutting anybody off the list of sugar buyers?"

"Retailers, yes, sir."

"Did you know the Western Brokerage Co.?"

"Yes. I was president of it."

Mr. Washington read a letter of March 1895, from Col. Davidson to J. Stanley Cook, telling of a firm in Toronto they wanted to keep out of the Guild if legally possible.

Col. Davidson could not remember the name of the firm.

After reading a letter regarding the securing of a satisfactory profit on Appetizo with the American Cereal Co., Mr. Washington asked:

"Do you still persist in saying that

you did not try to coerce manufacturers?"

"Yes. I had a right to buy and sell as I pleased."

Mr. Johnston, referring again to the Appetizo and Crosse & Blackwell matter, Col. Davidson explained that the goods were being cut down and sold at a loss. They wished to remedy this condition.

The Refiners Represented.

Alfred H. Thompson, manager of the sales department of the Canada Sugar Refining Co., Montreal, explained that the method of selling sugar through the wholesalers was materially the best one. If sold direct to retailers the refiners would have to put travelers on the road, pay additional freight rates and other factors which would tend to bring up the price.

"What is the object of the equalized rates system?" asked Mr. Johnston.

"To make sugar a uniform price at all points."

"What percentage do you give the wholesalers for handling your goods?"

"Four per cent., and the wholesalers take the risks of the trade."

"Do all refiners have the same prices?"

"No, they vary."

"How does Canadian sugar stand with imported sugars?"

"It is supposed to be much superior."

"Who fixes the price?"

"We do."

"How?"

"By reason of the raw markets and competition."

"Had the Guild anything to do with fixing your customers?"

"No."

Mr. Thompson explained that through the equalized rates, reduced prices were secured to retailers for the system absorbed freight and other considerations.

Manufacturers Fix Equalized Rates.

"Have you anything to do with the fixing of the equalized rates?"

"Those are our rates, we fix them twice a year. These are considerably less on the average than the freight rates generally because we are absorbing the overhead charges."

"Has Mr. Beckett anything to do with fixing these rates?"

"Nothing at all."

"Do you know A. McLean, of Kingston?"

"I have seen him."

"What did you tell him?"

"I told him we would be pleased to sell him at list prices."

"Did you ever refuse to sell him?"

"No."

Referring to the evidence of H. W. Zealand, of the Grocers' Wholesale Co., who said that he "had had a chat with Thompson," Mr. Thompson explained that the Thompson in question was another man, a city representative, who had no authority to discuss the matter.

"Had the Guild anything to do with whom to sell or not to sell?"

"That was entirely our business."

Questioned regarding his identification of wholesalers, Mr. Thompson said:

"We accept the fact that a man is a member of the Guild as an evidence that he is a wholesaler."

"What about those not in the Guild?"

"We might make enquiries regarding their standing from a Guild member."

"What about the margin of profit to the wholesalers?"

"We are told this does not cover expenses."

"Have the wholesalers tried to get any better profit?"

"Only indirectly."

"What is your idea of the profits?"

"We have no knowledge of that."

Cross-examined by Mr. Blackstock.

"Are you parties to what is called the sugar agreement?"

"I don't know of such a thing."

"Notwithstanding all we hear about it?"

"No arrangement?"

"No."

"Understanding?"

"I think you might say there is an understanding."

"Of what nature?"

"That wholesalers shall sell our goods at the prices we fix."

"Is it the spirit of the agreement that you sell to one wholesaler at one price and another at another?"

"Yes."

"Do you treat them all alike?"

"In practice, yes."

"That is your representation to the trade?"

"I don't think so. We fix the price for the retail trade. Four per cent. of this price is the price paid to us by the wholesalers."

"You inform Mr. Beckett by wire of the changes in prices?"

"Yes."

"Who requested you to do this, the Guild?"

"I don't know."

"You know that Mr. Beckett takes charge of it?"

"Yes."

"For whom?"

"The wholesale houses."

"Are the other refiners parties to the same system?"

"I presume so."

"You all act together on the same system?"

"Yes."

"And on the same agreement?"

"I don't think so."

"The equalized rates arrangement resulted from the operations of the Guild?"

"I don't think so."

To Meet Foreign Competition.

Questioned further regarding the equalized rates system, Mr. Thompson explained that under it the rate on sugar to Toronto was 10 cents, whereas the regular freight rate was 14 cents. The rate on sugar to Toronto is made lower to compete with the rate from Liverpool, which is 23 cents to Montreal and only 25½ cents to Toronto. The rate to Port Hope, Mr. Thompson explained, was governed by the rate to Belleville. This only applied to the central points, principally wholesale centres.

"If a man applied, saying he was a wholesaler but not a member of the guild, you would have to make further inquiries?" asked Mr. Blackstock.

"Yes."

"Have you knowledge of the guild asking you to cut anyone from your lists?"

"No."

"Have the wholesalers?"

"Not to my knowledge."

Mr. Blackstock read a letter from the Maritime Provinces Guild to the effect

that they had agreed to the payment of rebate to Turcotte & Co., of Quebec.

Mr. Thompson said he had no knowledge of this as it would be handled by the late Mr. Watson.

"Do you deny that it occurred?"

"No."

Mr. Blackstock asked if the company had in their possession any correspondence with the guild or its members, and demanded that if such were procurable they should be produced.

In explaining his answer regarding the keeping out of foreign sugars, Mr. Thompson mentioned several reasons why it was advisable to do so. In the first place it gave employment to Canadian workmen and again kept a better quality of sugar before the retailers.

"You wanted to exclude the competition of foreign sugar from your own?"

"Not altogether."

"Your object was to make your own output as large as possible?"

"Yes."

Re-examined by Mr. Johnston:

Equalized Rates Before Guild Formed.

"How long were there equalized rates in force before the guild came into existence?"

"About ten years."

"Has the price of sugar advanced?"

"I remember selling sugar at 9½ cents. It is 4½ cents to-day."

"Have you been asked to produce any correspondence in connection with these matters?"

"Not until to-day."

The witness explained that when he wired advice of changes in the price of sugar to Mr. Beckett it was done as a matter of courtesy. The companies' agents were also informed at the same time.

"There has been a good deal done by the Government to build up the sugar industry?"

"Yes; considerable."

"What would be the effect if inferior foreign sugars were allowed to come in?"

"It would kill the industry."

Mr. Johnston, referring to the correspondence regarding the Turcotte matter: "Had this anything to do with the Ontario people?"

"I don't think so."

"This guild (Ontario) had nothing to do with it?"

"No; it was attended to by Mr. Watson."

Mr. Kittson Speaks.

H. N. Kittson, of W. H. Gillard & Co., Hamilton, explained that he had been head accountant of that firm till '84, and had been a partner since.

Questioned by Mr. Johnston:

"Is the business system the same now as thirty years ago?"

"The same except that in some cases manufacturers now allow us a trade discount."

"Why was the guild organized?"

"The members of the trade came together for mutual benefit, for securing better legislation, for consulting one another on customers, and for raising the standard of the trade."

"When the guild was organized, did you see manufacturers re getting better profits?"

"I believe my partners did. Our whole efforts were to induce the manufacturers to pay us an adequate rebate or trade discount for handling the goods."

"Could you do this cheaper than the retailers?"

"Obviously so. It would cost the manufacturers more than the profit he paid us to deliver his goods to the retail trade."

"Have you any record of the cost of doing business?"

"Yes; I have reckoned it at from 7.6 to over 10 per cent."

"Practically all the goods included in the inquiry are sold at a loss?"

"Yes; this is made up on the other goods."

Mr. Kittson explained the effect of departmental stores buying direct from the manufacturers was to demoralize trade. The public, while it may get one article cheaper, pays more for others in the end.

"What ought you to make in gross percentage to make a reasonable profit?"

"At least 12½ per cent. to give us 2½ per cent. net profit."

"The average profits of our business for ten years," Mr. Kittson went on, "have been less than 1 per cent net profit." Explaining the amount of business done, Mr. Kittson said the turnover on \$100,000 would be, in a well managed business, probably \$800,000.

Mr. Kittson is a member of the Ontario Railway and Municipal Board, a fact which gave Mr. Washington an excuse for remarking:

"But you have a Government job now which should help you out."

"Mr. Washington and Mr. Kittson are brothers in that respect," remarked Mr. Johnston.

Mr. Kinnear's Evidence.

T. Kinnear, of T. Kinnear & Co., Toronto, said that he had been in the wholesale grocery business 28 years. Questioned regarding the difference in principle and methods of carrying on business before the time of the guild and now, he said there was not much difference in principle and methods, but profits were less now than before the forming of the guild. The cost of doing business in his establishment last year had been 7.35. On tobacco this meant a loss of 5 per cent., on sugar 3 per cent. The profit on starch is better than they had been getting.

"Have you made an estimate of the loss on these goods discussed?"

"Yes; I have studied the matter very carefully. About 1½ per cent., fully \$6,000 last year in my business."

"You make this up on other goods?"

"Yes, and consider this unfair."

"What was the object of seeing the manufacturers?"

"We wanted to be able to handle their goods without a loss, to get a large enough percentage of profit to enable us to deliver the goods."

"Anything to do with fixing the price of sugar?"

"Nothing."

"What do you say of the present system of distributing goods?"

"I think it steadies business. It is better in every way. It helps the weaker man."

"There haven't been so many failures of late years as formerly?"

"Perhaps not so many. A better class of men are getting into grocery business."

"How about the price to the consumer?"

"I think it is cheaper under the present system."

"If you could fix list prices on these goods how would this affect the consumer?"

"The individual article would be dearer but other goods would be cheaper and it would generalize evenly, having practically no effect on the consumer."

"If retailers were put on same basis as wholesalers, what would happen?"

"We would be forced out of business. If manufacturers sold direct to retailers it would cost them far more than the profits they now give us."

"Who is a wholesaler according to the trade meaning?"

"One who sells to the retail trade and hasn't a retail counter."

Referring to the departmental store question, Mr. Kinnear said that their buying direct would have the effect of putting the smaller men out of business.

"What about the prices on these goods to the public?"

"I think they are fair prices. You couldn't have otherwise with the present competition."

"What about list prices affecting competition?"

"I don't think there ever was keener competition than we have to-day."

"Do you know wholesalers in Toronto who are getting goods at wholesale prices who are not members of the guild?"

"Yes; Jas. Lumbers, Warren Bros. and Fred. Homphrey."

Less Money With the Guild.

Mr. Kinnear made a statement that will be surprising to many when he said "I think I could make more money now if the guild were out of existence."

"Why is this?" asked Mr. Blackstock.

"I found I was losing thousands of dollars by following the system."

"You are tied up by these agreements?"

"We have agreements, yes."

"Do not these depress individual effort, acumen, etc.?"

"I don't think so."

"You have constant infractions of these agreements?"

"From time to time, yes."

"Doesn't it expose the ordinary man in the trade to do business in an underhand way?"

"It tends that way."

"If you lose on these goods spoken of, why do you continue handling them?"

"The aim of the guild was to enhance the profits on these goods."

"Yes."

"For this it was advisable that the business should be kept as far as possible within your own association?"

"Of the wholesale trade, yes."

"Then part of your policy was to exclude other persons (retailers) from this business?"

"Yes."

Mr. Johnston—"Who determined whether these men were wholesalers or not?"

"The manufacturer; we have nothing to do with that."

On Friday morning H. C. Beckett, of W. H. Gillard & Co., Hamilton, a former Guild president, one of its most active members and the formulator of the much-discussed equalized rates system, was placed in the box in the interests of the defence. Mr. Beckett was a most interesting witness.

His examination by Mr. Johnston occupied the whole morning, and his evidence was practically a resume of the

whole case as previously covered by the crown. Almost without exception the statements made by crown witnesses which seemed to be damaging to the Guild's case were either denied outright or explained in some way or another by Mr. Beckett. It has been somewhat of a question by those interested in the case as to how Mr. Beckett would stand the fire of the crown counsels' examination, but he was evidently well prepared for the expected ordeal and was quite ready to answer anything Mr. Blackstock asked. Several times, however, he and Mr. Blackstock disagreed as to how certain questions should be answered, but in the end Mr. Beckett usually got his way and was allowed to explain his affirmation or denial in such a way as to qualify it considerably.

Mr. Beckett in the Box.

Mr. Johnston began his examination by a series of questions regarding the organization of the Guild.

"The Guild was formed to prevent demoralization of trade?"

"Surely the manufacturers were selling direct to the retailers at the same price that they sold to us. When our travelers quoted prices to the retailers, they showed quotations from the manufacturers' travelers, which represented the cost price of our goods."

"Was there any regular organization at first?"

"It was a go-as-you-please affair. Many of the wholesalers took little interest. We did not have even a list of the members, nor any by-laws till 1903. No member knew who the other members were. In 1903 we called a meeting of the wholesalers of the Dominion."

"Any idea of regulating prices?"

"No."

Questioned regarding changes in the conditions of trade in recent years, Mr. Beckett explained that 20 years ago there were practically no proprietary goods. Package goods have gradually come to be an enormous factor and it became necessary for the manufacturers to fix selling prices for these.

"Was this for the protection of the manufacturer?"

"Yes, not for the wholesaler."

"Does a fixed list price affect the consumer?"

"Makes absolutely no difference to him; but a great difference to the manufacturer, wholesaler and retailer."

"In what way?"

"If the manufacturer did not fix his price, unscrupulous dealers would cut prices and the wholesaler would take no interest in the goods. This, however, would not affect the consumer."

"What was the purpose of drawing up these several agreements?"

"When we organized we appointed several committees, one of which was a price committee. The members of this committee were to place before manufacturers the condition of trade. In cases where the margin was not sufficient to allow the wholesalers and retailers a fair profit, this committee was to induce the manufacturers to give us a reduction."

Price Committee a Misnomer.

"I may explain," said Mr. Beckett, turning aside to Chief Justice Falconbridge, "that the name, price committee, is a misnomer. It was merely a body negotiating with the manufacturers."

"How many wholesalers are Guild members?"

"About 95 per cent."

"Did you want all of them?"

"Yes."

"What would be the effect of five or six wholesalers staying out?"

"It would be to injure the manufacturers."

Referring to early dealings in tobacco Mr. Beckett said that at this time he had been a traveler for W. H. Gillard & Co., Hamilton, and remembered selling tobacco at cost and less. Other firms selling cigars were selling Macdonald's tobacco at less than they paid for it as a bait for their other goods. "We wanted a margin, and some of the members of the trade made an effort to induce as many wholesalers as possible to sell at an advance over cost, and some of them did. These only represented about 30 per cent., not including the cigar men, etc. These were asked by Sir Wm. Macdonald to sell at a decent margin. We finally got him to see our side of the matter, and he influenced these other dealers. They started to sell at 2½ cents margin, and ultimately this advanced to 4 cents."

"What is the percentage of profit now?"

"On Macdonald's tobacco, less than 5 per cent."

"And the selling cost?"

"Eight to nine per cent."

In answering one of Mr. Johnston's questions, Mr. Beckett said he would have to go back to the beginning and sketch the history of the Guild in order to make his meaning plain. Turning to Sir Glenholm Falconbridge, Mr. Beckett said, "I would like your Lordship to understand this, too."

The Chief Justice turned on him and said, rather pointedly: "I try to understand all that is said here."

Mr. Beckett saw the point at once and said, "I beg your pardon."

The Guild and the Canners.

He went on to explain the relations of the Guild with the Canadian Cannery.

"Prior to the formation of the Canadian Cannery," he said, "all factories did their business independently. They had an association, but the law prevented them from agreeing on prices. Many of them failed and as a result the Canadian Cannery was formed, buying out many of them, some at 50c on the dollar. This firm then included about 50 per cent. of the factories, naturally they had an enormous pack and they realized they must get the help of the wholesale trade to sell, so they adopted a loyalty rebate system, that is, fixed the selling price of the goods. One of the conditions was that no wholesaler should sell at less than list prices. They would only give discount to a wholesale house if they sold at these list prices. They would sell them all right, but give no discount if the terms were not adhered to. Then followed an effort to get all the trade of the wholesalers. If you'll sell our goods exclusively, we'll give an extra discount of 5 per cent., they said. It was optional whether they accepted or not. Some did not. Whether they were Guild members or not made no difference."

"Are these methods common in business?"

"Yes, a common thing."

Asked to name some members of the Guild who didn't handle the Canadian

Canners' goods, Mr. Beckett mentioned Randall & Roos, Berlin; Geo. Watt & Son, Brantford; John Garvey, London; W. G. Craig and Fenwick, Henry & Co., Kingston.

"Had the Guild anything to do with these terms?"

"Nothing whatever."

Mr. Beckett explained that the arrangement didn't affect either the retailer or the consumer. Canadian Canners' goods were sold to the retailer just as cheaply as any other canned goods.

Questioned regarding the charges made by W. J. Graham, the crown witness, during the earlier sessions of the trial, Mr. Beckett said they were absolutely without foundation. "At the time Graham referred to," Mr. Beckett said, "the Canadian Canners were not in existence."

"I don't say it disrespectfully," Mr. Beckett went on, "but Mr. Graham is a man utterly ignorant of business knowledge. That is why he did not make a success of his business."

The Dominion Syndicate.

Next came a bit of evidence which will be information to many members of the trade.

"Do you know of the Dominion Syndicate?"

"This is a matter," answered Mr. Beckett, "which has never before been divulged. W. H. Gillard & Co. were the Dominion Syndicate, and no one outside the company was interested in any way. We bought all the goods of the Simcoe Canning Co., and made arrangements to sell through a firm of brokers. Orders to be supplied are accepted without reference to us. The Simcoe people had no interest in it. The brokers of the Simcoe Canning Co. called on Zealand, of the Grocers' Wholesale Co., and sold him a car of goods. I immediately notified them that we would not fill the order, since we would only sell to legitimate wholesalers."

"The Dominion Syndicate," further explained Mr. Beckett, "started in 1901. In that year we bought 95 per cent. of the pack, the purchase amounting to a million and a half. One of the Canners who refused to sell to us was Mr. Graham."

In reply to a question, Mr. Beckett said: "We bought for 65c and sold for 75c. We did a little better than Col. Davidson."

"Who did all the business for the Syndicate?"

"I did. They left me to run it and I ran it."

Crosse & Blackwell.

Referring to the Crosse & Blackwell matters touched on earlier in the trial, Mr. Beckett went into a lengthy explanation.

"They have a peculiar way of doing business. They will sell to anybody at the same price. They make no distinction in trade. If you buy 100 pounds sterling they give you 2½ per cent. discount. They stored little stocks in Toronto, Montreal, Windsor. Retailers could go to their agents and get little stocks at the same price as the wholesaler. The conditions were so bad that the price committee talked with the Canadian agents, who agreed to discontinue doing it. Three months after Crosse & Blackwell notified the agents to sell to the retailers as before. As a result the wholesalers gradually stop-

ped selling the goods, and in three or four months they had lost a large percentage of their trade.

When the firm saw things going thus they sent out Mr. Wyatt. I saw him with the committee. He said: "I don't care what the wholesale trade want. We will do business as we please."

We said we would be foolish to handle stuff under these conditions. He agreed to stay here for a couple of months and to study conditions. Finally he said he found that to do business as economically as the wholesale trade he would have to have a series of distributing stations in Canada, and agreed that under these conditions they must do business with the wholesalers. He said this was a boycott and said they would build a wholesale house in Toronto. We said: "Go ahead, all right." Finally, he prepared a memoranda like the agreement in the book and did his business through the wholesalers. Then he wrote the retailers telling them he had been boycotted and couldn't sell to them any more."

"Do you handle their goods now?"

"Not to any great extent. We make no profit on them, but we try to oblige our customers. We are very good at obliging people."

"Yes, very good," rumbled Mr. Blackstock.

Questioned regarding starch, Mr. Beckett said the same conditions prevailed in this, though in not so intensified a form.

"In cereals?"

"The cereal men always has a fixed price. The starch men had a set of conditions for the wholesale house, which were observed. The starch people decided that business conditions made it absolutely necessary to have a price on 10-box lots delivered. After a year's negotiations we got 10 and 5."

"Did this affect the consumer?"

"Not at all."

"How many starch factories were there at the time?"

"Four."

"How many now?"

"Two, and conditions will soon force them into one."

"Our fight with the cereal men," Mr. Beckett continued, "was to get 15 per cent. In some cases we did get it. When we didn't we wouldn't sell their goods."

Changes in Sugar.

Mr. Beckett then went on to tell of the changes which had taken place in the sugar industry. Twenty-five years ago the sugar was largely imported and the wholesalers were making good profits. One and one and three-quarters cents a pound or 8 to 10 per cent. As time went on the tariff was changed to afford protection for the local industry. Local sugars got into competition with the foreign article and the price became lower and the margin of profit smaller. To-day's price is not due to competition. It is due to a reduction in the price of raw material.

"Is sugar dearer to-day than 20 years ago?"

"Nonsense. It is about one-third of the price. The consumer gets 18 to 25 lbs. to-day. Before he got 8 to 9 for \$1."

"We felt we were being made tools of," continued Mr. Beckett, "and things got so bad we decided to talk it over with the refiners. I, Mr. Blain, Col.

Davidson, Mr. Ince, Mr. Gillard and Mr. McPherson went to see them. Only by frequent meetings were they brought to realize the situation, and as a final result the equalized rates system was adopted."

"Was there any agreement with the sugar refiners?"

"None."

"Any verbal understanding?"

"Only this, that the rules for selling were laid down in the equalized rates book."

"Who gets up this equalized rates book?"

"So far as the actual work is concerned, I do, though it is subject to the refiners."

The Equalized Rates System.

Mr. Beckett then went on and explained very thoroughly and comprehensively the equalized rates system.

The rate on sugar from Liverpool to Toronto, he explained, is only 3 cents per 100 lbs. more than from Liverpool to Montreal, while the regular freight rate from Montreal to Toronto is 14 cents. The effect of the system, for instance, to retailers in a circle of 60 miles around Toronto is to give them a price on sugar of probably 6 cents per 100 lbs. less than if they bought directly from the refiners and paid freight and cartage.

Another book, containing the actual freight rates to various points in Canada was entered as exhibit 105.

"Who makes up this?"

"Mr. Porter, of the G.T.R. in Hamilton, is paid by me to do the work."

Mr. Beckett then cited some instances of the working out of the equalized rates system. From Montreal to Port Hope the actual freight rate on carload lots is 13 cents, and with 2 cents additional for cartage, this reaches 15 cents. On barrels of sugar the tare would also be about \$1.05, and this would make the actual freight on the car lot \$16.05. By the equalized rates system the rate was 16 cents in car lots, thus making an actual saving of 5c per carload by the system.

Referring to the statement made by John Curtis, of Port Hope, a crown witness, to the effect that he bought sugar at the same price as the Toronto people. Mr. Beckett said Curtis didn't tell you he bought the sugar in Toronto and paid the freight himself."

Giving some further examples, Mr. Beckett showed that the actual freight rate, Montreal to Hamilton, was 19 cents per 100. Sugar was delivered for 11 cents. The regular rate, with cartage to York, is 17.12 cents. Under the equalized rates sugar comes in at 13 cents, a saving of 4.12 cents in car lots.

Means Reduced Cost.

"Do you know of any instances where the rate is increased?" asked Mr. Johnston.

"Not an instance."

"Some places it is reduced?"

"About 70 per cent. of the places."

Referring to Mr. Zealand's statement that he could get a rate of 14 cents to Fort William, while the equalized rates were 36, Mr. Beckett said:

"The fact is, the actual freight rate to Fort William is 34.24, and the equalized rate is 24 cents, so the refiners lose a little over 10 cents per 100."

"In summer the equalized rates are lower," Mr. Beckett explained, "because of the cheaper rates by boat."

Port Arthur was quoted as another example. The freight rates here from Montreal is 55 cents, while the equalized rates work out at 33 cents.

The Trouble With Robertson.

Turning aside to explain the statements of B. W. Robertson, Kingston, another Crown witness, Mr. Beckett said:

"Prior to the adoption of the equal rates system a lot of sugar came to Canada. A lot of it was awful stuff and smelt like a glue factory. We didn't want to handle it. Robertson is a peculiar man who would not look into the new system. He wanted the refiners to deliver to him under the system and allow him to sell at any price he liked so as to get the business of the other wholesalers. The refiners said no. The letters of Mr. Gillard and myself show efforts to get him to look into this, but he wouldn't. He made an appointment to meet other wholesalers in regard to it, but got out of town before they came."

Mr. Robertson, while giving evidence, quoted from the thirteenth chapter of Revelations, "And no man may buy or sell unless he bear the mark of the beast, etc." In recalling this incident, Mr. Beckett said: "Mr. Robertson made a mistake. It was I who got the revelations, and they were furnished by his business methods."

In this connection is a peculiar incident, for had Mr. Robertson continued his quotation into the next verse he would have read: "Here is wisdom."

"Was anything said about striking him off the list?" said Mr. Johnston, resuming the examination, referring to one of the letters read by the Crown.

"Well, these words do not mean to refuse to sell him, but only strike off so far as wholesale discount is concerned. We never asked any manufacturer to strike a man off the list literally."

"If a man continued to do this it would mean ruinous trade conditions?"

"Yes."

"Who got up the agreements in the guild books?"

"Those memoranda in the books are the results of conversations which we have had with manufacturers. Besides creating a better feeling between wholesalers and manufacturers it was a kind of assurance to the wholesale houses."

The Departmentals Snubbed.

In referring to relations between wholesalers and retailers, Mr. Beckett referred rather reflectingly to the departmental stores. "They cut prices," he said, "until the retailer cannot handle the goods and they get control and then boost them. That's the way they do. They cut prices till they drive the retailers out and then they soak the public all they can."

Coming back more immediately to the case, Mr. Johnston asked:

"What object was there in printing the agreements and lists?"

"To promote a better feeling between wholesalers and manufacturers. Lots of the wholesalers never saw the manufacturers. We wanted them to get better acquainted."

"Which is greater, the cost of handling goods through the wholesaler or from the manufacturer direct to the retailer?"

"The manufacturers save from 4 to 25 per cent. by the wholesale system?"

"How about the consumer?"

"The present method reduces the cost to the consumer."

"Any negotiations with manufacturers regarding dishonest firms or retailers?"

"Simply placing our views before the manufacturers. We never asked them to do anything."

"Was anyone struck off the list in this sense?"

"There was one case, I believe."

The King of Tobacco Business.

"In regard to Sir Wm. Macdonald; he is the autocrat of the tobacco business?" asked Mr. Johnston.

"He is—the king of his business. He is in complete control of it, and he ought to be admired by everybody."

"He is not moved by the guild?"

"Not in the least."

"Nor by his customers?"

"No."

Mr. Johnston filed as an exhibit a list of Sir Wm. Macdonald's customers in Montreal and Ontario.

His Lordship directed Mr. Beckett to go over the list and mark the retailers on it.

Mr. Johnston: "Do you know whether Sir William has refused to sell to certain members of the guild?"

"He has."

"And do the sugar refiners refuse to sell to certain guild members?"

"I don't know."

"Were there any funds in possession of the guild prior to 1903?"

"Not that I know of."

"Fees?"

"No."

"Who paid Mr. Gillard?"

"No one, when we went to Montreal to see the refiners we all paid our own expenses."

"Since then, fees?"

"Usually \$10 a year. Of course we'll have to have a larger one now." (Laughter.)

"Was Mr. Gillard authorized to write letters?"

"Not officially."

The Crown Witnesses.

"Do you know McLean?"

"I had heard of him. He is rated in Bradstreets at \$150,000 and is said to be worth twice that."

"Did you know Curtis?"

"I never saw him till he appeared in the Hamilton police court."

"Never?"

"I didn't know he was on the earth."

"What about Claney?"

"He applied for membership in the guild and went out of business a week afterward. Business couldn't be done under the principles they adopted."

"Did the guild interfere with him at all?"

"Never."

"We have been accused of doing all sorts of things we never did," said Mr. Beckett. "They imagine these things."

Requires Big Turnover.

In answer to questions regarding the volume of business in a wholesale house, Mr. Beckett said a wholesaler must have a turn-over of \$400,000 per year to break even, and even then he would have to be mighty careful.

"And with a turn-over of \$100,000 what would happen?"

"He wouldn't be in it for a minute."

"He would need \$100,000 capital for \$400,000 turn-over?"

"Undoubtedly."

"In ordinary business, is the cash system general?"

"No, we are trying to get it there. We have to get money from the bank to carry us along on retailers' accounts and frequently lose on these."

Taking up the indictment, Mr. Johnston asked the witness if the guild had interfered in any way with the production or manufacture of any of the articles mentioned.

"In any case, have you limited the manufacture of these articles?"

"In no case."

"Any article could be gotten by retailer or wholesaler in any quantity at any time?"

"He could get more than he wanted."

A Troublesome Witness.

Mr. Blackstock then took the witness.

"Do I understand you to assume responsibility for the letters read here?"

"For the meaning of the letters, yes. I didn't write them."

"Do you decline to be bound by what he did?"

"I'm indifferent about it. I agree with what he did."

"The same system has prevailed all three years?"

"Practically the same."

"The guild never attempted to have anyone put off the list in sense of stopping the sale of goods?"

"Not to my knowledge."

Mr. Washington read a letter to Mr. Watson in Montreal saying, "If the machinery of the refiners is brought to bear Robertson could be brought into line."

"Did you desire him to be brought in?"

"I desired it so personally."

"There was a time when you had no combinations?"

"None now as I know it."

"Were they bound then by trade agreements?"

"Not bound by any now."

"Do you believe these answers to be candid," asked Mr. Blackstock, evidently rather annoyed at the witness' attitude.

"From a business point of view I do."

"From a moral point of view?"

"I do."

"The difficulties in trade at the time led to the organization of the guild?"

"Yes."

"By reason of certain changes in trade you were not making the profit you thought you ought to?"

"No."

"As I understand it you were losing money on certain of these goods?"

Made Money by Speculating.

"We wanted to do business in a legitimate way. We had to make our money by speculating on the market and we didn't want to do this. With the assistance of the speculative element we manage to break about even."

"And with a profit?"

"Sometimes we make a profit. Generally we make a small profit."

"On what class of goods do you make profits?"

"All goods not sold under proprietary brands are those which vary more or less in the market. Prunes, raisins, currants, figs, nuts, rice, oatmeal, cheese, etc., perhaps a hundred different lines."

"It facilitates your business in these lines to do it in staples?"

"Yes. We handle these goods because we were driven into it by present conditions."
 "You do it in your own interest?"
 "Yes."

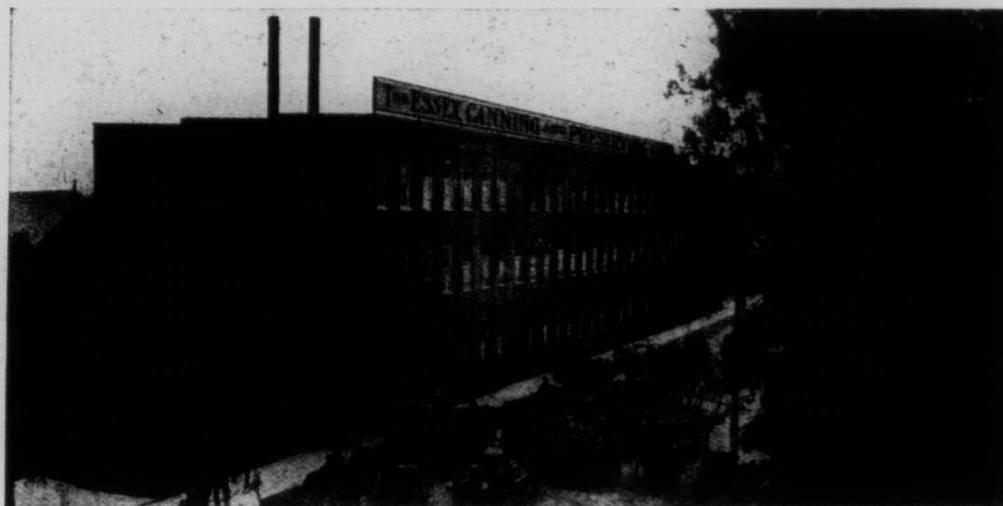
Denies Charges.

"Do you consider these arrangements a restraint of trade?"
 "None whatever."
 "You thought it appropriate to enter into an agreement to exclude foreign sugar from local markets?"
 "We didn't enter into any agreement."
 "Did you prevent competition of foreign sugars with Canadian sugars?"
 "Yes; the equalized rates system promotes the interest of local sugars."
 "I understand the common representation of all of you here is that the cheapest way of distributing products is through the wholesale trade?"
 "That is it."
 "Where is the necessity for combination that the wholesaler may distribute his products?"
 "There is no combination."
 "There is no necessity and no combination?"

"Certainly not."
 Questioning regarding his former statements as to the way business was carried on:
 "You're gambling?"
 "Yes, that's how we make a living."
 "What are all these protests issued by the guild from time to time?"
 "Protests against dishonesty."
 "Were these agreements made to prevent lower rates?"
 "No, that developed afterwards."
 "Are you willing to have matters run along untrammelled or to be controlled by agreements?"
 "The trade cannot be conducted in proprietary lines without agreements."
 "These agreements are made to avert disorder in trade?"
 "Certainly."
 "Then the action of somebody or other is controlled by them?"
 "No?"
 "Is it true that you tried to influence Crosse & Blackwell to change their methods of doing business?"
 To this question Mr. Blackstock was unable to get a reply to satisfy him. Indeed, all through his examination Mr. Beckett's answers were obviously so

**CHANGES IN ESSEX CANNING CO.
 Toronto Office Closed and Business Will Be Done From Essex.**

A meeting of the Board of Directors of the Essex Canning and Preserving Co. was held in Toronto on Tuesday, Nov. 10, at which several changes were made in the composition of the company. R. W. Ball, who has for some time acted as manager and secretary, has resigned, as he is desirous of devoting more time and attention to another company in which he is largely interested. Mr. Ball is retaining an interest in the company and still holds a place on the Board of Directors. It has been arranged also that the Toronto office will be discontinued and in future the business will be entirely conducted from Essex, where the factory is situated. As a result of last week's meeting also, the factory output will be increased and the field of operations extended.
 The accompanying illustration shows a portion of the company's works, namely, the front view of the main building, which is 210 feet long, 40 feet



Factory of the Essex Canning Company at Essex, Ont.

"There is necessity for co-operation, but not for combination."
 "Were all these agreements necessary?"
 "They were necessary to keep us in business. You must have some head to your business and not run it in a wigglidy-piggly way. We try to bring system out of chaos and conduct business in its natural channels."
 "Is it true that you were trying to get all the wholesalers into the guild?"
 "No."
 "Did you try to get the refiners to take certain retailers off the lists who were old customers?"
 "No; they are selling them yet."
 "Your idea was that the wholesalers should receive the commodity at the same price?"
 "There is no arrangement to that effect?"
 "Were you bound to sell to the retail trade?"
 "Yes, at manufacturers' prices."
 "At the same price?"
 "We were to sell at manufacturer's price on the day, which varied."
 "You don't call this combination?"

far from what he desired that the Crown counsel had exhibited a good deal of indignation. At this point he threw up his hands saying, "That will do."
 Mr. Johnston then proceeded with a few questions.
 "What percentage of your business do these articles under discussion represent?"
 "In most houses 70 to 80 per cent."
 "In your own case?"
 "About 60 per cent."

The Examination Ended.

This ended the examination and after a conference with his Lordship it was announced that the argument would be held at Osgoode Hall in about two weeks' time.
 Mr. Blackstock intimated that possibly he might have some further evidence to bring in, but in any event it would be brief.
 The hearing of the argument promises to be exceedingly interesting, and it is likely a large representation of the trade will be present.

wide and three storeys high. There are several additions and wings attached to this building, also other buildings, and two large storage warehouses on the property. The factory is equipped with all the latest automatic machinery and every provision made for packing the goods under the most approved sanitary arrangements.

E. D. Mareeau, Montreal, has returned from a business trip to Quebec.

Enoch Morgan & Sons, New York, the manufacturers of Sapolio, have just issued a novel combination of chess and checker board, with chessmen and checkers attached, which is at once an interesting and thoroughly practical advertisement. The board is made of heavy fibre paper and the chessmen and checkers are interchangeable. The set has been issued exclusively for the grocery trade and would be well worth any grocer sending for. Undoubtedly if the name of this paper is mentioned as a matter of good faith, the article will be sent on request from the manufacturers.

Practical Features of Horticultural Show

Points of Interest From the Big Exhibition Held in Toronto Last Week—Fine Display of Export Apples Shows Continued Improvement—How the Counties Are Building up the Industry—New Departures in Canadian Vegetables.

From the standpoint of improvement in fruit-growing and in methods of packing, the exhibition of the Ontario Horticultural Association is becoming a more important factor each year.

The exhibition held in the St. Lawrence Arena from Monday to Saturday, Nov. 9 to 14, was from many standpoints the best yet held. The exhibition has developed from the old chrysanthemum show, for years one of the annual events in Toronto, into a show of wider interest and much greater practical commercial value. In former years the exhibition was held in Massey Hall, where the floral display was placed upstairs, and the fruit and vegetables al-

of the splendid decorations which transformed the market building into a bower of beauty.

The Floral Display.

While the floral display was comprehensive and excellent in point of quality, it did not seem to be so large as in former years. Chrysanthemums, the seasonable flower, of course, held the place of honor by numbers, with roses and carnations a good second, and the various other varieties in lesser profusion.

One of the most attractive features of this department every year is the display of florally-decorated dinner tables.

the floral display was the built-up partitions between the various sections of the exhibition, which were built up with palms, ferns and potted plants to make a very effective screen. The rustic idea was carried out to the full in the exhibition, even the cleverly-devised chandeliers being inverted cedar trees filled with incandescent lamps, and the stone railings were cedar limbs fresh from the woods.

Fine Showing of Apples.

From a practical standpoint perhaps the most valuable feature of the whole exhibition is the display of apples for export, packed in boxes and barrels. It



ONTARIO HORTICULTURAL EXHIBITION—A View of the Floral Section.

most altogether downstairs. The move to the St. Lawrence Arena has proven itself a successful one, so far as the exhibition was concerned. Here the displays were all on one floor, allowing of a much more satisfactory arrangement and giving a much better general effect.

While the floral display is not of so much interest to grocers as the fruit, to those who have a flower department it would be of considerable help. The accompanying engraving gives an excellent idea of this department, and also

This year the space on an aisle just inside the doorway, was given up to this, and though the tables were not put in till the middle of the week, they proved very interesting, and many a housewife, and possibly some grocer-florists, got some hints on dainty arrangement.

The special sections showing presentation baskets, bouquets for special purposes and funeral designs, were only fairly well represented in numbers, though everything shown was very fine.

One of the most striking features of

is from this department that the exhibition has derived a great deal of its influence and the results accomplished even in this week of display are very material. The exhibit in this section was, of course, very large. Almost the whole of one side of the exhibition was lined with barrels of apples, and the entries of apples in boxes were even more in evidence.

This exhibit is gradually becoming to show a great deal of improvement, as farmers and others inform themselves of

THE CANADIAN GROCER

the proper methods of packing. One noticeable improvement this year was the barrel itself, there being only one exception to the double-hooped barrel recommended by the Department. The packing, too, was more generally uniform and less glaring examples of bad methods were in evidence.

The exhibit of apples in boxes also showed considerable improvement. A better type of box seemed to be in use this year, and the tendency to help out the packing with paper and rags, once rather common, was scarcely in evidence. The best exhibits in this class were made by the Fruit Growers' Associations from four districts, namely, Oshawa, Norfolk, St. Catharines and Chatham. These exhibits show the benefit of organized work along modern and correct lines.

The apples as a whole did not show the improvement as a whole which some expected. The early varieties were gen-

Norfolk, whose exhibit is shown in one of the accompanying engravings, carries off the honors in this section by a wide margin. Norfolk was not heard of four years ago as an apple centre. Since then, chiefly through the efforts of Jas. C. Johnson, secretary and manager of the county association, and a thoroughly enthusiastic fruit grower, it has come to be, through spraying, cultivation and pruning, one of the foremost apple-growing counties of which the splendid exhibit at the show was an evidence.

Essex was also fairly well represented with a display of standard winter varieties. It also is coming to be important.

Victoria County, though not a recognized apple centre, was represented with a very good display.

Dundas, Stormont and Glengarry, the home of the McIntosh, had a united ex-

York's orchards suffer from lack of spraying and the exhibit was only fair.

Oxford's exhibit showed evidence of a new spirit. The old orchards are being renewed and the industry brought back to a paying basis.

An interesting exhibit beside these was that from the O. A. College, Guelph, in the form of a collection of insect pests which prey on fruit and vegetables.

One feature which was not so largely developed this year as last was the exhibits from the Government experimental stations. Six of the twelve stations were represented, chiefly by the earlier varieties of fruit in glass, as follows. Jordan, Walkerton, Simcoe, Maitland, Algoma, and Ottawa, and an exhibit of onions and potatoes from Pt. Pelee.

The Vegetable Department.

The vegetable department of the exhibition has not as yet been so well de-



ONTARIO HORTICULTURAL EXHIBITION—A VIEW of One Section of the Fruit Display.

erally better, but the long dry spell left its effect on the winter varieties, which are, of course, mostly shown. From the splendid quality of fruit shown, however, no one but an expert would be able to realize that there was much lacking in Ontario apples.

County Exhibits.

The county exhibits this year occupied rather a less prominent place by reason of the fact that they were with one or two exceptions grouped together in front of the boxes on one side of the arena above the main display. The apple-growing counties were, however, fairly well represented, and this department merited a good deal of study.

hibit devoted largely to this splendid apple.

The display from Prince Edward was not so large as last year. Interest seems to be waning a little in that section by reason of serious inroads of insect pests.

Ontario was well represented.

Lincoln County is going out of apples, the growers getting better returns from other fruit.

Halton had a splendid display of the standard winter varieties. This county is also coming to the fore as an apple grower.

Brant had a fair exhibit and Leeds and Grenville showed largely the scarlet pippin for which the counties are noted.

veloped as the other sections, but a first-class showing, so far as quality was concerned, occupied the lower end of the arena. The general lines carried by market gardeners were well represented, but the displays which perhaps attracted most attention were in a class for collections of vegetables in which arrangement was a marked feature. The object of this class was to develop the tasteful display of these goods by gardeners and dealers with a view to better attracting the public. This is a class which deserves encouragement and should be developed in future.

One exhibit which everyone didn't see, but which deserved a good deal of at-

tion, was that made by the Chatham Association, of onions, tomatoes and potatoes. Among the onions were excellent samples of the "prizetaker" variety, which is a duplicate of the Spanish onions so much in demand here. A considerable quantity of these were grown at Leamington this season, and the variety promises to develop into considerable commercial value. Among the potatoes were a few varieties of sweet potatoes from the same locality, where, it is stated, they can be grown without difficulty. The tubers compare exceedingly well with the imported article, and should also be developed to occupy a place in Canadian markets.

Honey Well Represented.

The honey section of the Exhibition was about as well filled as in previous years, though the display was rather better arranged, the facilities offered for this being superior to former years. Special features which attracted interest were exhibits of honey in packages ready for immediate sale, and another, articles of food containing honey.

The Exhibition this year was without doubt the most successful in its history.

It might be explained that 80 lbs. is now the legal weight for a bag in Quebec, while in other provinces the customary weight is 90 lbs.

That officers of a corporation should be responsible under the law, the same as individual members or a private firm, and that the officers be liable for the acts of a corporation. E. M. Trowern, Dominion secretary, explained that, when a retailer committed an alleged offence, he could be prosecuted in the police court, but, in the case of an officer of the company, he could be dealt with only through a grand jury. It is desired by the association that all corporation officials and private individuals be placed on the same footing under the law.

An act will also be sought making it a criminal offence for any individual or firm to falsely or dishonestly advertise any article, goods, etc.

That the Criminal Act be amended giving the association the same rights as working men to meet together and arrange their own business affairs without the intervention of the law of the land. As it is now, when three branches of any trade meet together the members may be indicted on a criminal charge, and it is proposed to ask that the Gov-

HORTICULTURAL SOCIETY GROWING.

The Ontario Horticultural Association held its annual meeting in Toronto on Tuesday and Wednesday, Nov. 10 and 11, at which several profitable papers were read, officers elected and other business transacted.

President Snelgrove, of Cobourg, read the report of the directors, which, among other things, recommended that the Department of Agriculture increase the Legislative grant to the Horticultural Association by at least \$2,000, in view of the fact that the membership of the societies has increased by over a third during the year.

The association decided to affiliate with the American Civic Improvement Association, the annual convention of which is being held in Pittsburg this week. The delegates from the Ontario Horticultural Association are J. Lockie Wilson, secretary, and Prof. Hutt, of the O.A.C., Guelph.

Among the papers read were "Scientific Plant Breeding," by H. H. Groff, of Simcoe; "Window Boxes, Baskets and Rustic Stands," by Prof. Hutt, of the O.A.C., Guelph; "The Best Method of Keeping Summer Bulbs and Tuberous Plants," by J. McPherson Ross, of Toronto; "The Ministry of Beauty," by President Snelgrove; "The Best Hardy tub Plants for Ornamentation of Grounds in Summer and How to Keep Them in Winter," by Roderick Cameron, of Toronto; "Perennial Borders," by Prof. Macoun, of Ottawa; "Labor-saving Tools for Garden Work," by H. Simmers, Toronto; "Some Notes on New Flowers," by R. B. Whyte, of Ottawa; "The Necessity of an Increased Legislation Grant," by W. B. Burgoyne, St. Catharines, and "Increasing Membership," by J. F. Watson, of Ottawa.

The Superintendent of Horticultural Societies, J. Lockie Wilson, presented his report, which, owing to a change in the act, covered only nine months. Reports received from the societies showed an advance in the work done, a large increase in membership and in the amounts expended. Three new societies were organized during the year—Amherstburg, Sault Ste. Marie and Walkerville—all three with memberships of over one hundred. When all returns were in there would probably be a membership all over the province of some 9,000. Especially good work had been done by St. Catharines and Ottawa, the former having a membership of 701 and Ottawa of 1,010. The superintendent referred to the changes in the act by which, among others, the annual meetings must now be held during the first week of November.

The following officers were elected:—President, Major H. J. Snelgrove, Cobourg, (re-elected); 1st vice-president, A. R. Whyte, Ottawa (re-elected); 2nd vice-president, Roderick Cameron, Toronto, (re-elected); secretary, J. Lockie Wilson, Toronto; treasurer, H. B. Cowan, Peterboro; honorary directors, W. B. Burgoyne, St. Catharines; Professor Hutt, O. A. College, Guelph; Professor W. T. Macoun, C.E.F., Ottawa; active directors, Rev. A. H. Scott, Perth; W. Jeffers Diamond, of Belleville; Miss Blacklock, Toronto; A. Alexander, Hamilton; James Mitchell, Goderich; G. W. Tebbs, Hespeler, and John S. Pearce, London.



ONTARIO HORTICULTURAL EXHIBITION—Exhibit of Apples from Norfolk County.

The various Association meetings held in the city at the same time attracted a large number of flower and fruit growers and beekeepers from all parts of the Province, and these, with the large crowds of visitors from the city district, assured a success.

PROPOSED LEGISLATIVE CHANGES.

Questions of Interest to Grocers to Be Brought Before Government.

The Retail Merchants' Association of Canada will ask for legislation on some important matters at the forthcoming session of the Federal Parliament, while certain matters will also be brought to the attention of the Ontario Legislature.

The legislation, which will be asked of the Dominion Government, is in brief as follows:

That the legal weight of a bag of potatoes all over Canada shall be 75 lbs.

ernment establish a committee of commerce, to the members of which all agreements and questions settled by the association may be submitted before becoming effective.

That the Government fees for the inspection of weights and measures now imposed on storekeepers and others be abolished. The retailers hold that such fees are for the benefit and protection of the public rather than their own.

From the Ontario Legislature the programme of legislation is not a very extensive one, but among the matters, to which attention is desired, is an amendment to the Peddlers' and Transient Traders' Act, so that traders and peddlers shall pay a fair share to each municipality for doing business; as in many instances now the tax is very light and transient merchants escape without bearing their just burden.

An amendment is also desired to the Division Court Act of the province, making it a simpler process to collect small debts.

DO GROCERS BUY POOR CHEESE ?

Dairy Commissioner J. A. Ruddick Explains Why it is Difficult to Get Good Cheese in Canada—Hints for Grocers in the Buying and Handling of the Article.

Some weeks ago in one of his trips through the cheese producing district, J. A. Ruddick, Canadian Dairy and Cold Storage Commissioner, made a statement to a local newspaper that Canadian grocers generally handled inferior cheese. The statement was questioned rather seriously in several districts, and a good deal of discussion was aroused. To get at the facts in the case, Mr. Ruddick was requested to explain his statement for the benefit of the grocers. In reply, the following letter has been forwarded, which not only thoroughly explains the former statement, but also gives hints on the buying and handling of cheese, which should be of great value to Canadian grocers.—Editor.

Editor The Canadian Grocer.

"I am constantly being asked the question, Why is it so difficult to procure good cheese in this country? Moreover, my own experience as a traveler and family man compels me to admit that the difficulty is a real one. Unless I take advantage of my intimate acquaintance with the cheese business, instead of depending on the ordinary channels of trade, I find it very hard indeed to secure cheese of first quality or in proper condition for home consumption.

"Before proceeding to give some of the reasons, which, in my opinion, are responsible for this condition of things, I wish to make it clear that my references are of a general character, and that I admit there are exceptions which are said to prove the rule.

"There are a few grocers who have given this question some study and attention, and who are succeeding in supplying their customers with a really good article, and, as a result, have built up a large trade in cheese. There are some hotels and restaurants where the same care and attention enable them to supply their patrons with an article fit to eat, but I am bound to say that the great majority of those who cater in cheese to the public of Canada have not studied the business sufficiently to enable them to handle it intelligently. I am prepared to endorse the statement that the people of Canada are required to eat much of the cheese which is rejected by the exporters as not being up to the mark for the trade in Great Britain. This cheese is not by any means worthless, but it lacks the necessary quality to insure of its being eaten in large quantities. A cheese may be just a little too dry, leathery, or a little acid, crumbly or slightly off in flavor, but not sufficiently faulty in any of these particulars to be classed strictly as a cull, but more properly as a second-grade cheese. The difference between a really first-class cheese and a second-grade cheese is so slight that the inexperienced man does not detect the differ-

ence on casual inspection. Now, the average grocer gets the "culls"—using the term in the sense already mentioned—because the cheese factory manager knows that he can induce him to buy at full prices many cheese which are rejected by the exporter. It is common knowledge among cheese men that this sort of thing happens every day. I do not mean to say that the grocer deliberately buys the culls, or that he gets all of them. He very often thinks he is buying cheese of the highest quality and really desires to procure that grade.

The Contention Proved.

"The following incident will serve to illustrate the point. Some months ago the writer was visiting one of the leading cheese districts of Ontario, and, being interviewed on this question by the representative of a local paper, I made a reference to the purchase of inferior cheese by the grocers. One of the city grocers was rather indignant at the suggestion and wrote a letter to the paper attempting to prove that I was wrong in my inference, and stating that he sold a large number of cheese (I have forgotten the number) annually, and that he never bought culls, etc. He further stated that he did not believe there were fifty culls in the district in a year. This is the sort of thing which proves my contention. Here is a grocer who, according to his own figures, does much more than an average trade in cheese and yet he knows so little about the general quality of cheese as to say that there are not more than fifty inferior cheese in a large district in a whole year. Any cheeseman knows how far wrong he is.

Some Hints on Buying.

"I would offer this word of advice to grocers. Never buy cheese which are peddled by a cheese manufacturer. There is always some reason for offering cheese in that way, because there is no difficulty about selling cheese of good quality in the export market. It has been a not uncommon practice to offer the cheese made at the tail-end of the season for local consumption. Cheese made in the latter days of October or November are not usually as clean in flavor as those made earlier in the season, and owing to the low temperature which usually prevails, the ripening process proceeds very slowly and the cheese take a longer time to reach proper maturity. Even September cheese, which are supposed to be better than those made in other months of the year, but which are not if the others are properly made and properly ripened, are not in a condition to be consumed during the early part of the following winter. September cheese should not be offered to the public under six months old. And now we come to the principal weakness in the whole business of selling cheese in Canada. Tons of cheese are cut on the counters and given to the public, only to cause dissatisfaction, owing to the fact that

they are not sufficiently matured to have developed a real cheesy flavor or to have acquired that meatiness of texture which is so desirable. Moreover, such cheese is to most people indigestible and cannot be eaten in any quantity. These same cheese, if held at suitable temperatures a few months longer, acquire a difference in value from the consumer's standpoint which is most marked.

"If I were in the business of supplying the public of Canada with cheese, I should try to lay in my stock from the June make and buy only from factories provided with cool curing rooms. I would keep the cheese in a temperature not over 60 degrees for at least five or six months before cutting. To save loss in weight, I should have these cheese coated with paraffin wax when they were about two weeks old. This will also prevent mould. Such cheese, if properly made, will have a rich, meaty texture and a real cheesy flavour, both of which characteristics promote a large consumption of cheese and create a desire for more."

J. A. RUDDICK,

Dairy and Cold Storage Commissioner.

U.S. WHOLESALERS WANT SUGAR AGREEMENT.

It is said by the New York Journal of Commerce that wholesale grocers in the United States have recently been in communication with the refiners for the purpose of starting negotiations for an exclusive selling agreement. The grocers desire an agreement that will enforce at least a selling price of sugar that will pay the cost of distributing sugar. Nothing whatever has been arranged, however, and practically no progress has been made. "It seems impossible," said a refiner, "to arrive at any definite basis that would stand the test of time. I think all refiners would only be too glad to help their customers, the grocers, to make a profit in distributing sugar. The grocers, however, must be prepared to present a practical and definite proposition. The trouble is they cannot agree among themselves what they want or what they will do. It seems that they all want to be individually the only men to get special discounts and to use those discounts in order to pass them along to their customers in order to show they can sell goods cheaper than their immediate competitors."

Mr. Spreckles, of the Federal Sugar Refinery, denied emphatically that his people were making any cuts below the official quotations. "We have been officially making lower prices than our competitors because we wanted to treat all our customers alike," he continued. "We are doing in the open what others are doing under cover; and we are treating everybody fairly and will continue to do so."

Frank Magor & Co., Montreal, importers of grocers' and confectioners' sundries, have just opened a new office at 34 Church Street, Toronto, in order to better look after their growing business in Ontario.

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MOVING TOWARD EARLY-CLOSING

The early-closing movement has taken firm hold in Western Ontario, especially in the smaller centres. This has been brought about more by example than by precept. The day of the early-closing by-law, by which a merchant was compelled to close his store, perhaps against his will, appears to have passed by, and the rule to close the store following in the wake of some leader who was not afraid to lose a few dollars by inaugurating the innovation has taken its place. That this rule of example will accomplish more than the law of force is admitted by all. In the first place, a man does not like to be forced, even though it be along the line of his desires but let a man come to him and appeal to his reason and a friend has been gained who will later on be a follower and upholder of any good movement that may be inaugurated.

When the merchants' associations in various centres found that sometimes they were contravening the law by trying to "enforce" early-closing by-laws, and when they went no further than "recommending" that members of the association show a good example by closing early, they made a distinct ad-

vance; they made the move popular in the eyes of the general public.

There are advantages to be gained, too, by early-closing, especially in a store where clerks are employed. The clerks get a needed rest; a little time for recreation. They are thus made better employes—better in health and more loyal. The movement has the sympathy of the public. No doubt at first some little inconveniences are felt, but these are eradicated in a short time, and the buying public will soon accustom itself to the change. The stores need not necessarily be dark at night. Rather the other way round. The windows could be lighted, and in this way besides being a public benefactor in the way of brightening up an otherwise dark street, publicity could be had by drawing attention to the window and store display.

The early-closing movement is now working on proper lines. It is a good movement and should be followed up.

THE IMPORTANCE OF STORE SYSTEM.

If every grocer realized the value of the advice contained in the old maxim "a place for everything and everything in its place," and put the precept into practice, a great difference would be made in the selling power of many stores throughout the country. Success in business does not hang upon one prominent commercial attribute alone. The perception that buys stock at the right time and in the right quantity; the genius for salesmanship that often forces a sale; the faculty for figures that rigidly accounts for every cent involved; the talent for organization that conducts everything on the most systematic lines; individually employed cannot bring success to a business. The merchant who depends upon the one commercial quality alone will find the non-employment of the others counteracting the advantages of the predominant force.

Of course it is not essential to success that a man should possess equal powers in all these four great business assets. If so we are afraid that success would only attend the few. But it is essential, if full measure of profit is to be derived from a merchant's labors that although he may be a better salesman than buyer, a better accountant than organizer he should not minimize the value of the points on which he is weak, and is, therefore, inclined to underrate.

Probably of these four factors which are so important, the one of system is most commonly neglected, especially in the country and suburban districts.

This is largely due to the conservatism that dies harder in quiet centres than in more busy ones. It may be that the merchant's father kept his stock in a mixed up fashion, and the son therefore never thinks that an alteration is necessary; while in other cases the absence of keen competition, or the lack of pointers that an observant man in busy centres can glean from the various businesses around them, fails to impress upon the merchant the benefit of system.

If dealers who pay little heed to the neatness of their store realized the extent to which they were retarding their progress by the confusion of their stock, they would assuredly lose no time in putting things in order. The very appearance of a store will tell whether system is employed there or not. The merchant, familiarized with the look of the place will not observe anything wrong, but the customer, who has probably visited other stores, is bound to make disparaging observations. The business run on system and method is clean and prosperous looking, the other one is just the reverse. In the former everything is in its place, there is no delay when certain articles are wanted; in the latter the goods are so mixed up and confused that the dealer himself is often in difficulties in finding what he wants. Customers like to be served promptly. They naturally object to wait while certain articles are unearthed from under a pile of miscellaneous goods. Besides, in the confusion the dealer is often unable to tell whether he has the article wanted in stock or not. All these petty delays and annoyances tell their inevitable tale in the long run. Customers refuse to be subjected to them, and a dealer, although he may be a good salesman across the counter; have a keen judgment in buying his goods; finds in the end to his astonishment that his store is losing trade, while his competitor, who may not possess half his ability, is reaping the benefit.

DO NOT NEGLECT COLLECTIONS.

Conditions this season are favorable to merchants who are desirous of cleaning up outstanding accounts and making the plunge into the cash system of doing business. Crops generally have been good and farm products are commanding good prices. Farmers, too, are realizing on much of their produce early.

Retailers owe it to themselves to take advantage of every opportunity of making early collections and repay any accommodations granted by jobbers during the recent depression. Further, with many making a success of doing busi-

ness for cash only the wise dealer will take advantage of the opportunity to clean up their books and begin on a cash basis. Retailers should discontinue loaning their capital (in the form of goods) without interest to farmers or workingmen who probably have deposits in the savings banks.

An energetic collection policy or a lack of it on the part of a retail merchant is more or less of a habit.

Some retailers have the habit of pushing collections and the habit of keeping their balances on jobbers' books down to the lowest possible point. The credit of such retailers is always good.

Other retailers have the other habit. They are easy on collections, slow about reducing balances at the jobbing houses and naturally their credit is not always good.

This is a good time to acquire the right habit. There is money floating in the community and the grocer should get to it first.

EXCELLENT CANADIAN PICKLES.

A bulletin just issued from the department of Inland Revenue, the first contribution to the study of pickles as found on Canadian markets, pays rather a pleasing tribute to Canadian pickle manufacturers. Out of 149 samples collected from the various inspectorial districts of Canada in July and August only two were found to be in unsatisfactory condition. 24 of the samples only contained any trace of preservative other than the vinegar and in some of these it was exceedingly slight. The samples were also tested for alum, which is said to be sometimes used for the purpose of hardening the vegetables. This was present in 25 samples, but as the analyst points out, may be in some cases where the trace is slight, due to the fact that particles of clay are taken up by the cucumber as it lies prone on the ground, and this by contact with the acetic acid, may form the alumina.

Altogether, thus the first test of pickles manufactured in Canada seems to point to pretty satisfactory conditions of manufacture. While, as yet there is no Canadian standard defined for this article, the samples will apparently easily conform to other standards.

NEW CANADIAN VEGETABLES.

One or two features among the vegetable exhibits at the Horticultural Exhibition in Toronto last week deserve special mention and show at once the possibility of development of Canada's agricultural products, one of these was a display of two or three varieties of sweet potatoes, shown by the Chatham Growers' Association and grown near Leamington. The samples of tubers

were excellent and would compare in every way with the imported varieties. The potatoes were grown this season, it is understood, as an experiment, and no considerable quantity was produced. The experiment, however, turned out so satisfactory that considerably more attention will be given to them next year and it is believed they will become a rival of the imported sweet potato on Canadian markets.

Another somewhat similar display was a showing of large, mild, onions of the same strain and variety as the Spanish onions so largely imported. The quality of these was excellent, and this vegetable also promises to become prominent on Canadian markets.

If these vegetables can be grown in Canada to successfully compete with the imported goods and from the experiments made this year this seems entirely possible, their production should be encouraged in every possible way. This is simply another instance of how Canada's field of production may be widened and the place of imported articles taken in our markets by home-grown products.

PREPARING POULTRY FOR MARKET.

Education is making rapid strides. The effects of enlightened methods are in evidence in many directions, but in other classes advancement appears to be painfully slow. An instance of the latter is furnished by a tour of the wholesale produce firms in Toronto who buy poultry in large quantities from the farmers of neighboring townships. Of late years there has been some improvement but progress is tardy.

The question naturally arises who is at fault? It is not the dealers but the farm producers. The latter have been told time and time again how to properly kill and prepare fowl so as to market it to the greatest advantage, yet many go on in the same old careless way and accept in the end a smaller figure for their birds than they would realize if they attended to some simple instructions.

The shape in which thousands of Thanksgiving turkeys were received was deplorable, not to make use of a much stronger term. The birds were immature, ill-fed or over-fed, and in a number of cases scalded in order that their feathers might be more easily plucked. In the face of advice tendered by weekly papers, agricultural journals, speakers at farmers' institutes and directions sent out by produce firms, little improvement is noticeable. The poultry, more especially turkeys, was not up to the average standard and as a consequence sales were rather back-

ward. The attitude of the farmers, dealers say, is attributable to either of two causes and not due to want of education or lack of instruction. These are carelessness or avarice and in the majority of cases, the men who purchase the birds, are of the opinion that the unsatisfactory state of affairs is due to indifference. All domestic fowl should be starved at least twelve hours, if not twenty-four, before being slaughtered, the latter being preferable. The bird looks its worst when its crop is full, as in a short time fermentation and putrefaction sets in and the appearance of the fowl is anything but inviting. It is necessary for the proper preservation of the bird that its stomach should not be distended by a liberal allowance of feed, and, when it is fed right up to the hour it is killed, the buyer at once makes a deduction far more than any extra advantage gained by the seller from the weight of so much grain. If the farmer thinks that by giving a turkey or goose a generous quantity of cereals he is going to get so much more out of the dealer or commission house by disposing of the contents of the stomach along with the carcass at twelve or thirteen cents a pound he is sadly mistaken, for the purchaser is no tyro at the business and cannot be deceived.

All fowl should be starved for several hours before slaying, and birds that are too young and have not been adequately fed for some weeks had better not be offered if the farmer would consult his own best interest. Good turkeys will bring a fair price at any time and it is not necessary to hasten their end in order to put them on the market at Thanksgiving season. Standard, well-preserved turkeys, properly raised, killed and prepared for the consumer, will always command the highest price and be given the preference every time. It is a short-sighted policy to adopt any other course.

Another matter, that may be mentioned, is that, under no circumstances should the dressed fowl be scalded in order that its feathers may be removed a little more easily. The scalded fowl is soon discolored and presents anything but a tempting appearance with its torn skin and mottled carcass. All feathers should be plucked without resorting to the hot water method and, if geese, for instance, are killed at the proper season there is no need whatever for the too common practice of scalding. Neither should they be killed at a time when their bodies leave every evidence of pin feathers, for such bodies bring only the lowest consideration and dealers are glad to get rid of them at any figure, especially when offerings are large and the demand limited.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, November 19, 1908.

Fish—Advanced.
Fruit—Declined.
Eggs—Advanced.
Cheese—Advanced.
Butter—Dairy lines firmer.

It is a gratifying indication of returning good times to note the optimistic tone which reports from all over Canada seem to convey. Traveling men are reporting a better tone in business circles. A very material evidence of this is the fact that many dealers are paying more promptly than for a long time. Wholesale houses report orders of larger volume and a smaller number of orders of the hand to mouth variety, which have characterized trade for a long time. Locally, fruits are a little easier this week. Fish are slightly more firm. As is generally the case at this season of the year, eggs have gone a little higher and are in good demand. Cheese is firm, likewise butter. Honey prices have been fully maintained under a fair demand only. Beans are less active than they have been lately. Other lines are practically unchanged or so little so as to deserve no comment.

SUGAR—The demand has been if anything a little better during the week and prices have been maintained. The surplus crop of this year, which it was estimated would be about 200,000 tons more than last year, will receive considerable modification owing to continued drought in Germany and Austria-Hungary. The cane crop is estimated to be also in excess of last season's.

Granulated, bbls	\$4 80
" " 4-bbls	4 75
" " bags	4 85
Paris lump, boxes, 100 lbs.	5 40
" " 50 lbs	5 50
" " 25 lbs	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" " 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2	4 10
No. 1	4 20
No. 1 bbls	4 10
No. 1 bags	4 15

SYRUPS AND MOLASSES—The colder weather has increased the demand for molasses somewhat during the week. Syrups have not changed either in demand or prices.

Barbadoes, in puncheons	0 37	0 39
" " in barrels	0 39	0 41
" " in half-barrels	0 40	0 42
" " fancy	0 38	0 40
" " extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" " 4-bbls	0 03	
" " 3-lb. pails	1 75	
" " 25 lb. pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" " 6-lb. " 1 doz. "	2 75	
" " 10-lb. " 1 doz. "	2 65	
" " 20-lb. " 1 doz. "	2 60	

MAPLE PRODUCTS—Demand is slow and the market preserves its dull condition with no change in quotations.

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

DRIED FRUITS—Dried fruits are

showing considerable activity. Dealers are beginning to realize the smallness of their stocks and are apparently displaying an effort to cover their wants. In Valencia raisins some low figures are still being quoted. Currants are only in fair demand.

Dates—		
Hallowees, per lb.	0 04	0 05
Sais, per lb.	0 03	0 04
Packages	0 05	0 06
Malaga Raisins—		
London layers	2 25	
" " " " " " " "	2 50	
" " " " " " " "	0 75	
" " " " " " " "	1 30	
" " " " " " " "	4 75	
" " " " " " " "	5 75	
" " " " " " " "	1 40	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " " " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 12	0 18
Peaches, " "	0 11	0 15
Pears, " "	0 13	0 15
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " 40-50s	0 08	0 09
" " " " 50-60s	0 08	0 09
" " " " 60-70s	0 09	0 09
" " " " 70-80s	0 07	0 08
" " " " 90-100s	0 06	0 07

The following is the dried fruit cargo on board the S.S. Jacona, the second and last direct boat:—From Patras, 50 quarter boxes currants, 7,150 half cases currants, 1,962 cases currants, 25 bbls. currants, 700 boxes Sultana raisins. From Denia, 75,463 half boxes raisins, 6,000 one-eighth boxes raisins, 2,562 quarter boxes raisins, 800 mats figs. From Malaga 1,912 half boxes raisins, 1,651 quarter boxes raisins, 170 cases raisins, 60 half raisins. Currants are only in fair demand and chiefly in small lots and the tone of the market is steady. Advices from Greece are to the effect that the demand for currants is somewhat below normal, but in the absence of pressure to sell the market is steady. Persian dates of the new crop are closely cleaned up on the spot and there is a good demand for stock to arrive on the second tide steamer, Afghanistan, due to arrive in New York about the 12th inst.

TEA—Locally the Japan tea market is a little quiet. Prices are well maintained, especially in Japan, owing to a large shortage. This shortage is being more keenly felt perhaps in the United States than here. Blacks are somewhat dull also, with no changes in quotations.

Choiceest	0 38	0 45
Choice	0 33	0 37
Japans—Fine	0 27	0 30
" " Medium	0 22	0 25
" " Good common	0 21	0 22
Ceylon—Broken Orange Pekoe	0 19	0 21
" " Pekoe	0 20	0 22
" " Pekoe Souchong	0 19	0 20
India—Pekoe Souchong	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Piquet gunpowder, low grade	0 13	0 16
" " " " " " " "	0 19	0 27
" " " " " " " "	0 30	0 45

COFFEE—The coffee market remains firm and prices are well maintained.

Mocha	0 18	0 25
Rio. No. 7	0 09	0 11
Santos	0 12	0 15

SPICES—This market is rather on the quiet side. Prices have not altered.

Peppers, black	Per lb.	0 16	0 20
" " white		0 18	0 27
Ginger, whole		0 13	0 20
" " Cochin		0 17	0 30
Cloves, whole		0 17	0 30
Cloves, ground		0 25	0 35
Cream of tartar		0 25	0 33
Allspice		0 12	0 18
Nutmegs		0 30	0 60
Cinnamon, ground		0 15	0 19
" " whole		0 14	0 16

RICE AND TAPIOCA—This market remains unchanged in prices and both rice and tapioca are meeting with only an indifferent sale.

BEANS—Beans are being freely offered and interest being manifested in this market is not great. Prices are unchanged.

Ontario, pickers	1 65	1 70
Rangoon Indians	1	

HONEY—A fair trade is passing in honey and prices are unchanged.

White clover comb honey	0 13	0 14
Buckwheat	0 07	0 07
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

EVAPORATED APPLES—The demand for new apples is not as large as usual. There is no change in prices as previously quoted.

Evaporated apples, new	0 07	0 08
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ONTARIO MARKETS.

POINTERS—
Sugar—Steady.
NUTS—New Tarrogonia almonds in.
Raisins—Firmer.
Canned Goods—Passing off well.

Toronto, November 19, 1908.

The renewed activity noted in the wholesale market last week continues. There is little buying in large lots but the orders are coming steadier and oftener and indicate a healthier condition of affairs. Christmas goods, of course, are now being largely stocked and the fact that these are being bought just as heavily as usual is an evidence of the retailers' faith in the situation. Dried fruits are in good demand, figs, dates and the better lines of raisins selling well. Filberts and Tarragona almonds are in and the Grenoble walnuts are on the way. Valencia raisins, which have been cut down pretty low by several local firms for the past month, are being held a little more firmly and a firmer feeling may also be anticipated when new stocks arrive, probably next week. Money is coming in fairly well though some houses freely admit that the retailers have not pushed their accounts particularly and in consequence are not any too well supplied with ready cash.

SUGAR—The local refined market is steady with no indication of any change in the immediate future. The raw markets generally seem slightly firmer, though there has not been much change either way. Sharp competition in the United States is responsible for some moves in the market there which are hard to understand. American and Howell interests officially advanced 10 points on Tuesday, though they still continued to accept business at old

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg has been counting up her efforts in the building line for the past year and finds that they are decidedly satisfactory. The sum total is not so large as that of 1907 though; it is somewhat less than a million dollars behind. The gratifying feature, however, is that whereas in 1907 from July onward the building permits steadily decreased in volume and value, during 1908 from July onward the permits increased both in number and value. The number of permits for October, 1908, being 144, and of a value of \$429,600, against 95 of a value of \$134,000 in 1907, it is quite probable that the months of November and December will go far to removing the balance to the side of 1908.

Two costly buildings erected by the Federal Government during the year are indications of the growing importance of Winnipeg. One of these is a \$60,000 branch post office. This is situated in the north end of Winnipeg on the corner of Magnus and Main Streets, a spot that five years ago was considered a remote suburb. The most important building, however, attempted by the Federal Government, as well as one of the most costly to be erected this year, is the new examining warehouse. Reference was made to this a couple of weeks ago in connection with the large amount of structural steel used. The building will cost when complete close upon \$300,000. It is 81x225 feet, four storeys and basement. The first floor is 20 feet high, the second and third 17 feet and the fourth 16 feet. It is built entirely of red brick, with steel frame and cement floors and is as perfectly fireproof as anything can be made. The extent of this warehouse and the speed with which it is being rushed to completion is a concrete evidence of the development of Winnipeg, and for that matter the West generally, for much of the freight that is examined at Winnipeg is for western points as well as for the city itself.

A factory that has been added this year supplies a long-felt want for the West, and that is the tar paper factory just completed by the Merrick, Anderson Co. The plant includes the factory proper, a warehouse and tar tank, all situated in Winnipeg's new suburb of Elmwood. The cost was \$65,000. The factory building is of reinforced concrete and fireproof. The tank, which is of the same material, has a capacity of 8,000 gallons. The consumption of tar paper in the west is enormous and the untarred paper is cheaper and easier to bring in than when tarred, so that the erection of this factory is one more step in the direction of facilitating building operations in the West.

The Prairie Oil Co. suffered a very heavy loss through fire during the week. Their warehouse and plant and one of the large oil tanks was completely destroyed the loss being estimated at \$40,000, with only partial insurance. Four tanks of oil and three cars standing on the track were saved by the firemen. The stock carried was heavy at this time of the year, both in oils and coal tar. Very great sympathy is expressed for the company among business men, owing to the fact that they were burned out in Norwood two years ago and their loss then was a heavy one. The men composing the company are

young and plucky and already they announce that the plant will be replaced as speedily as possible. There is no clue to the origin of the fire.

The Royal Crown Soap Co., of Winnipeg, and the Royal Soap Company, Limited, which is really a branch of the same concern, have bought out the assets of the Standard Soap Co., of Calgary, and the Calgary business will be under the direct management of M. Bull, who at present is president of both the Winnipeg and Vancouver companies. There will be a new company formed for the Calgary business, however, and the men who will compose it are all well known in the West, in fact, they are all western men, A. N. Nanton, G. R. Crowe, W. R. Allan, W. A. Black, of Winnipeg; J. A. Mitchell, of Victoria, formerly of Winnipeg; F. T. Schooley, of Vancouver, and Pat Burns, of Calgary.

It is less than 25 years since the Royal Crown Soap Co., of Winnipeg, was formed, and commenced operation in the most primitive way, and many were the wise heads shaken at the idea that any manufacturing business could be successfully carried on in Winnipeg, and compete in price and quality with goods brought from the East. M. Bull, who had the courage to start, went on his way quietly, producing a first-class article and one that wherever it was used was called for again. To-day the Winnipeg factory of this company is one of the largest and best equipped soap factories in Canada. The one at Vancouver that has been in operation for some years is also an excellent factory, and now the Standard Soap Works, of Calgary, with their large plant, has passed under the same successful management. Every sleeping car on the Canadian Pacific and every one of their steamers on the lakes and also their steamers crossing to the Orient help to advertise the Royal Crown Soap, for their famous Witch Hazel brand is put up in tiny cakes especially for this trade. The Royal Crown Soap Co. is one of the things of which westerners are intensely proud, because it has been built up almost exclusively by western pluck and with western capital. This new extension will be welcomed with interest by the trade everywhere.

One of the events of November will be the holding of the annual municipal convention at Brandon. This convention is a matter of quite recent growth, but it is taking hold of municipal problems with both zeal and discretion and already much good has been accomplished. This year among the important measures to be discussed is that of municipal fire protection, a general revision of the municipal acts and municipal hail insurance. These are very live topics in the West at the present time.

The wheat situation has changed little during the week. The receipts have passed all records, as have the outward shipments from the head of the lakes. In face of these receipts prices have been very firm and again it is possible to report an advance for the entire week, though there have been periods of slight reaction.

A little snow has fallen during the week and should Foster's big storm come about the 16th, as predicted, it

will no doubt delay things. Otherwise conditions look good for 50,000,000 bushels being got to the lake front before navigation closes.

There has been rather more interest in coarse grains during the week and the price for oats has advanced, but flax has made quite a phenomenal market, jumping 2c and 3c a day. Receipts of flax to date have been very much in excess of 1907, to the same date, in fact, nearly three times as much, yet the market soaks them up like a sponge. The cause of the advance in flax is generally attributed to the damage done by frost in the Argentine, and an only fair to middling crop in the United States. The average of the United States for the past six years has only been 9.7 per acre, and though the Government places the yield this year at 9.5, well-posted authorities state that this is entirely too high and that it will not go over 8.5, which would give a total crop of a little over 24,000,000 bushels. The crop of the Canadian West is not a large one, but if present prices are maintained, it is likely to be quite a factor in the aggregate income of the West.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, November 19, 1908.)

The arrival of cold weather is a reminder that navigation on the great lakes will close almost immediately, but the railways have handled the grain shipments so satisfactorily this fall that the West is in good shape at the close of navigation and there is little grumbling. The satisfactory way in which the grain has been handled has had its effect upon shipments from the East. As the railways do not care to haul empties, the shipments from the East were handled quickly in the returning grain cars.

Crop money is getting into circulation quite freely now and the effect is being felt on general business. The outlook is good.

SUGAR—Quotations given last week still obtain but the market has been so very erratic during the last month that it is dangerous to make predictions and the trade are buying cautiously. We quote:

Montreal and P.C. granulated, in bbls.	5 10
" " in sacks	5 05
" yellow, in bbls.	4 70
" " in sacks	4 65
Wallaceburg, in bbls.	5 00
" " in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-20's	5 08
" hard pressed lump, 25's, per cwt	5 25
" " half bbls., per cwt	5 60
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls.	5 70
" " in boxes	5 90
" " in small quantities	5 20
Powdered sugar, in bbls.	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls.	5 05
" " in 1-bbls.	5 05
" " in 100-lb cases	5 05

CANNED GOODS—There is nothing new in the local market. Corn, peas and tomatoes are moving in large quantities at present low prices. We quote:

	FRUITS.	
	Group No. 1	Group No. 2 & 3
Apples—3's standard, per case	\$2.44	\$2.34
" Gallons, standard, per case	1.55	1.52 1/2
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08

THE FARMER AND THE BUSINESS MAN

C. C. James, Deputy Minister of Agriculture, Points Out the Mutual Interests and Interdependence of the Classes—How the Farm's Output May Be Increased.

The citizen and the farmer have mutual interests, and as those interests are undertaken and developed in a right spirit, a country makes solid and steadfast progress. The interdependence of the business man and the farmer, of the resident of the urban centre as well as the rural, the part which each should play, and how the material wealth of the Province could be increased by all acting in a spirit of co-operation and sympathy, were strikingly brought out in an intensely interesting address before the Canadian Club, Toronto, on Monday last when C. C. James, Deputy Minister of Agriculture for the Province, spoke on "Agricultural Problems of Ontario."

It may be remarked that no more progressive and wide-awake officer is in the service of the Provincial Government than Mr. James. He is a thinker, an originator, a builder. To recount the excellent work he has done would be to repeat a tale that is familiar as the multiplication table. He is the man who is the father of teaching agriculture in the schools, and, in many other lines, he has blazed the way for the amelioration of the condition and comfort of the great farming community as well as pointed to numerous paths that have led to improvement in the many sources of revenue from the farm.

Mr. James is a man of big ideas, animated by lofty purpose, and possesses executive and initiative ability of a high order. He is no dreamer, no theorist, but is eminently practical in all that he undertakes. His splendid services in the great cause of agricultural science cannot be appraised too highly. Mr. James emphasized that the city man should be interested in the farmers' work because agriculture is the greatest national industry. In the Province of Ontario alone there are 175,000 farms, representing an investment of over \$1,200,000,000, and an annual product of \$200,000,000, and yet out of the total number of representatives recently elected to Parliament, only seven were farmers. He pointed out that only a ten per cent. increase from each farm would result in a gain to the Province annually of \$20,000,000, and believed it easily possible to increase the output, not by ten per cent., but by twenty or thirty, if only the farmers of the country could put into operation the best methods known.

To Increase Output.

It was a comparatively easy thing to add \$100 annually to the income of a farmer, and in any district around a rural town with 200 farms adjacent, this meant \$20,000 a year more to spend in it. It will thus be seen how vital should be the interest of the average citizen to assist the farmer to an increased earning power from his farm. The mutual in-

terests of the civic and rural resident were so co-related and associated that what benefits one is of great assistance to the other, and with the advent of the telephone, rural mail delivery, electric railways and other elements working out a change in country life, it will soon be difficult to draw the line between town and country. What will result from the introduction of cheap electric power in manufacturing lines it is impossible to foretell.

Buying for Cash.

The farmer is now buying and selling for cash. The business man is more than ever concerned in his progress and welfare. The farmer also deserves attention from the city merchant as he is the controller of the food products and a producer of surplus cash. Banks are being opened everywhere to accommodate the farmer, and as a result, savings deposits are largely increasing. The farmer had a moral effect or influence upon the country. A source of great danger to a nation is its congested districts and the development of a strong, healthy, active rural life is one of the most important assets in the future of any people.

Many Educative Agencies.

Among other forceful facts brought out by Mr. James were that the Government had nine agencies at work in the education and development of the farm. The head office looked after statistics, issued reports, did special work and represented generally. The agricultural and horticultural societies had been at work for 116 years, the longest established organizations outside the Legislature. The live stock branch directed cattle and poultry shows and looked after these interests. The farmers' institute work brought the latest word to the farmer about his business. The dairy branch, with 40 odd instructors in cheese factories and creameries, also went into the homes of the farmers to improve dairy conditions there. The first branch had recently been active in the city and raised the standard of packing and marketing. The colonization bureau was occupied with bringing the right sort of immigrants to the farming communities and in supplying labor to the farmer. The Ontario Agricultural College at Guelph was well-known and the veterinary college was the latest addition to the Government's work.

On these lines they were trying to touch the farmer on some point at least, if not in all, upon which he was interested.

Could they increase the number of farmers, or increase the capital invested, or increase the output? He asserted that the protection might be doubled.

Drainage Department.

A drainage department was in its infancy, having only been in existence for three or four years. A scheme for dealing with lands which were deforested and unfit for farming is being considered to buy back the lands from those who now only eked out a miserable existence, and turn the lands back to the forest reserves.

In the rear rocky townships of many counties, where the pine had all been removed, and the people were tied down, unable to get away and sinking lower and lower in the scale, some scheme should be possible for taking these people away and placing them on the clay belt, where there are 15 million acres, and the northern limit of which is the same parallel as Winnipeg.

If the improved seeds developed by the agricultural society were used by farmers all over the country, 25 per cent. increase would be quite possible. In ten years the live stock trade had increased from 30 to 60 millions.

An Inviting Investment.

Mr. James suggested that if a prospectus were prepared of the farm industry of Ontario, showing the investment and present revenue, and estimating the possible increases, ten per cent. on live stock, ten per cent. in dairying, ten per cent. in fruit, ten per cent. in each department, doubling the revenue, it would attract attention.

"Put a prospectus of that sort beside the most glowing Cobalt prospectus ever seen, and which would you prefer?"

That more had not been done was partly because of the want of the men, partly because of the want of money. The Government was giving all the assistance the revenue would permit. He could only hope the revenue would increase.

The Northwest had drained Ontario of its young men. Everywhere the farmer was crying out that he was crippled and could not get his work done. The labor problem was acute.

To Stir the Indifferent.

The indifferent farmer was a decided obstacle. The question was how to get his attention. The farmers' institutes had done a great deal, and the women's institutes were gradually inaugurating a revolution in the conditions of farm life.

The result of opening of branch offices in the country towns, with live young men representing the Government departments, has been most encouraging, and if this new missionary movement could be started in 30 or 40 centres it would bring a solution of the problem to be met.

R. J. Sharp has returned to Montreal, after a very successful trip through western Ontario, in the interests of W. P. Downey, the maker of White Dove coconut and almond paste. Mr. Sharp generally brings in a good bunch of orders when he gets out for a few weeks.

Travelers Nominate New Officers

Dominion Association Met in Montreal and Canadian Association in Toronto on Saturday, Nov. 14.—S. J. Mathewson, of Mathewson's Sons, Wholesale Grocers, Montreal, Elected President of Dominion Body—And J. B. Giles, Sales Manager of the Radnor Co., Vice-President.

A quarterly meeting of the Dominion Commercial Travelers' Association was held in the Board of Trade Building, Montreal, last Saturday evening, when nominations for officers for the coming year were made.

Samuel J. Mathewson, of Mathewson's Sons, Montreal, was elected President by acclamation, while J. Bevan Giles was made Vice-President in the same manner, and Max Murdock was re-elected Treasurer.

Nine nominations were handed in to fill the vacancies which will occur on the board of ten directors on the occasion of the retirement of five gentlemen at present in office. Those nominated were:—Harold H. Hughes, Louis Decelles, John T. McBride, Charles

the splendid services rendered the association by the retiring president, W. J. Egan, during his year in office. His work was to be strongly commended. J. Bevan Giles and Max Murdock also said a few words, and they too were given a small ovation on arising.

The president referred in feeling terms to the recent death of J. H. Morin, one of the fourth vice-presidents, and the secretary was requested to convey to the family of the deceased the association's expression of sincere sympathy.

DOMINION TRAVELERS' NEW PRESIDENT.

S. J. Mathewson, of Mathewson's Sons, Montreal, the new president of the Dominion Commercial Travelers' Association, was born in Montreal, July 3, 1861. At the age of 15 he entered his father's business, and with his brother was made a member of the firm in 1884, the new company being known as J. A. Mathewson & Co. It will be seen from this that he has been in the grocery business all his life, and he is therefore a worthy exponent of the old adage, "doing one thing and doing it well." Ireland is the land, though four generations remote, from which he springs, and his family, as well as thousands of others, has contributed its share to the sound commercial growth of this country.

Fifteen years spent actually on the road and occasional journeyings at present now renders him eligible for the post which he is in every respect qualified to fill. Mr. Mathewson is the father of ten children, the eldest of which, a boy, is an undergraduate of McGill University in the Faculty of Law.

"Sam," as all his friends know him, is a busy man of affairs, but finds time to indulge in a little duck shooting every autumn, and many a duck has regretted lingering within range of his gun. Mr. Mathewson has a splendid summer place at Metis, of which he has good reason to be proud. While his career may be distinguished by doing the ordinary extraordinary well, rather than doing the extraordinary, an account of his life would be incomplete without the mention of a predominant characteristic which impresses everyone who comes in contact with him. This is his pride in the growth of his native city, and his patriotism to his country. To some this is an empty bauble and is indulged in because it is the prevailing vogue. Not so, however, with S. J. Mathewson, who has manifested this interest in ways which have proved the genuine nature of his feelings beyond mere words, and those who know him learn that his motto, "Boost; don't knock," is what sets the wheels of progress in motion and lubricates their operation.

The affairs of the association could not be in better hands and the boys

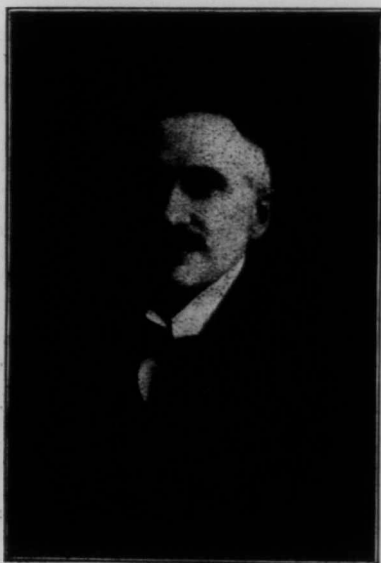
will naturally expect big things of "S. J."

They will not be disappointed.

CANADIAN ASSOCIATION'S OFFICERS.

At a general meeting of the Commercial Travelers' Association of Canada, held in Toronto on Saturday night last, one or two surprises developed.

John Kenney asked if it was the intention of the association to admit women members, which question called forth a lively discussion in which a few



S. J. MATHEWSON,

of Mathewson's Sons, Montreal, President-Elect of the Dominion Commercial Travelers' Association.

Roberts, F. N. Picard, G. W. Prescott, C. D. O'Brien, H. M. Levin, A. J. Brown.

A committee composed of the following was appointed to arrange the date and place for the annual dinner of the association:—A. A. Freedman, E. E. Guilbault, F. S. Cote, H. M. Levin, D. M. Lefebvre, R. C. Wilkins, E. D. Marceau, Max Murdock, J. B. Giles, F. N. Picard, S. J. Mathewson, Ald. Jas. Robinson, Jno. Paterson, T. L. Paton, L. Decelles, J. Gravel, Geo. A. Mann, Jas. Shaw, J. F. L. Dubreuil, J. T. McBride, A. G. Gardner, Chas. Roberts and R. Dionne.

The annual meeting will take place December 12, when it is expected that very satisfactory reports for the year will be presented.

S. J. Mathewson spoke very highly of



J. BEVAN GILES,

Elected Vice-President of the Dominion Travelers' Association.

travelers championed the cause of the fair drummers, while others stoutly maintained that traveling was not a suitable job for women. They contended that it was neither a desirable nor proper avocation for the female.

The proposition was finally left over for definite action at the annual meeting, as the gathering on Saturday night was called only for the nomination of officers. It is said that lady members have been admitted to the Dominion Travelers' Association, with headquarters at Montreal and London.

A letter read from the transportation companies to the association was quoted as saying that the railways did not see how they could help giving equal

THE CANADIAN GROCER

privileges to the women if they complied with all the rules and regulations.

Lewis A. Howard, retiring president, presided, and stated that owing to business engagements it would be impossible for him to accept a third term. He congratulated the meeting on the continued prosperity of the association, as during the current year the roll showed an increase in membership with no increase of expenses. The payments for mortuary benefits were the largest in the history of the association, yet notwithstanding the same a satisfactory balance would be carried to the permanent reserve fund.

The nominations were:—President, John Gibson, elected by acclamation; First Vice-President, Robert Gemmell, elected by acclamation; Second Vice-President, S. M. Sterling, elected by acclamation; Treasurer, E. Fielding, John H. Kenney, one to be elected.

Directors of Toronto Board—J. G. Gane, Harry Ellis, W. M. Fielding, James H. Lumbers, W. J. Micks, Geo. W. Moore, A. C. Rogers, W. H. Scott, C. J. Tuthill, J. H. Wildfong, nine to be elected.

Hamilton Board—First Vice-President, E. J. Fenwick, R. M. Stuart, one to be elected; Second Vice-President, John Stoneman, elected by acclamation. Directors, Hamilton Board, W. H. Dean, Arthur F. Hatch, Fred. W. Jarvis, Geo. A. Mathewson, S. Male, George M. McGregor, P. A. Somerville, C. C. Smye, H. G. Wright, E. O. Zimmerman, six to be elected.

Berlin Board—Fred. Doering, W. J. Moody.

Kingston Board—W. H. Graham, W. S. R. Murch.

Guelph Board—Adam Taylor, Vice-President; C. Klopfer, Director.

Brantford Board—J. S. Hamilton, D. J. Waterous.

Montreal Board—S. O. Shorey, Vice-President; Wm. Cauldwell, Director.

Winnipeg Board—H. Miller, Vice-President; A. C. Merrett, Director.

Vancouver Board—Fred Buscombe, Robert Stewart.

Ottawa Board—John Everett, Director.

Brockville Board—M. Moore, Director. The annual meeting and election will be held on Wednesday, December 23rd.

THE RIVAL DRUMMERS.

It was two rival drummers
The merits that did blow
Of safes were in St. Louis made
And safes from Chic-ag-o.

They chanced upon a merchant
Who fain a safe would buy,
And in the praise of the houses' wares
The drummers twain did vie,
Each striving to see which could construct
The most colossal lie.

Out spake the St. Louis drummer,
"Once a man a cat did take,
And locked the animal in a safe
Of our superior make.

"They made a bonfire around the safe
With tar and kerosene,
And for four-and-twenty hours it blazed
With raging heat, I ween.

"The fire went out, the safe was cooled
And I will forfeit five
Hundred good dollars if that cat
Did not come out alive."

Then mild upspoke and answered him
The Chic-ag-o safe-agent:
"With our safe one day we did assay
The same experiment.

"We placed the safe selected on
Of coals a fiery bed,
And pitch pine we heaped in coal oil
steeped
Till the iron glowed bright red;
And in forty-eight hours we oped the
safe,
And, alas! the cat was dead."

"Was dead! Aha!" his rival cried,
With a triumphant breath;
But the Chicago man replied:
"Yes, the cat was frozen to death!"

No word that St. Louis drummer spoke,
But silent he stood and wan,
While the Kansas merchant an order gave
To the Chicago man.

REGISTRATION OF SECURITIES.

If the decision of the Court of Appeal in the action of Mrs. J. R. Johnston vs. Osler Wade, a case arising out of the failure of the Poole Publishing Co., Limited, Toronto, of which Mr. Wade was assignee, is allowed to stand, it may seriously affect business credit, especially of joint stock companies. The circumstances connected with the suit are interesting. It appears the solicitors of the plaintiff devised a form of security known as a floating security, which in reality is as effective as a chattel mortgage and has many of the attributes of such a document. This particular form or charge does not need to be registered, in fact may be absolutely secret and yet cannot be set aside.

When an assignment was made by the Poole Publishing Company, Mrs. Johnston claimed preference over other creditors because of this unregistered security or blanket mortgage, so to speak. They contested the legality of the security, but Mr. Justice McMahon decided against them.

As this deprived the other creditors of a share in the Poole Publishing Company's estate, they appealed the judgment and carried it to the Court of Appeal.

The case was argued last March and has been under deliberation by the court ever since. Four of the judges of the Court of Appeal handed out judgments in the matter dismissing the creditors' appeal, Mr. Justice Garrow dissenting from the majority of the court. It is understood that the creditors will not take the matter to the Supreme Court, so that the law may now be regarded as settled on that point.

This case is one of the most important and far reaching in its effects that has come before the courts in recent years and may unsettle for the time being commercial credits which are based largely upon the necessity for registration and consequent publicity in case of mortgages, transfers, etc., on goods and chattels.

Osler Wade, assignee of the Poole Co., states that if this decision is allowed to stand, and a precedent is thereby established in the case of joint stock companies, who may issue bonds to raise money, or effect a floating unregistered security, there is great dan-

ger. Mr. Wade says that he will take immediate steps in the interests of the mercantile world to bring the matter to the notice of the Attorney-General's Department, with the object of securing an amendment to the Bill of Sale and Chattel Mortgage Act, and requiring the registration of all documents of this character, or any charges or liens of the nature referred to.

The great danger lies in the fact that one creditor desiring to obtain security without the knowledge of other creditors can do so. Joint stock concerns could practically hypothecate their assets to any creditor without registration of the document, which is the only protection and safeguard that others have.

In the case of Mrs. Johnston, it is said she was practically a silent partner in the Poole Company. She periodically supplied them with capital and in return the company assigned all their assets to her. The amount of indebtedness fluctuated from time to time and when the concern went under she stepped in and said, "The whole belongs to me, it was my money that ran it."

Mr. A. F. Lobb, K.C., asked about the recent decision, said law was developed by a process of evolution and that new points were cropping up and defects being discovered, which were remedied from time to time. Legislation could not be framed too far in advance, otherwise it might be pernicious in character.

Some years ago it was enacted that all chattel mortgages, bills of sale, etc., should be registered. This looked like some protection for all creditors. In a year or two the Act was got around or side-stepped by a purchaser of goods or a borrower of money not giving a chattel mortgage as security, but merely signing an agreement to give such a mortgage when required. Of course, this agreement held good so far as the parties signing it were concerned, without registration, as it was not within the Act, but what about other creditors, men who sold goods to the storekeeper, who advanced money, etc.? The Act was then further amended for the safeguarding of all parties by requiring that any agreements to give a bill of sale or chattel mortgage should be registered.

What is wanted now is the insertion of such a clause in the statutes covering all cases of joint stock companies, their chattels, etc. It is likely that, as this point has been brought to light, the necessary legislation will be granted next session to make the securities valid in any and every case which may arise like that of Johnston vs. Wade, (Poole Publishing Co.).

TO POLISH THE WINDOW.

Nothing serves to attract as much attention as a highly polished show window, and the dealer having one has no trouble in drawing a crowd to his window display. The following mixture, which is in the form of a paste, when applied with a soft rag and rubbed off with another soft, dry rag and used properly, will make the window as clear as day. To make it, it is necessary to take nine ounces prepared chalk, one-half ounce jewelers' rouge, five ounces water, three ounces alcohol, and stir thoroughly.

Grocery News from Coast to Coast

Western Canada Notes

New Canning Companies Organized in British Columbia—Business in Vancouver up to Last Year—What Saskatoon Merchants Say.

VANCOUVER.

November 14.—Business generally is not up to what has been expected. Of course, if the retailer found it better, it would be better for the wholesaler, but with careful buying on the part of the consumer, stocks are sorted up without very heavy buying. The volume of business on the average is about the same as that of last year at this time, though there was an increase a couple of months ago. Trade is not poor, and as the holiday season is coming on, it should be good, and after the holiday season will come what is confidently expected by all to be the real start after the depression of a year ago, the after-effects of which are now being felt.

Local representatives of the T. A. Lytle Co., Toronto, are placing a carload of this company's pickles this week. The Sterling brand is known to many of the dealers, but a special effort is being made, and this line will now be a feature on grocery shelves.

The Empress Manufacturing Company, of Vancouver, have a good brand of jam, in 20-oz. bottles, which is gaining a reputation for excellence.

The Cromwell, Ormsby Co. are opening this week at 608 Granville Street, in meats, groceries and fruits. Mr. Cromwell is formerly of Portland, Ore., and is well known in British Columbia, owning a ranch near Ashcroft, and being interested in land and timber here. Mr. Ormsby at one time resided in this city, but is latterly of Seattle, where he was with the Frye-Bruhn Co. The company will handle the products of the new Swift packing house at Edmonton, and make a specialty of Government-inspected meats. It has installed its own cold storage plant, and will cater to all classes of trade.

A visitor here this week was Alex D. Fraser, president of the Fraser, Viger Co., Ltd., Montreal. He is making a business trip through the West, making arrangements with local wholesale houses in the interests of the European firms represented by his concern.

W. J. Pendray, of Victoria, has returned from a trip to Europe, on which he was accompanied by his wife. Mr. Pendray is a large manufacturer of paints, soaps, etc., and the principal object of his trip was to secure the latest ideas in his special line of business. As a result, considerable new machinery will be installed. Mr. Pendray, who is assisted by his sons, has lately increased the capacity of his soap plant.

New canning companies are steadily coming to the fore in the interior of the province, now that the fruit industry is developing. The latest talked of is at Nelson, in the Kootenay, and local men have the project in hand. Nothing definite has been decided yet, but it is proposed if anything is done at all, that

both fruit and vegetables will be handled.

The Trites-Wood Company, which has a large general store at Fernie, is erecting a store 40x100 feet in New Michel, another town on the Crow's Nest line of railway.

SASKATOON.

November 14.—Now that the Christmas trade is approaching your correspondent interviewed several of the merchants in town to get their views, both as regards the past year's trade and prospects for the future. All were very optimistic.

"Our retail trade," said J. F. Cairns, "has been very heavy this year and the turnover is far in advance of last, although expenses have been very heavy. We find that customers come in by train.

LEARNS SOMETHING EVERY WEEK.

The following is a paragraph from a bright letter from one of our subscribers sent in when renewing his subscription recently:

"I find The Grocer full of interesting information. There seems to be something to be learned from it every week. Please extend to it my best wishes for many happy returns of its recent birthday."

JAS. SPURR,
L'Amable, Ont.

and, consequently a large amount of goods are shipped out long distances. The new towns springing up all round do not seem to affect the business as much as was expected. Gauging the fall trade from present conditions, it is going to be very good and will undoubtedly be greater than last year. At the first of the month the cash system was adopted and this may affect the fall business to a slight extent, but we intend to stick by it at all events.

"Regarding the Western Grocers, Ltd., of which I am president, and which was opened for business on the first of October, we are getting all the business we can handle. There are three travelers on the road going out over the three railway systems as far as Humboldt and Lloydminster on the C.N.R., east as far as Lockwood on the C.P.R., and Watrous on the G.T.P. The western lines of the C.P.R. and G.T.P. are covered as far as the steel

goes. On the latter line there are piles of business to be had."

D. F. McLay, of the A. McDonald Company's big wholesale grocery establishment, said that prospects were bright for next year. The increase in the business over last year was large, it being about 150 per cent. over what was done last fall. An increase of 50 per cent. is looked for next year owing to the new country being opened up west. New stock is being handled in the new building, although it is not yet quite finished. The manager expects to have all the old stock moved out of the old building next week.

P. H. Currie, said: "Business is in excess of last year, and we find that money is easier. We delayed the fall buying, being a little timid as to the future, but trade conditions since have warranted us placing the bulk of the orders. The crop conditions we find have no direct bearing on the business, as we have done a cash trade for the past two years and each year the business has grown. The fall trade is right on now and prospects for the Xmas trade are bright, judging from present conditions."

Jas. Clinkskill also had an encouraging report. "Business," he said, "is ahead of last year. The fall trade opened up well a week or two ago."

W. H. MacBeth said: "At the present time things are improving as cash is more plentiful. Taking everything into consideration, trade is good and a considerable increase is anticipated in December."

F. M. Waldron, local manager of the Rogers Fruit Co., in reply to an inquiry as to business conditions, said: "We hope to largely increase our trade next year when we get into our new warehouse. We will be better equipped in every way to handle the requirements of the district in the fruit trade. The new warehouse will be ready by about the end of the month."

NEW LOOSE-LEAF COMPANY.

A new loose leaf company has recently started business in Ottawa, the Lowe-Martin Company, 12 Albert Street. The new concern has just completed the installation of an up-to-date plant for the manufacture of loose-leaf systems, and the conducting of a printing business, and they are now doing all kinds of general printing and book-binding, as well as turning out some very fine loose leaf systems. E. D. Lowe, one of the partners, has been in the printing business for 26 years, while T. H. Martin is a practical bookbinder of 27 years' experience. Both gentlemen were connected with the Rolla L. Crain Co., Ottawa, the former for four and a half years as sales manager, and the latter for five and a half years as superintendent of their factory. Both are popular and their friends will be glad to see them go ahead.

Quebec and the Maritime Provinces

Trade Notes From Montreal—Large Apple Shipments From Nova Scotia to England—St. John Has a Visitor From Barbadoes.

MONTREAL.

November 17.—Encouraging statements have been made by many dealers and wholesalers in this city regarding the prospects of better times. Business has brightened up wonderfully during the week. Especially is this condition reflected in the promptness with which obligations are being met in the West. Some are paying on 15 day drafts. City collections are showing much improvement, obligations being met with much greater promptness. The result of the magnificent crop in the Northwest is being felt here at the present moment. Navigation is about at an end after a season which can only be described as fair. The total of imports and exports shows the financial depression which has been prevalent, but it must be said, taking all conditions into consideration, the season has been fairly good. The latter part especially, showed some remarkable jumps in exports owing to the large amount of grain passing through this port. This impetus which came at the latter end of the season was not sufficient to make the totals large, however.

The Borden Condensed Milk Co., represented by Wm. H. Dunn, St. Paul Street, has contributed many attractive photographs to a series of illustrations running in The Montreal Standard. Each week The Standard publishes in its illustrated supplement a half page of Canadian babies, photographs of which are supplied by the Borden Co.

W. H. Leach who for many years has been with the Stoddard Bedding Co., St. Catherine St., has accepted a position with the Domestic Specialty Co., of Hamilton. He will cover the Province of Quebec. If "Bill" can sell polishes as well as he can sell beds he will have a brilliant future in his new sphere of activity.

Fraser, Viger & Co. are showing a window display of newly arrived figs this week. Amongst the many different packages which may be seen there, those in the glass jars present a most attractive appearance. In addition to these the many sized boxes are arranged in an artistic manner, which demonstrates the fact that even as unattractive things as fig boxes in themselves, when arranged properly together will produce a pleasing effect.

Tuesday evening the Association of Butchers elected the following officers: President, Auguste Prevost; M. N. Paican, Vice-President; George Fischer, 2nd Vice-President; M. W. Sauve, Secretary; M. A. T. Garipey, Assistant Secretary; Hermas Poitras, Treasurer; Henri Geoffrion, Correspondent; Louis Montuelit, Henri Beausejour and Maxime Lesage, Auditors. After the election the president-elect addressed the meeting, thanking them cordially for their kindness in re-electing him, and the evidences which they had shown of continued confidence in his administration of the affairs of the association.

Charles Goodwin, of Manchester, England, passed through the city some days ago on his way to Alberta, where he has a son engaged in ranching. Mr. Goodwin, who has reached a ripe old

age, has been engaged in the grocery business all his life, and naturally was much interested in the trade in this country. He drew some comparisons between the conditions existing here and in England. He also told of the old days when everything was shipped in bulk and one had to tackle a box of currants with an axe, when it took almost a pile driver to dislodge the contents of a sugar barrel. These, he said, were great disadvantages, but now most of them had disappeared. On the other hand, though, the profits which grocers obtained now were not as large as in the old days. Mr. Goodwin added also that he thought there should be a better organization of the grocers, thereby rendering it possible to look after their interests to greater advantage.

J. H. Semple, long known in the wholesale grocery trade, died on Sunday, Nov. 15, after a brief illness, in his 74th year. Mr. Semple was born in Quebec City but established himself in business in Montreal, retiring about 15 years ago. He was a member of the Catholic School Commission from 1887 to 1892, and again from 1907 until his death. Mr. Semple was well known for his numerous benefactions to various institutions of the Roman Catholic Church.

SHERBROOKE.

November 16.—Trade here, although good, has not been above the average this week. The farmers, and through them, the retailers have felt the scarcity of rain this fall. As a result, butter has already risen to 28c to 30c, our usual mid-winter price, and at that the supply does not fully meet the demand.

Eggs are also scarce, prices ranging from 40c to 45c. This is a higher price than local dealers have ever had to ask, and from the present outlook it will be next to impossible to get them at any price by the New Year.

The supply of vegetables is very good, and the prices are about the same. Potatoes, 60c to 75c bushel; cabbage, doz., 30c to 50c; radishes, parsnips and celery, per bunch, 5c.

The demand for apples is good, one local firm handling as much as two cars per week. The surrounding orchards yielded a very scant crop this year, and our present supply is mostly shipped in from Western Ontario. Prices are: No. 1, \$4 bbl.; No. 2, \$3.50.

The fact of lemons not coming in for a short time yet causes a scarcity, and, consequently a raise in prices, but they will resume their natural level in a week or so.

Wheat and barley are much the same, but the strong demand for oats has caused the price to advance slightly. Local dealers are handling from 4,000 to 5,000 bushels weekly. Prices quoted are: Car lots, 46½c; retail, 50c per bushel.

This supply is derived almost entirely from the West.

The price of beef is as usual. Pork has advanced two cents, owing to the brisk demand.

ST. JOHN.

November 16.—Business continues brisk, but there is little change in prices. In the produce line there is an easier feeling in butter, but the dealers say there is little prospect of lower prices.

After a long and honorable business career in St. John, David O'Keefe died on Sunday, Nov. 8, at his home, 15 Clarence Street. Though in poor health for the last three years, Mr. O'Keefe had been confined to his bed only three weeks. He was in his 69th year and for many years had been engaged as wholesale butcher in the country market.

E. Mitchell, of Barbadoes, a merchant, engaged in the export of molasses, was in St. John last week. The sugar crop, he said, was finished for the year and had fallen short of expectations. Business would be rather flat until the new crop came in about February or March. The island, he added, was free from yellow fever and small pox and the conditions as regards health were very good.

St. Stephen citizens have formed an agricultural society with the view of holding annual exhibitions in that town.

HALIFAX.

November 16.—Record arrivals of produce reached here last week from Prince Edward Island. Fifteen schooners were tied up at the wharves here with their holds filled to the hatches with potatoes, turnips and oats. Their combined cargoes will total about fifty thousand bushels of potatoes, twenty thousand of oats, and ten thousand of turnips.

The commission men are now busy laying in supplies for the winter, and business along the waterfront is brisk. Potatoes are selling from 30c to 32c per bushel ex-vessel. There is also a good supply of Nova Scotia potatoes on the market. They are quoted at 40c to 45c per bushel.

Business, generally speaking, is in good condition throughout the province. Prices are steady, failures few and collections are up to the average.

The export trade is quite brisk and large quantities of potatoes are being sent to Havana, while every boat for Liverpool and London is taking large shipments of apples. The price of eggs is very firm and it is likely to go higher as soon as the real cold weather sets in. Fresh-laid stock sold in the green market this week for 40c per dozen.

William Moore, grocer, Halifax, whose stock was damaged by fire and water last week, has been allowed the full amount of his insurance. All the stock has been removed from the store and sent to auction. He will stock up at once with new goods and resume business at the old stand as soon as the building is repaired.

The annual statement of the Acadia Sugar Refining Company, has just been issued, and the business during the year was most successful. The report shows that in spite of the general de-

pression in trade during the year, the net trading profit has increased \$5,049, amounting this year to \$158,087.88. Out of this interest has been paid on debentures and loans, amounting to \$15,672.93, directors' remunerations, bad debts, etc., amounting to \$8,072.38, a 6 per cent. dividend on the preferred stock, \$81,760, and further dividends on the common stock of 3 per cent. for the whole year 1907, and an interim dividend of 2 per cent. for the first half-year of 1908. The Acadia Sugar Refining Company has proven that a manu-

facturing industry properly operated can be carried on here as successfully as at any other point in Canada.

Stewart Raymond, for some years a salesman with H. G. Turnbull, at the South End Grocery, Digby, has decided to open up business for himself. He is now having the foundation put in for a business block at the corner of Warwick and Queen Streets, Digby. His past experience in the grocery line, and his attention in looking after the wants of customers, should insure him a good share of the public patronage.

fair that the grocer should pay rent, taxes, business and water; license for his delivery wagons, and numerous other expenses incidental to the transaction of his business, and have to compete against the peddler on the street, who pays not a cent to the city for anything, and very frequently lives outside of the city limits.

Another phase of the same question, but one which opens also another grievance, is that these peddlers can buy on the local markets at any hour they wish while the grocers are compelled, by the city by-laws, to refrain from purchasing until half-past eight. Anyone will see the unfairness of this proposition.

The question of restricting grocers in market buying was discussed at some length. Alderman Farmer, a member of the city council, and a very prominent retail grocer, quite agreed that the city should repeal this by-law, or at least amend it in such a way as to give the grocers a fair show. F. W. Forde also spoke freely upon the subject, while Messrs. Johnson, Cochrane, Prevost and Bell also expressed their views.

A committee was appointed to look into these two questions and to consult legal advisers, if necessary.

The unsanitary condition of the local market was criticized.

Art. Johnson, secretary of the association, was voted \$125 for his services in connection with the recent Pure Food Show held during the week of the Central Canada Exhibition by the grocers of Ottawa. Art acted as secretary and undoubtedly deserves all the praise and credit his fellow-grocers can bestow upon him for his untiring efforts in making the show a success, as all admit it was. Fred Forde, (Saint?), was presented with \$75, and J. G. Prevost was made the recipient of \$50 for similar services. These grocers also worked, officially, like Trojans, in the interests of the association on this occasion, and even such rewards are small recompense for the loss of time to their private affairs.

President York, of the Ottawa Retail Grocers' Association, was in Boston recently, called thither by the serious illness of his daughter.

Walter Walby, proprietor of the Cecil Hotel, has secured a fine set of sample rooms, and is now getting a fine share of the travelers' trade.

GALT.

November 17.—The Christmas trade is already making itself felt in the grocery business in Galt. The stores are taking on a holiday appearance. The new nuts are in and before the end of the month the oranges are expected. Already a number of Galt housewives have manufactured their mince-meat, at least they have purchased the material. The condition of affairs in Galt is exceptionally satisfactory at present. The Bell Telephone Co. have decided to place a certain part of their wires underground. Every man applying has been given employment, and as a result there are no unemployed in Galt to-day, a most enviable position. As the work will last until after Christmas the prospects are for one of the best seasons ever in all lines. During the last fortnight the grocers have been exceptionally busy and trade has been in excess of that during the same period last year. In fact, business in all lines has picked up wonderfully during the month of September and the first two weeks

From Ontario Correspondents

Kingston in the Throes of a Smallpox Epidemic—The Christmas Business Has Opened in Galt—A Bright Story From London—Stratford Has Some Good Windows.

KINGSTON.

November 17.—The elections are over and Hon. Wm. Harty is returned to represent us for another term. Mr. Harty was in the grocery and liquor business in 1878. He is now owner of the locomotive works, employing over 750 hands. He has been representing the city for 15 years and has yet to meet defeat.

We expected after the elections to settle down to business, but alas, a smallpox scare is on and Drs. Bell and Bell, old ringers in the alarm business, declare that all must be vaccinated. The doctors have their war paint on and tattooing is in force. Business is paralyzed. Boarding houses, hotels, colleges and schools are in quarantine, with guards walking up and down. Well, I hope it will give them ravenous appetites, so the grocers will get their chance. False rumors are the order of the day, much to the injury of several stores. "I am glad to see you in your store looking so well," said a good-looking lady to Jim, the Grocer, "I heard you were sent to the fort, and that your store was quarantined."

Why the siege of Derry isn't in it. Large stocks are being collared by the grocers, who look for big advances in butter and eggs. Enough Gurds' ginger ale came in this week to build a fence around a ten-acre field. Apples are very scarce, and what crowns all, well, they look as if they had been vaccinated ten days.

James Crawford has just placed in his store a Berkel meat-cutting machine, made in Holland. The agent is placing quite a few in Ontario. They are certainly labor-savers.

Sending your representative to the different towns is a good move. I read the result of the visit to Brantford and was delighted. Why, I thought they were all Indians there, making baskets at every corner, under willow trees. Now I see my mistake. Well, come to Kingston and you will see something, and if you are not vaccinated you will likely get a ride in an ambulance, especially if you are freckled.

Plans in plaster paris molds of a proposed mammoth hotel are on exhibition here in one of our vacant stores, also an oil painting of the exterior and interior. They want the best sites in our city, and I hope they get it. It is to cost half a million.

R. J. Carson, wholesale grocer and an ex-mayor, intends putting up a handsome cement block near his warehouses.

Talk of a wholesale house going into a stock company is in the air.

Robertson, Nickle & Co. are starting a branch at Smith's Falls. You can depend on straight lines and good treatment from them. They have one fault. They don't advertise in The Grocer.

If I ran a wholesale business I would have a whole page for life in such a trade paper as The Grocer. I could then speak to 20,000 retailers, and surely I could get a share to pay handsome dividends for such investment, and it's dividends we are all after.

B. W. Robertson and A. Maclean are home safe again and none the worse for court proceedings at the Guild trial in Toronto.

Most of us got stung in buying canned goods ahead this time. Last year we made a hit. Can't expect to win always. The Canada Brokerage Co. did the square thing last year and we don't forget it.

The sale of Demerara and raw sugars is very limited here and perhaps it is just as well, as they are not so clean to handle as the Canadian product.

Jack Marshall, who put in five years' faithful work on Gilbert's grocery wagon, is now in the employ of the T. F. Harrison Co.

Richard James, an Englishman, and one of the best window dressers Kingston has yet seen, has gone from our midst. Good stock keepers and window dressers are scarce.

OTTAWA.

November 17.—An important meeting of the Ottawa Retail Grocers' Association took place Wednesday evening, November 11. Second Vice-President Duncan Bell, the energetic manager of Bryson, Graham & Co.'s grocery department, was in the chair, in the absence of President York. Two timely questions were given much consideration. One of these, the peddler nuisance, called forth some strong remarks from different grocers present. It appears that the hawkers, who are so numerous on the streets of Ottawa, are not compelled to take out a license, and they interfere with legitimate grocers in their trade. This question deserves all the publicity it can get. It is not at all

THE CANADIAN GROCER

in November and appearances point to a continuance of brisk business through the holiday season.

The S. H. Knox Co. will open their Galt branch on Saturday next. They will not interfere with the grocers except in the candy line, and as the grocers handle this line merely as a matter of courtesy to customers the difference will not be noticeable. Other stores in Galt handling novelties and such like will not fare so well.

The market on Saturday was a big one. Eggs brought 30c per dozen and butter 28c per pound. Potatoes were 70c per bag.

Contrary to the wishes of the Retail Merchants' Association the town council has decided to reduce the license of vegetable and fruit hawkers from \$50 per year to 10 cents per day.

Hugh Walker, of the Red Front, has been elected honorary president of the Galt hockey club. Mr. Walker has always taken a keen interest in the game and has helped previous teams on to victory. Wm. Jamieson, confectioner, was appointed a member of the executive committee.

Galt grocers, at least two of them, promise the public something unique in Christmas windows.

"Yes, we will have our usual supply of calendars this year," said a local grocer to your correspondent. "But it is just questionable whether we gain anything on the transaction. Of course our regular customers are pleased to receive the slight remembrance, but on the other hand there are those who are not regular customers, and who feel that a five cent purchase should entitle them to a calendar, which costs more than five cents. I am afraid that we make enemies through our Christmas calendars, but perhaps they are offset by the good will of others. At any rate we will be on deck with something artistic in this line."

Do Galt grocers pay sufficient attention to local advertising, is a question which might be the basis of an interesting debate. Not more than one-third of the grocers advertise, and these use small spaces with a change about twice weekly. One dry goods man in a day uses as much space as the combined grocers would in a week, and yet it seems that the grocer has just as much to offer as his neighbor.

It may not be generally known, but it is a fact that more business is transacted in Galt by telephone than in any other way. Enquiry among the grocers revealed the fact that fully three-quarters of the orders received were taken over the 'phone, and this is borne out by the statement that for its size Galt has more telephones than any other town in Canada. With a population of 9,000 it has 650 'phones, exclusive of the private exchanges in the large industries. The telephone company also state that Galt is the best supplied telephone town in Ontario.

LONDON.

November 17.—Brokers report trade fair though wholesalers continue to buy sparingly. Payments are also fair. Fine teas keep high and mediums are 3d to 1/2d up. Fruits for Christmas are moving freely. Cereals are unchanged.

Local retailers find business rather quiet. They are, however, expecting a boom at any time and are prepared for

it with good stocks of new Christmas goods of all kinds.

An incident in which a well known wholesale grocer figured largely and which formed the chief topic of discussion in the streets for two or three days occurred on Carling Street on Thursday morning last. From time immemorable the south side of that street has been used as a sort of back yard or shipping place for merchants on the north side of Dundas street, west of Richmond. Many of these merchants' back doors come plumb up to the Carling Street sidewalk, making it an easy matter to load and unload lorries and other vehicles. Recently the property owners went to the expense of having a permanent pavement laid on the street on the local improvement plan, and those whose premises front on the north side came to the conclusion that the street could never become a respectable one so long as their neighbors opposite used it as had been their custom. There is a by-law prohibiting driving across sidewalks which everyone of the south-siders was daily violating. The city council has been appealed to on the one hand to have the by-law enforced, on the other to have it repealed. Meanwhile the police had been urged by the aggrieved ones to enforce the by-law, and the teamsters were warned that if they drove on the sidewalk to unload they would be arrested. The effect of this warning was seen on Thursday morning when a railway team was driven up to the curb outside of the wholesale grocery of John Garvey and was there halted. Mr. Garvey asked the teamster why he did not drive up to the door to unload, and the man answered that he was afraid of the police. Mr. Garvey mounted the load and in spite of the warnings of a policeman who was on the scene, proceeded to drive over the sidewalk. No sooner had the wheels touched the sidewalk than the policeman sprang onto the wagon and laid hold of Mr. Garvey, subsequently taking him to the police station near by. The police magistrate ordered the release of the merchant, refusing to issue a warrant until the council had dealt with the application for the rescinding of the by-law. Mr. Garvey thereupon returned to the scene of hostilities and amidst the cheers of a big crowd which had assembled finished his drive. Since then John Garvey has been receiving his goods and sending out orders in the same old way.

A contest at bowling took place on Thursday night between the boss grocers and the clerks, in which the latter scored a victory, the following being the scores:

CLERKS			
Nopper	142	159	147—418
Millson	147	159	132—469
Collins	87	119	149—355
T. Ranahan	129	135	127—391
Grandage	150	169	206—525
Totals	655	771	762—2188

BOSSSES			
Shaw	80	116	83—279
Trebilcock	117	113	104—334
H. Ranahan	93	99	84—276
Harley	78	87	91—256
Mullins	160	205	180—545
Totals	528	620	542—1690

The clerks thus won by 488 points.

President Shaw and Treasurer Ryan of the Retail Grocers' Association waited on the manager of the London Street Railway a day or two ago and received a handsome cheque in settlement of amounts in connection with the association's Springbank outing.

E. J. Reid, formerly traveler for Gorman, Eckert & Co. has purchased the Nichols grocery business, corner of Colborne and Horton Streets.

Geo. Aust, bookkeeper for M. Masuret & Co., was married yesterday in Boston to Miss Pape, of Toronto, the ceremony taking place at the residence of the bride's sister at the Hub.

CHATHAM.

November 17.—With the commencement of the cold weather, grocery stores and windows are already beginning to take on a Christmassy look. Raisins, currants, peels, nuts and similar seasonable supplies are being displayed.

The local branch of the Retail Merchants' Association held a well-attended meeting last Tuesday evening. Methods for making the association more attractive and beneficial to members were discussed, W. E. Parrott and T. W. Poile being delegated a committee to arrange a suitable programme for the next meeting. The members of the association intend keeping the credit list fully up-to-date, in order to be on their guard against delinquents, and arrangements were made for a further revision of this very useful list.

In connection with the new amendments which prohibit grocers from handling, among other drugs, saltpetre, quite a number of grocers are propounding the enquiry, "What are we to do with the saltpetre we had in stock prior to becoming acquainted with the act?" Though there is no very large demand for the article in question, it has been customary for most grocers in the city to keep it in stock, sales being made almost entirely to farmers for the purpose of curing pork. It seems rather a hardship, after buying the article, to be unable to sell it, even to the drug stores. Not a few grocers resentfully point out that, while their own wings have been clipped in favor of the druggists, the latter handle toilet soaps, baking powder, pepper, mustard, brushes—in fact, dozens of articles which were originally the perquisites of the grocery business, and many of which cannot be classified as drugs. There is not a drug store in town which does not carry on a big cigar trade. The claim is further made that, while grocers are prohibited from selling saltpetre on the ground that it is a poison, the druggists do not register their sales of saltpetre, though the law requires poison sales to be registered. Rural merchants suffer more by the act that do those in town, since many of them carried relatively large stocks of prohibited articles. Incidentally, the druggists themselves do not seem to be a unit in favor of the restrictions, many of them having done quite a jobbing business with country merchants.

The Bradley store recently started to handle oysters, featuring a high quality oyster (practically solid, little or no water) at 50c a quart. The innovation was largely advertised and a good initial sale is reported. Hitherto, very few grocers have handled oysters, the trade

INGERSOLL.

being left largely to the confectioners, the objection being that, with the winter broken, as it is here, by frequent spells of warm weather, oysters could not be disposed of quickly enough. Extensive advertising, in which Bradley's are firm believers, will tend to overcome any difficulty of this nature by stimulating quick sales.

A handsome, yet simple window display was put in by H. Malcolmson this week. The window, the bottom of which slopes a little, was just paved with red salmon cans. The solid mass of red-labeled cans made a striking effect.

The indications are that a second creamery for the Maple City will materialize shortly. W. A. McGeachy, of N. A. McGeachy & Sons, City Dairy, was in Toronto last week inspecting the most modern butter-making machinery. Since the Maple City Creamery inaugurated a bottled milk department some time ago, competition between the two firms along that line has been keen; with the result that McGeachy's have apparently decided to "carry the war into Africa." The new enterprise will, however, in all probability, not be instituted for some months.

J. H. Allan, of the Wheatley creamery, will establish a branch creamery at Comber in the spring. The new enterprise will be in charge of D. D. Allan, of Princeton, who has just returned to Wheatley.

E. A. and Mrs. Mounteer were in Hamilton last week, attending the silver wedding of Mr. and Mrs. W. B. Weber.

John Hales, the Fifth Street butcher, has taken his son, Robert, into partnership. Bob has just returned from an extended trip to British Columbia.

At the sessions of the Ontario Beekeepers' Association at Toronto last week, W. A. Chrysler, of Bloomfield, one of the leading apiarists of this vicinity, was elected a director of the association.

One of Chatham's pioneer grocers passed away on Monday, Nov. 9, in the person of John Northwood. Mr. Northwood was born at Chatham, Oct. 26, 1837. At the age of 14 he entered the employ of his uncles, J. & W. Northwood, as a grocery clerk. Three years later, when just 17—probably the youngest merchant in Chatham's history—he started a grocery business of his own, which he carried on successfully for 17 years. He was later interested in milling in Ontario and Manitoba, and latterly has lived retired. H. S. Northwood, of the grocery firm of Northwood & Bartlett, and E. B. Northwood, formerly of the Northwood Produce Co., are sons.

A project that should not be lost sight of by grocers here is that of a central delivery system. The scheme was much talked of last summer. Though it would be practically impossible to induce every grocer to take part in the enterprise, this is no reason why those favorably disposed should not make a start. From all accounts a central delivery system stands for economy, and more efficient deliveries as well.

The Harrow creamery closed last week after a successful season. It will be run on a larger scale next year under the same management.

Leslie Annett, clerk in Fraser & Billings' grocery, Windsor, was recently united in marriage to Miss Lena Authier, of Tilbury.

November 17.—An impetus has been given trade by the somewhat wintry weather of the past few days. There is always an appreciable increase in the volume of business when the country people begin to market their products. During the latter part of autumn and the early part of winter there is a slight falling off in trade as the season is known to the trade as "between times." But there is a great change when the white mantle begins to cover the earth and the country people take their enforced vacation, as it were. Chores are the principal occupation on the farm during the winter. There is plenty of time to fatten up the poultry and take them to the market. This is what is happening at the present time, although all the fall work is by no means completed on the farm and not a few are still hopeful of at least a few days of that glorious period known as "Indian Summer." During the past week there has been an increase in the poultry marketed and other products have also shown an increase. This means a bigger market and when the farmers are taking in the money and making more frequent trips to town they necessarily spend more money. Poultry prices have been high practically since last summer because of the fact that the supply has been limited. Reports at the present time from the different sections, however, state that poultry of all kinds is plentiful and the prediction has been made by some dealers that it will be cheaper for the coming season than at any period in a number of years. In view of the high prices of butter and eggs, in fact all table requisites, this will be good news to the consumer.

Already signs are visible in the grocery stores of the near approach of the old-time Christmas season. Stocks have been augmented and windows have taken on a brighter and more attractive appearance. With Christmas only a trifle over a month distant there will doubtless soon be a pronounced growth in trade daily. To all appearance times are better than a year ago and from the preparation that the grocers have made they anticipate as much if not more trade for the festal season than in previous years.

BRANTFORD.

November 17.—The local grocery stores report business fair, and, judging from the many excellent displays of the new fruits, raisins, currants, figs and dates, they evidently believe that the wise housekeepers always do their Christmas baking and make their mince meat early.

Dairy butter is very firm and dealers look for an advance in price. It is at present selling at 28c to 30c. There are very few eggs coming in, and in spite of the very large market last Saturday they advanced as high as 32c. Chickens sold at 75c to \$1.25 per pair, ducks \$1.20 to \$1.50, turkeys 18c to 20c. Potatoes were plentiful at 75c per bag.

Ald. Suddaby, the West Brantford grocer, is a probable candidate for Mayor at the coming municipal elections. His chances of election are good, as for years he has done valuable service for the city in all departments of the civic government.

A. Coulbeck is having a cement floor put in his cellar.

The new store at the corner of Terrace Hill and High Street has been opened by S. G. Phillips.

BARRIE.

November 17.—New laid eggs are a premium here just now and as high as 30 cents a dozen was paid for them at this week's market. Butter still remains about the same price, selling at 25c to 27c. Turkeys that sold last week at 10c a pound sold at 12½c to 13c; geese at 10c, ducks 10c, chickens 8c to 10c. Potatoes were firmer and sold at 55c to 65c. A few loads of apples sold readily at \$1.50 to \$2 a barrel.

The first California navel oranges are in town this week and open up a nice color, but the flavor is about the same as a Jamaica or Florida, being far from that sweet navel of three months hence. Malaga grapes, like many other fruits this year, are rotting very quickly, and there seems to be a shortage of those fine heavy weights. The prices being paid for them, too, are from fifty cents to a dollar and a half more than last year.

Steve Vair has left this week for Edmonton, where he will play hockey with the Edmonton crack team.

Thos. Ross, of Midland; Wm. Buchanan, of Toronto; Fred. Grazley, of Toronto, and Jack Craig, of Toronto, were among the old grocery boys to spend Thanksgiving holidays here.

Our future Council of 1909 will have, if all succeed in landing a place, a good supply of grocery men. James Vair is announcing himself for Mayor, and so far has only one opponent, and it's one safe bet he will be elected, and your correspondent wishes him every luck as he deserves the position. S. McMorrow, a bright Sixth Ward merchant, is out as an alderman for that ward. Gren Colwell is talking Ward Five, and we think that Gren will land that position without any trouble. W. D. Bothwell is again asking to be elected in Ward Three.

Budd & Co., of the Sixth Ward, are offering a Limerick for this month which seems to be attracting a large number of people to their store. They are offering prizes in crockery to the amount of \$30 for first down, to \$5 for the fifth or last competitor.

A bowling league is being formed in the town this week, composed of the merchants, to be known as the Merchants' League, composed of the grocers, dry goods men, hardware men, butchers and bankers, and a schedule is being drawn up. Keep your eye on the grocery men.

ST. THOMAS.

November 17.—The markets were not so well attended Saturday by either buyers or sellers and prices remained about the same as a week ago. Butter, however, was more in evidence and the price in consequence was somewhat lower, 25c by the basket and 28c by the print. Fresh eggs were very scarce, 28 to 30c being freely paid and all dis-

posed of. Apples, owing to not keeping very well this winter, brought a higher price and first-class quality sold at 30c per peck. Poultry was in large supply, chickens 10 to 12½c, ducks 50 to 60c each.

Type-written copies of Inspector Shaw's report to the city council were forwarded to Attorney-General Foy and E. M. Trowern, Toronto, secretary of the Retail Merchants' Association, last week, showing that the act of the Provincial Legislature re transient traders' and peddlers' by-laws framed by the city council on the authority of the provincial statutes seem to be a joke, and that the merchants suffer unjust competition on account of the non enforcement of the laws passed by the Legislature for their protection. It is time something was done to remedy this condition.

The grocers are busy getting ready for their Christmas trade and it is about this time that a great many housekeepers buy the ingredients of their Christmas cake, and the demand for peels, raisins, currants, etc., begins. Foreign dried fruits are reasonable in price this season and there is no doubt that three pounds for a quarter will be the ruling price for raisins and currants to be retailed.

All the railroads report business very good and this means big earnings for the train employees and hence better times for the grocers.

It is a common occurrence for a customer who is paying her month's bill to leave a balance unpaid and take the grocer's money and pay their taxes with his money, whilst the grocer has to delay paying his taxes because he is afraid to offend the customer by insisting on full payment, as he should.

STRATFORD.

November 17.—Winter seems to have set in in earnest these last few days, and with the arrival of new fruits everything has taken on a Christmas appearance.

The Grand Trunk pay car arrived in Stratford on Friday, 13th, the advent of which gives many a merchant the smile that won't come off. The pay this month was quite a large one, and most of the grocers report getting their share of it. The grocers here are making strict rules that customers shall pay their accounts in full, which is a very commendable feature, as once a balance is left standing it is sometimes many months before it is paid.

The Saturday morning market presented the usual supply of produce. Fowl, despite the fact that there was a very heavy offering one week ago, was plentiful, and, in most cases, held up in price. Potatoes were abundant and showed a downward tendency. Apples were fairly plentiful, with an upward look. Live hogs have moved during the week and are now quoted at an advance of 35c to 50c.

Saturday's business was a record-breaker, with most grocers here. The people had the buying spirit, and not only did staple groceries move out freely, but such luxuries as Almeria grapes, table raisins, layer figs, dates, cream cheese, sold with very little difficulty.

A few Stratford grocers of late have discovered a scheme for selling layer figs, which, in most cases, doubles their sales. Four or five boxes are opened at a time and divided into rows, then the surface of the figs is brightened by washing with a mixture of molasses and water; each row is then cut up in 5c, 10c and 15c blocks, and placed on the counter in front of the customers, which makes a very attractive pile. One grocer sold 5 boxes in one day by this method, whereas in the old way of leaving them in the boxes and tearing them out as needed, one or two boxes would have been the extent of his sales. When figs are cut up in blocks this way the people very rarely take a fig off to eat.

A. Beattie & Co. are showing some exceptionally fine cauliflowers this week, rather late in the season. They also have a seasonal window display of grape fruit, cranberries, new pineapples, oranges, shelled nuts, etc.

On Saturday McCully & Haugh's display of turkeys, geese, ducks and chickens was immense. Although groceries, produce and fresh fruits are their staple articles of sale, yet this firm always manage to sell an enormous quantity of fowl.

The Barnsdale Trading Co. have quite a novel window display of Comfort soap. Around the outside they have the soap nicely displayed and near the centre they have placed an express wagon, also a large pumpkin. Above all hangs a neatly printed show card explaining to passers-by that every 25c purchase of Comfort soap entitles the customer to one guess as to the number of seeds in the pumpkin. The person coming the nearest gets the wagon. This firm makes very fine window displays and knows the value of neat show cards.

Jas. Lloyd, wholesale fruit merchant, received his first car of California navel oranges on Saturday, which he claims is the first car unloaded in Canada this year. The fruit this year is very smooth and bright.

The Armour Company have been demonstrating their beef extract, pork and beans, canned soups, etc., in Duncan Ferguson & Co.'s dry goods store all week. They have taken numerous orders for their goods, and pass these orders on to the grocers, believing it not only increases the grocers' profits, but is good advertising for themselves.

The Connecticut Oyster Company's traveler was in town one day this week working up business for a new carrier they have installed to do away with the old method of handling oysters.

The Mooney Biscuit & Candy Co. report Christmas business very much in advance of last year, and with their enlarged up-to-date plant have been prepared for the rush, which has been in evidence with them for some time.

TORONTO.

November 18.—The Retail Grocers' Association seems at last to be coming to its own in the matter of taking up questions of practical trade interest and the regular monthly meeting in their rooms

in the Temple Building on Monday night was from this reason one of the best they have held in months. The Association also is gradually gathering in new members. Three or four new faces were in evidence at the meeting, and a number of names were submitted and passed for introduction at the next meeting. One of the matters which came up for discussion was that of the peddling nuisance. "Why," said J. S. Bond, "this is one of the worst things we have to fight in the business to-day." "It isn't only the peddlers," said Dave Bell, "but, in my section the farmers who sell butter from door to door annoy me more." Other members had various other complaints of a similar nature and ultimately a committee was appointed, consisting of J. S. Bond, D. Bell and President Fred. Thorne to interview the officers of the Retail Merchants' Association, who, it is understood, are preparing to take steps to have the Provincial by-law changed at the next session of the Legislature. A suggestion was made by one of the members which may be carried out after some study, to the effect that several of the members might get together and bring in cars of potatoes and bananas direct. This will be further considered. Complaints were also made of selling going on by wholesale dealers in several lines direct to the consumer. Some of the bakers, for instance, are said to be selling bread to consumers at 8 cents. The meeting closed with a general discussion on the Guild case.

The Dominion Co-operative Association, which secured its charter about five weeks ago is about ready to do business, and on December 1st will open up a large grocery store on Bloor Street West, the premises having already been secured. A general grocery stock of about \$5,000 will be placed on the shelves. Another store of the same line will be opened in the East End of the city before the close of the year. Alex. MacKenzie, who is a trained grocer of British and Canadian experience, will have charge of the Bloor Street establishment. It is proposed to open up stores throughout all parts of the city and suburbs. In time, other lines of trade and commodities will be handled by the co-operative company establishments. Arrangements have been made with Trans-Atlantic steamers for regular shipments of British fish of all kinds. Negotiations with the Steam Trawling Fleet of Scotland have been concluded, and the finest British fish will be a feature of the company's stores. The Association has now 100 men organizers and a ladies' guild of about the same number who meet every week. Gatherings are each week held in different parts of the city, sometimes in church halls, at which addresses are delivered on the work and objects of the Association, together with its scope, plans for the future, etc. It is not intended to cease until 100,000 persons, men, women and children, have become members of the Association. In honor of the opening of the new stores and the rapid work that has gone on since organiza-

TO THE TRADE:

Do You Know That the

American Consumption
of

CEYLON TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

INCREASE OF ABOUT A MILLION POUNDS.

Preservatives in Foods are Injurious.

The Government says so, and it won't be long before their sale will be prohibited. Be prepared for such an order by stocking only goods that are pure.

HEINZ
57 VARIETIES
Pure Food Products
are absolutely pure

Your protection and the consumer's are assured by every Heinz label. It says no preservatives — no coloring matter — no drug of any kind. There is no food law in existence that can affect the 57.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

Mince Meat

The household now-a-days buys everything ready for the cook. And rightly so. Because there is nothing that cannot be made just as well in the factory as at home and at greatly reduced prices. That is why we sell such a large quantity of our genuine English Mince Meat. It is made of pure spices and the very best of fruits and it is also made under the supervision of government inspectors. You will find a good profit in selling it and your customers will be well pleased.

F. W. Fearman Co.

LIMITED

Hamilton, Ont.



**Pre-eminent
For Quality**



This is characteristic of the Truro brands. The Inland Revenue Bulletin No 144, issued January 3, 1908, indicates that Reindeer Milk is 7½% richer, and Jersey Cream 13% richer than any other brand of Condensed Milk sold in Canada.



**Reliable Goods
To Sell**

The TRURO CONDENSED
MILK COMPANY Limited,
TRURO, N.S.



Butter
Eggs
Cheese
Poultry

(Live and Dressed)

We handle large quantities
of these lines. Shipments
and correspondence invited

The WM. RYAN CO.

LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

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

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 18, 1908.

Owing to the lateness of the season the arrivals of cheese are not showing as good quality as might be desired. Some five weeks ago an estimate of the amount of cheese in Canada placed it at 100,000 boxes, which, it was generally agreed, was about right. Now that navigation is about at a close some new estimates will have to be made. For some time the demand from Britain fell off, but lately has shown signs of greater interest in the market on this side. The attitude of the English buyers seems to indicate the fact that they do not know exactly where they are at, as the policies pursued by various houses are so utterly at variance with one another. This, it seems, may have been the cause of the recent dullness in the market. Of late, however, the indications are evidently of a more steady feeling with some strengthening tendency in prices.

Receipts of cheese for the week ending Nov. 14, were 41,139 boxes, as against 49,675 boxes for the previous week, and 44,685 boxes for the corresponding week of last year. Total receipts since May 1, 1,855,552 boxes, as against 2,017,262 boxes for the corresponding period of last year. Locally, Westerns are quoted at 12½c to 12¾c, and Easterns at 11¾c to 12c.

Locally the butter market is firm for creamery lines, whilst dairy lines are somewhat easier. From this it appears that the output of the factories is not as large as it has been, but on the other hand, the dairy end of the industry is in a good healthy condition for this time of the year. Some authorities seem to think that stocks held are not as large as was generally assumed. It is said that a large amount of the butter held at the present moment is for the account of western houses. Grocers have bought more freely and even families have laid in good supplies owing to the experience of last year. Reports from England state that:

"Efforts are being made to get the retailers together on the selling price of butter. The foolish idea that the counter price of butter must be 1s per pound cannot be shaken off easily and the public have got to look for it so that sellers are afraid to raise their limits. But they are beginning to see the folly of the game and an organization is at work on an endeavor to get all the distributors to raise the lowest figure to 1s 1d per pound. This may come into force next week. If it does there should be a livening up of wholesale business, which is sadly lacking at present. The trade seems absolutely afraid to stock up, and in face of diminishing supplies sellers find it difficult to clear. The weather is again mild and against the sale of all foodstuffs, and this has made the market close very dull. But Canadian comes out well from the unsettled state of affairs, and the price may be said to be 2s per cwt. better. Canadian is coming along in

very small quantities and Argentine is getting the bulk of the demand for price."

Reports from New York state a high market ruling there.

THE PROVISION SITUATION

Toronto, November 18, 1908.

Conditions are a little stronger in the Canadian packing business this week as a result of better local business. Local demand has been exceedingly good this fall, and business has been noticeably larger in volume than in previous years. It has been so good indeed that notwithstanding the fact that for the past month or so the factories have been running fairly well up to capacity packers' stocks have gotten down pretty low. The run of hogs for the past several weeks has been fair, though not so large as usual and the advance seems to have been made to stimulate this and thereby provide for filling up the packers' stocks.

The British market continues steady with no new features in evidence. The Danes continue to ship in largely and supplies of Irish bacon are also going in quite as heavily as usual, so that the market, under dull conditions, so far as demand is concerned, is very well supplied, and there is little demand for Canadian packers' product. Packers are offering 6.10 to 6.25 f.o.b. this week, an advance on \$5.75, last week's offerings. This should be effectual in bringing in the desired supplies, as from the larger runs recently there appear to be quite a number of hogs in the country at the present time.

Conditions in the United States markets are given as follows by the New York Journal of Commerce:

"In spite of the lower prices now prevailing and a steady decline that has marked hog values during the week, farmers are rushing their hogs to market in greater quantities than ever, and Saturday's receipts again exceeded the estimate. Even the improved quality which is now evident from the corn feeding that has been going on for some time has failed to stem the decline. The lack of demand in the East for pork products has given the speculative element a difficult task whenever they have attempted to force prices upward, and manipulation of the entire list by the packers has, it is said, caused the trading element to sustain some heavy losses. For this reason there has been more of a disposition on the part of the purely speculative public to withdraw from the market until there should be a readjustment of values upon a more substantial basis."

PROVISION MARKETS MONTREAL.

The local market is firm, with a fair volume of business passing. Foreign

Receipts of butter for the week were 6,670 packages, against 6,057 packages for the corresponding week of last year. Total receipts since May 1 are 384,099 packages, against 378,898 packages for the same period of last year. Locally prices range around 27c to 27½c for finest creamery, and 28c in a jobbing way.

cables indicate weakness of those markets.

Heavy Canada short cut mess pork, in tierces..	36 50	37 00
" " " " " "	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls.	08 00	
" " " "	15 50	
" " " "	23 00	
Pure Lard—		
Tierces, 375 lbs.	0 13½	
Boxes, 50 lbs., grained	0 13½	
Tubs, 50 lbs.	0 13½	
Pails, wood, 20 lbs., parchment lined	0 13½	
Tin pails, 2½ lbs., gross	0 13½	
Cases, tins, 10 lbs. each	0 13½	
" " " "	0 13½	
" " " "	0 14	
Compound Lard—		
Tierces, 375 lbs.	0 09	
Parchment lined boxes, 50 lbs.	0 09½	
Tubs, 50 lbs.	0 8½	
Wood pails, 20 lbs. net	0 09	
Tin pails, in cases	0 09	0 09½

BUTTER—Creamery butter is higher owing to light receipts, but dairy is increasing in supply. This has led to an easier feeling in this line.

Fresh Creamery, solids, 10.	0 28
" " " " " "	0 28½
Dairy, tubs, lb.	0 20
Fresh lard roll	0 22
" " " "	0 23

CHEESE—Owing to lateness of the season the quality of cheese arriving is not of first quality. Local demand is not great.

Large	0 12½	0 13
Twins	0 12½	0 13
Old	0 12	0 13

EGGS—The egg market is higher and local consumption is large consequently. Stocks are being heavily drawn upon. New laid eggs are scarce and in good demand. The trade report that the demand for eggs is very heavy, the demand for this time of the year being unprecedented. Several cars of selected eggs arrived this week that were purchased some time ago at 22c to 22½c f.o.b., while others are due to arrive that cost 23c f.o.b. Western houses are now asking 23½c f.o.b. shipping point, advices from the West state that shippers are not very anxious sellers, as they state there is very little left up there for shipping purposes; as the demand from the far West and the coast has been very good, and cleared up almost all the offerings. There has been very few lots of Canadian eggs gone forward to the English market this season, the total exports this season to date only amounting to 6,710 cases.

New laid	0 30	0 35
Selected cold storage	0 26	
No. 1 Canned	0 23	
No. 2 Eggs	0 19	0 20

TORONTO.

PROVISIONS—There is a good supply and the market continues easy. The

demand for smoked meats is now very small, while fresh meat inquiries are coming in freely. The prices for hams are half a cent lower than last week. On the whole, an easier feeling prevails. There is a large supply of stocks.

Long clear bacon, per lb.	0 11½	0 12
Smoked breakfast bacon, per lb.		0 14
Roll bacon, per lb.	0 10½	0 10½
Light hams, per lb.		0 13½
Medium hams, per lb.		0 13½
Large hams, per lb.		0 13
Shoulder hams, per lb.		0 10
Backs, plain, per lb.		0 17
" pea meal.		0 17½
Heavy mess pork, per bbl.	20 0 1	24 5 7
Short cut, per bbl.		0 12½
Lard, tierces, per lb.		0 13
" tubs "		0 13½
" pails "		0 8½
" compounds, per lb.		9 00
Dressed hogs		

BUTTER—The demand is strong and good creamery prints are scarce. The outcome is a stiffening in price and dealers are ready to corral all the creamery product they can lay their hands on. There is a lot of separator butter coming on, but it is not selling very freely. No new creameries will be in operation and many have closed down. Prices are firmer.

	Per lb.	
Creamery prints.	0 28	0 29
Creamery solids.	0 26½	0 27½
Farmers' separator butter.	0 25	0 27
Dairy prints, choice.	0 22	0 24
" ordinary.	0 19	0 21
" tubs, choice.	0 22	0 22½

CHEESE—The market is a little firmer this week and there is a tendency to advance in price.

Cheese, large, prime.	0 13½
" twins.	0 13½

SALT

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

TORONTO SALT WORKS
125 Adelaide Street E., Toronto

We Want Butter!

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

EGGS—There are practically no new laid offering, as the cackling Canadian hen is taking her holiday. The figure is 29c to 30c, and dealers are glad to get them at all. Cold storage are going at 23c to 24c, and selects at 26c and 27c. There are lots of both kinds.

HONEY—There is very little demand at present for honey, but the tendency of prices is a little firmer.

60-lb. tins.	0 09	0 10
Smaller sizes, tins and bottles.	0 10½	0 12
Comb, doz.	1 50	2 59

POULTRY—The offerings during the past week have been rather short for some reason or other. Farmers are evidently holding off now until nearer Christmas to dispose of their birds. Of the poultry that was left over from Thanksgiving, part of it has been placed in cold storage, while the poorer birds have been cleaned out at any price. Quotations are a little firmer in consequence of the holding back after the bumper Thanksgiving rush. The quotations are:

Spring chickens, per lb, live.	0 10	
Hens, per lb., live.	0 07	
Young ducks, per lb., live.	0 09	0 10
Turkeys, per lb., dressed.	0 12½	0 13½
Geese, per lb., dressed.	0 08	

WINNIPEG.

BUTTER—For No. 1 tubs and bricks the local produce houses are offering 22c per lb. f.o.b., Winnipeg, for No. 2, 19c.

EGGS—Produce houses are paying 25 cents per dozen for eggs delivered in Winnipeg, subject to candling.

POULTRY—Following are prices paid for poultry delivered in Winnipeg. Prices are for No. 1 well dressed stock:

Chick n, per lb.	0 12
Fowl, per lb.	0 09
Turkeys, per lb.	0 15
Ducks	0 11
Geese	0 11

THE NEWEST SKIN GAME.

"I have always acted on my own judgment after sizing a man up," said the drummer as he leaned back with a weary look on his face. "For 30 years I have believed that I could tell a rascal or an honest man almost on sight, but something happened the other day to make me doubt myself. I was loafing around the Union Depot, waiting for my train to go, when a man approached me and made conversation. We were talking away when a second man came sneaking up and told a hard luck story, and asked to be helped out of a hole. After one look at him I was satisfied that he was a skin, and turned my back on him. Not so with the other man, however. He seemed interested and impressed, and finally gave the fellow a \$5 bill to go and get changed, promising him a quarter when he returned.

"Of course, that's the last of your money," I said with a laugh as the hard luck man disappeared.

"No; I think he will come back," was the reply. "He looked to me like an honest man."

"And to me like a deadbeat. Consider yourself \$5 out of pocket."

"I can hardly do that. Something tells me that I am not mistaken in that man."

"Perhaps you'd like to bet another five that he will show up again?"

"To my surprise he said he did, and we found a stakeholder and put up the long green."

"And what happened?" was asked as the drummer paused.

"Why—why, the hard luck man came back with the change."

"He did!"

"As straight as a string, and was given the promised quarter; I lost my five, of course."

"And—and"—

"And a little later on the depot policeman told me that they were pals working together, and that they skinned half a dozen suckers at the game every day in the year."

"But you—you are a drummer."

"Just so; but it's my business to sell groceries and not look for gum games. When you want a soft mark look for a drummer."—Kansas City Star.

LAY BLAME ON BRITISH MERCHANTS.

Japanese Press Place Responsibility for Boycott of Their Goods in China on Firms of English Sugar Dealers.

The New York Herald, in a recent despatch from Tokio, regarding the Chinese boycott of Japanese goods, says: Smarting under the most recent boycott outbreak and the fact that every returning Japanese steamship brings back a large cargo of Japanese goods consigned to Hong Kong on consular representations that the boycott is "dead," Tokio newspapers are filled with efforts to place responsibility for the movement.

The Niroku Shimbun charges that two of the biggest British firms, Jardine, Mattheson & Co. and Butterfield & Swire, have financed the boycott movement, alleging that the animosity of these British mercantile houses dates back to 1905, when Japanese sugar began successfully competing with the British product in China's market. The Asahi Shimbun blames Professor Murai for a recent lecture at the Meiji lay school here. Professor Murai depicted the Chinese as the lowest of human beings, comparing them unfavorably with the American Indians. The lecture caused the deepest resentment. Thirty Chinese students who were present sent a transcript to the Hong Kong and Canton vernacular press. The Asahi Shimbun declares the publication of this speech is a direct provocation of rioting."

J. H. Morin, at one time vice-president of the Dominion Commercial Travelers' Association, died in Montreal Friday last, and was buried on Tuesday. He was 53 years of age. Mr. Morin about twelve years ago was president of the Dominion Commercial Travelers' Benefit Association.



Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

☞ Cheap and inferior goods never find a place on his shelves.



Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

☞ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

There will be a good demand this year for

Clark's Corned Beef

We are advertising it largely and it is such great value that you may confidently order a good supply. Don't forget our other lines all tried and proved!

Clark's Pork and Beans
Clark's Ox Tongue
Clark's Veal Loaf
Clark's Mince Meat
Clark's Sliced Beef

WM. CLARK

Manufacturer

MONTREAL



Imperial Evaporated Cream

IT STANDS TO REASON

That an evaporated cream which is put up in the finest dairying district in Canada, by experts, in a modern factory, should be the richest and most satisfactory in the market.

IMPERIAL BRAND Evaporated Cream is put up under these conditions.

Are YOU handling it?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

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

If You Are Not Selling

Cowan's
Maple Buds
 and
Chocolate
Confections

There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.
 TORONTO.

A Leading British line well-known and largely advertised



THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:

J. WALTER SNOWDON
 413 St. Paul Street
 Montreal

ONTARIO AGENTS:

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

**W. H. ESCOTT, 141 Bannatyne Avenue East,
 WINNIPEG**

SAMPLE CASES NOW READY FOR DELIVERY

CANADA:
 No better
 Country



MOTT'S:
 No better
 Chocolate

There's a lot of Chocolate being asked for these days. Every household almost has occasion to use it in one form or another. You can satisfy all your customers by keeping on sale

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

Every grocer handling makes customers.

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

SELLING AGENTS:

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

By Royal



Letters Patent

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

NELSON'S

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

Nelson's Gelatine
 and
 Liquorice **Lozenges**

NELSON'S SOUPS
 (SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

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

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

THE FLOUR AND CEREAL MARKETS

Prices This Week Steady All Round, With Good Local Business—An Advance in Rolled Oats Contemplated in Ontario.

The flour and cereal markets show no immediate changes this week, though the outlook gives prospects of some new developments.

The flour markets generally remain unchanged in spite of buoyant wheat markets and the outlook is for steady prices for some time. Millers all over the country are busy under good local demand, and with the approach of cold weather this will undoubtedly become notably brisker. Export demand continues fairly active, but the millers are rather too busy with local demands to bother with inquiries.

Business in cereals seems to be a little steadier. In Quebec the markets are easier, but in Ontario there is talk of an advance at the end of the week. The cold weather will probably stimulate business in these lines also, when it really arrives.

MONTREAL.

FLOUR—The flour market presents no new features this week. Stocks are light and the country demand remains fairly good.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 00
Glenn.....	5 50
Manitoba spring wheat patents.....	6 00
strong bakers.....	6 50
Five Roses.....	6 00
Harvest Queen.....	5 50

ROLLED OATS—Rolled oats are distinctly on the quiet side this week, very little trade passing. Dealers seem to have about all they want to have for the present. There was a rumor that rolled oats would tumble during the course of the week, but this did not seem to materialize.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated.....	3 05
Gold dust cornmeal, 98-lb bags.....	2 25 2 50
White cornmeal.....	2 00 2 05
Rolled oats bags.....	3 40
" bbls.....	5 65

FEED—Prices have been fully maintained during the week. The small mills have shown no disposition to reduce prices. Demand locally is fair only.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	25 00
bran.....	00 21
Moullie, milled.....	25 00 27 00
straight grained.....	30 00 32 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—There has been no material change in the situation during the week. Prices are unchanged and the outlook generally is for steadiness. Local business is slightly easier, though millers are still very busy and are not paying much attention to export demand. The coming of cold weather will largely stimulate demand.

Manitoba Wheat.	
80 per cent. patents.....	5 40
".....	5 10
Strong bakers.....	4 90

Winter Wheat.	
Straight roller.....	4 10 4 30
Patents.....	4 50
Milled.....	4 70

CEREALS—Prices remain unchanged for the week, though an advance on rolled oats is contemplated to occur at the beginning of next week. If it does it will probably be a 10-cent raise. Business is more steady and with the coming of cold weather should be brisker.

Rolled wheat in barrels, 100 lbs.....	2 85
oats in bags, per bag 90 lbs.....	2 85
Oatmeal, standard and granulated, in bags 98 lbs.....	2 95

WHITE SWAN SPICES AND CEREALS.

A new company of the above name has just completed the purchase of the assets, goodwill and trade marks of the Robert Greig Co., Toronto. The business will be carried on in the same premises and similar lines will be manufactured, though factory conditions will be improved and the business extended along several lines. The president and managing director of the new company, J. B. Hallworth, has for some months occupied a similar position with the old company, and his knowledge of the business and its connections will insure continued growth. The formation of the new company and the purchase of the business, has, it is understood, been under contemplation for some time, though the matter was only finally closed on Saturday, November 14.

CEREAL AND CONFECTIONERY NOTES.

Appleford Bros., confectioners, Leamington, have sold to S. Arnold.

A Stevenson, confectioner, of St. Thomas, has sold to C. J. Ross.

Lillie Fennell, confectioner, Toronto, has been succeeded by W. H. Hall.

Morris & Co., flour and feed, Toronto, have been succeeded by W. H. Finlay.

Matthew Orr, flour and feed merchant, Windsor, Ont., has sold to S. May, of Petrolea.

STIRRING UP MONTREAL'S COUNCIL.

S. J. Carter, of S. J. Carter & Co., wholesale grocers, McGill Street, Montreal, who is a prominent member of the city council, created a sensation in the city council meeting on Monday by producing indisputable evidence to prove gross misappropriation of the city's funds, more especially by the police committee, of which Mr. Carter was a member. Mr. Carter's statements made before the city council will probably result in a thorough investigation into the manner in which the city's affairs are conducted. In this denouement Ald. Robinson was associated with Mr. Carter.

Steadily Rising



A good thing well advertised is the best thing for the retailer. That's why it will pay you to feature

Mooney's Perfection Cream Sodas

They are the freshest, crispest, daintiest, tastiest crackers on the market. And we are helping you to sell them by carrying on a vigorous advertising campaign.

The Mooney Biscuit & Candy Company, LIMITED
STRATFORD, - CANADA

GRAIN and HAY

We are buyers:

If you have a car of Wheat, Oats or in fact any grain to sell by the carload, write us. Cash and Cash only. Reference: Duns or Standard Bank.

CUMMINGS MILLS

WILLIAM R. CUMMINGS
Proprietor

Cummings Bridge, Ottawa

We also sell feed of all descriptions.

Free to Every Grocer and Confectioner

We want to send each and every one of you a free sample, and prices, of

"Favorite" Brand Cocoa and Chocolate

IN 1/2-LB. TINS AND IN BULK

Grocers who run bargain sales will be interested in getting our quotations on 7 lb. packages of Cocoa. Confectioners will be interested in this package also, for its convenience.

DOMINION COCOA AND CHOCOLATE CO.
16 Place Royale MONTREAL

QUALITY



must be the outstanding feature of any cocoanut which is to hold trade for the grocer. The length of time **White Moss Cocoanut** has been sold by the trade is the best evidence of the appreciation in which it is held by consumers.

Order to-day.

The Canadian Cocoanut Co., - Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

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

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

MAPLE SUGAR

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

P. J. GIRARD, - Richmond, Que.

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

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

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.

GOX'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:
J. & G. COX, Ltd
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
Gorgie Mills
EDINBURGH

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

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.

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

TRADE CHANGES IN CANADA

Notes of New Businesses Opened, Firm Changes, Assignments, Dissolutions of Partnerships and Sales in All the Provinces.

Ontario.

M. E. Bick, general storekeeper, Wilberforce, has assigned.

E. C. Bodkin, general store, Lawrence Station, has sold to F. Kestle.

Bert Hunter has bought the grocery business of H. J. McCannon, Peterboro.

The grocery store of Linder & Watson, Clinton, was damaged by fire last week.

H. Johnston, general store, Woolburn, has sold his business to W. W. Tossel.

Mrs. Della Forbes, of Wallaceburg, has admitted W. B. Simmons as partner, under the style of Forbes & Simmons.

Maritime Provinces.

Israel Melanson, grocer, Joggin Mines, has assigned.

W. G. McKenzie, grocer, Pictou, has discontinued.

Connolly & Co., grocers, Sydney, have assigned to Isaac Greenwell.

Ellis Bros., fish and lobster packers, Mavillette, have discontinued business.

John McKenzie, general store, River John, is advertising his business for sale.

Addison M. Morton, general storekeeper and lobster packer, Lower Argyle, has discontinued business.

Quebec.

Champeau & Brisebois, grocers, Montreal, have dissolved.

J. A. Rousseau, general merchant, Plessisville, has assigned.

Marin & Langlier, general merchants, Upton, have been registered.

J. T. Deziel, grocer, Montreal, has assigned to Alex. Desmarteau.

Joseph Lesperance, general storekeeper, Lake Megantic, has assigned.

The assets of Israel Gosselin, general store, St. Edwidge, have been sold.

D. Tousignant, grocer, St. Pierre Les Becquets, is offering to compromise.

A. St. Pierre, general merchant, St. Honore de Shenley, has compromised.

Mrs. D. O'Shea, grocer, Windsor, has sold her business to Mrs. M. Walker.

Laeaille, Gendreau & Co., wholesale grocers, Montreal, have been registered.

P. H. Longpre, dry goods and grocer, St. Gabriel des Brandon, is offering to compromise.

The estate of George Harrison, general store, Wildesport, has been sold to S. Selman & Son.

Longchamps & Gosselin, general merchants, St. Ephrem Station, have assigned to Alf. Lemieux.

F. R. Dale, general storekeeper, Rutledge, who was burned out recently, is offering to compromise.

Western Canada.

Mable Daley, grocer, Mather, Man., has sold to J. McGowan.

Stewart & Brown, general store, Caron, Sask., are discontinuing.

Agnew & Co., general store, Minionas, Man., has been burnt out.

W. O. Wallace, grocer, Victoria, has sold to Harrison and McDonald.

R. Dart, confectioner and baker, Vancouver, has sold to M. A. Durland.

W. R. Harvey, general store, Melville, Sask., has assigned to F. Hawkins.

A. F. Climie, general store, Lanigan, Sask., has admitted his son as partner.

C. E. Pomeroy, confectioner, Penticton, B.C., shop and stock damaged by fire.

B. A. Archibald & Co., Nutana, Sask., have sold their Kinley branch to A. Case.

Leger Lambert, general store, Lac St. Anne, Alta., has assigned to S. H. Smith.

T. T. Pearson, grocer and dry goods, Carman, Man., has sold out to J. Bruce Kingsford.

Matthias & McBrine, general store, Stettler, Alta., has been succeeded by Riggs & Whyte.

The stock of the estate of F. W. Rutherford, Moose Jaw, is advertised for sale by tender.

G. W. Grant and Weidman & Shimbane, general stores, Kelliher, Sask., were recently burned out.

R. R. Wilson, Winnipeg, has been appointed trustee of the Etiomami Trading Co., Etiomami, Sask.

Torgerson & Vog, general store, Grandosa, Sask., have dissolved partnership. Mr. Torgerson continues.

D. C. Coutts, formerly manager of Richards Pure Soap Co., Winnipeg, has been appointed superintendent of advertising for the Farmers' Advocate at Winnipeg.

NEW WAREHOUSE IN FORT WILLIAM.

The John King Co. Doing Large Wholesale Business in the West.

A new wholesale warehouse, which when completed will be one of the finest between Toronto and Winnipeg, is in course of construction at Fort William by the John King Co., wholesale grocers and liquor dealers. The business was established by John King as a general retail business in 1884, and was continued as such till 1900 when it was converted into a joint stock company and the wholesale grocery and liquor business was established. This was continued till July 20 of this year, when it was totally destroyed by fire. The business has kept pace pretty well with the growth of Fort William and the annual turnover for the past three or four years has been well up to the quarter million mark.

When the firm was burned out they decided to go into the wholesale business exclusively as it was found that a wholesale and retail business did not work well together. Recognizing the future of Fort William as a distribu-

ting centre the warehouse was undertaken. The new building is a large three storey and basement warehouse, with trackage from the C.P.R., and will give capacity for more than two hundred cars of goods. Next year the firm's business will be extended into Manitoba, Saskatchewan and Alberta.

E. F. Reed, formerly traveler for Gorman, Eckardt & Co., of London, in Northern Ontario, has severed his connection with that firm and started in the grocery business in London, at 400 Horton Street. Mr. Reed was formerly a clerk for J. Dobbin & Son, London, and should know the business well. He has been a very successful traveler, has an attractive personality, and should make a decided success in the grocery business.

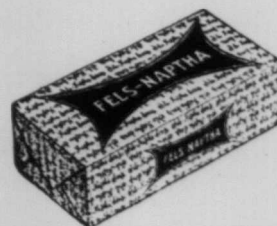
"The Best

is the cheapest in the end," is an old but true saying. The women who have compared FELS-NAPTHA soap with others have concluded that this statement is true. Why not get your wife to try FELS-NAPTHA?

Why not make a display of the empty cartons on your shelves and in your windows, as well as in other blank spaces in your store? It pays to have a bright and cheerful store. Trade is attracted.

FELS-NAPTHA cartons help.

FELS & CO. PHILADELPHIA



FRUITS, VEGETABLES AND FISH

Business Fair During an Off-season Week—Green Fruits Slightly Easier—Good Supplies of Vegetables—Oysters Selling Well.

The trade during the past week has been a fair one considering that it is a sort of between seasons—the Thanksgiving mile post just passed and the Christmas one hovering in sight. The green fruit market is rather quiet. The potato market is a little firmer and the tendency of apples is to soar in price, as the crop of late varieties was not a heavy one and there is a big demand for them in England, New York and elsewhere. Now that the cold weather has set in the last of the fresh fish has gone, but the same kind frozen may be had. The demand is heavy. Oysters are selling well.

MONTREAL.

GREEN FRUITS—The green fruit market, taken altogether is a little easier than last week. New stock California oranges are being offered at \$3.50 for the 96, 126 and 150 size, and \$3.75 for the 176, 200, 216 and 250 size. Jamaica oranges are higher, being quoted at \$1.75 this week. Grape fruit is cheaper, also lemons and pineapples. Other lines are unchanged.

California navels	3 10	3 75
Jamaica oranges, in bls.	4 75	4 75
Floridas, 1, 6, 15, 176, 200	3 50	3 50
Grape fruit	4 25	4 25
Almeira Grapes	5 50	6 50
Verdel lemons, 300 size	2 75	3 50
Lemons, choice, 300 size	2 65	2 65
Bananas	1 50	2 00
Peaches, boxes	1 25	1 50
Pears, boxes	3 50	3 50
Grapes, California, Tokays, crate	2 25	2 50
Pineapples, extra fancy, 24 size	4 50	5 00
" " " " 30 size	4 75	4 75
Cranberries, early blacks, bbl.	1 00	1 00
Nova Scotias, early blacks, bbl.	7 50	7 50
Apples, Fameuse, XXX, bbl.	4 00	4 00
" " " " XX	2 50	3 00
" " " " Colverts Jennetings, XXX	2 25	2 70
" " " " " " XX	4 00	4 00
Spies, XXX	3 50	3 50
Baldwins, Greenings, Russets, XXX	2 75	3 00
" " " " Spies, XX	2 75	3 00

VEGETABLES—Water cress is quoted this week at 70c instead of 60c. Carrots are slightly easier now, being sold at 55c a bag. Egg fruit is practically off the market. Potatoes still range between 60c to 90c per bag. Other lines remain as quoted at the last report.

Marrows, dozen	2 00	2 00
Cauliflowers, dozen	1 00	1 00
Parsley, per doz. bunches	0 25	0 25
Sage, per doz.	0 50	0 50
Savory, per doz.	0 25	0 75
Celery, doz.	0 25	0 70
Water cress, large bunches, per doz.	0 50	0 50
Spinach, box	0 50	0 40
Green peppers, doz.	0 40	0 40
Beets, bag	0 65	0 65
Carrots, bag	0 50	0 50
Green pickling tomatoes	0 50	0 50
Spanish onions, large crates	2 75	2 75
Lettuce, per doz.	0 55	0 55
Radishes, doz.	0 25	0 10
Horse radish, per lb.	0 50	0 50
Cabbage, doz.	0 75	0 95
Montreal potatoes, bag	0 60	0 90
Green Mountains	0 60	0 90
Onions large bag	1 15	1 15
Red onions, barrel	3 00	3 00
Turnips, bag	0 65	0 65
Pumpkins, doz.	1 00	1 00
Squash, doz.	1 00	1 00
Brussels sprouts	0 10	0 10

FISH—Haddock and cod continue scarce and prices are firm. Haddies are in good demand, but there are no kippers available just now. Salted and pickled lines are active. Other lines remain the same as last quoted.

Fresh and Frozen Fish.

Gaape salmon	0 15	0 18
B.C. salmon, frozen	0 10	0 10
Brook trout, lb	0 10	0 22

Haddock, per lb.	0 05	0 06
Fresh halibut	0 10	0 10
Mackerel	0 10	0 12
Dore	0 10	0 11
Steak cod	0 07	0 07
Market cod, lb.	0 04	0 05
Pike, lb brochet	0 07	0 08
Whitefish, lb	0 07	0 08
Lake trout	0 09	0 09
Sea trout, lb	0 10	0 10
Flounders, lb.	0 25	0 25
American live lobsters	0 10	0 10
Bullheads (dressed)	0 10	0 10
New Smelts	0 10	0 10
Smoked		
Haddies (exp) 15 lb. bxs., per lb.	0 07	0 08
Bloaters, per box	1 10	1 25
Smoked herring, per box	0 16	0 16
Prepared		
Skinless cod, new 100 lb. cases	5 10	5 10
Shredded cod, 1 lb. cartons, 2 doz. cartons	1 80	1 80
in box, per box	0 08	0 08
Dry cod, in bundles 112 lb., per pound	0 06	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06	0 06
Boneless cod, 20-lb. boxes	0 08	0 08
Boneless cod, 20-lb. boxes	0 09	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05	0 05
Boneless fi-h, 25 lb. bxs., loose	0 01	0 01
Salted and Pickled		
No. 1 Labrador herring, brls.	5 50	5 50
" " " " 1 brls.	3 00	3 00
Oysters, bulk, per gallon	1 60	1 60
Standards, bulk	1 40	1 40
" quart tins, sealed	0 40	0 40
Paper pails per 100 qt. size	1 00	1 00
Malpeque, shell, p r bbl.	9 00	11 00
1 w r g r a s s	6 10	8 00

TORONTO.

GREEN FRUITS—California navel oranges are here in good numbers and have to be put in the ripening room. They are as good as they usually are, considering that they come from the very early orchard. Oranges are arriving in large quantities. Several cars of Floridas came to hand this week. They are quoted at \$3.25 per box. The quality is much improved and they make fine eating. The Mexican oranges are sweet, and selling fifty cents cheaper than the Florida offerings. California navels are quoted from \$3.75 to \$4. Almeria grapes will soon grow scarce and wholesalers are advising dealers to lay in a stock. The trade in green fruits has not been large during the past few days. The banana market is slow. It is expected that the demand for oranges and lemons, the new crop of the latter being exceptionally fine, will be much brisker in a few days. In other fruits and vegetables there is a fair demand. The quotations for apples are likely to advance. The market is firm and inquiries many.

Pears, Canadian	0 25	0 30
Grapes, California, box	1 75	2 50
" Almeria, keg	5 50	7 00
Apples, winter varieties, bbl.	2 50	3 50
Oranges, Jamaicas, bbl.	4 10	4 50
" " boxes, new	2 50	2 50
" " Mexican, boxes, new	2 75	2 75
" " Florida, boxes, new	3 00	3 25
Lemons, Messina	3 25	3 50
" " California, box	4 50	4 50
Bananas, Jamaicas, firsts	1 10	2 25
" " Jamaicas, eights	1 00	1 25
" " jumbos	1 50	1 85
Oranberries, Cape Cod bbl.	9 50	12 50
" " " " crate	3 50	3 50
" " Nova Scotia, 1 bl.	8 00	8 00
" " Ontario, cases	2 50	2 50
Citrus, doz.	0 75	0 75
Grape Fruit, Florida, box	4 25	4 50
Pineapples, Florida, crate	4 50	5 00

VEGETABLES—The supply of vegetables is good and there is no shortage in any line. Potatoes are a little firmer. This is owing to the cars having to be lined and supplies not being rushed in so freely during the past few days. For New Brunswick Delawares conditions are easier. There is an abundance of carrots, turnips and cab-

California Navel Oranges

Our first car arrived and stock is fine, and price right. Let us have your orders.

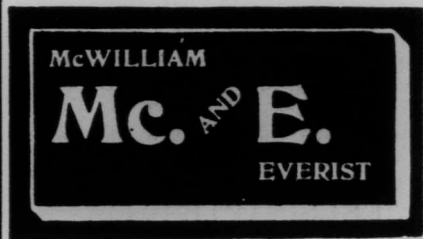
Have also

Florida Oranges

Finest brands out of Florida, and full supplies coming forward.

Also have

- Mexican Oranges,
- Messina Lemons,
- California Lemons,
- Pineapples,
- Nuts, Figs, Etc.



25-27 CHURCH ST. - TORONTO

DID

You ever notice this time of the year that some supposed to be prime brands of Lemons are only "Skin Deep" primes i.e. take the top layer off and "Presto" you have "Not Primes."

NOT SO

with

St. Nicholas Home Guard

they're prime top, bottom, middle and in between.

Ask your wholesaler.

J. J. McGabe

Agent

32 Church Street, Toronto

bage. No great demand exists for Spanish onions as the Canada variety is very plentiful and of good quality. Pumpkins are exceptionally plentiful. The demand for all kinds of vegetables is, so far as the wholesale dealers are concerned, pretty quiet, the farmers rushing in all their stuff now before the weather gets too cold. The sequence is that the average grocer is well supplied with carrots, beets, onions, cabbage, etc. The tomato, egg plant and season for early fall fruit is now over.

Beets, Canadian, bag	0 75	0 50
Potatoes, Ontario, per bag	0 70	0 75
New Brunswick, per bag	0 80	0 85
sweet, barrel	2 75	4 50
hamper		1 80
Onions, Spanish, per 50 lb. crate	0 75	1 00
Canadian, dried, bag	0 80	0 91
Valencia extra, cases	3 00	3 25
Carrots, new, per bag	0 35	0 45
Red Peppers, basket		0 35
Cabbage, Canadian, per doz.	0 25	0 35
Squash, basket doz.	0 50	0 75
White turnips bush		0 40
Cauliflower doz.	0 75	1 25
Celery native, doz.	0 25	0 40
Pumpkins, dozen	0 50	0 85

FISH—The cold weather has created a big demand for fish and the last of the fresh trout and whitefish disappear this week. Henceforth they will be frozen. The favorite sellers are white fish, trout, halibut, sea herring and qualla. Oysters in bulk are in big demand. The sale of those in the shell is limited. The oyster season is now about at its highest.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 05	0 07
Herring, medium, per lb.	0 05	0 06
Whitefish	0 10	0 11
Cod, frozen	0 08	0 09
Trout, fresh, per lb.	0 09	0 10
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05	0 07
Pickrel, yellow	0 08	0 09
Soft shell crabs, doz.		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
Kippered, 18-lb. box		1 30
Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1		0 10
No. 2		0 12
Oysters, Logg Is'land		1 50
medium selects		1 75
extra		1 85
shell, per 100		1 50
Ciscoes, basket		1 15
Pinnac Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 05
Imperial		0 04
steak		0 07
Shredded cod, doz.		0 91
Acadia cod, crabs		0 40
tablets, box		0 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

TRADE NOTES.

An interesting little booklet, "Under Sunny Southern Skies," has just been issued by Pickford & Black, the Halifax steamship agents. The booklet is descriptive of the trip to Bermuda and the West Indies, and is pleasingly illustrated with a view to showing the beauties and tropical growth of the islands. One of the useful points in the booklet is a map showing the steamship lines to the various islands.

The value of condensed and evaporated milk preparations as food products is becoming more evident every day. The latest evidence of this comes from Los Angeles, Cal., in connection with a pure food show recently held in that city. Among the attractions at this exhibition was a baby show, in which 123 chubby hopefuls were exhibited. The award was carried off by a three-year-old, who was raised on St. Charles cream. The successful babe was placed on exhibition at the St. Charles booth after the awards were announced.

FIRST ARRIVALS

Navel Oranges

We specialize in **Oranges**, a complete line of all grades, including **Floridas, Mexicans**, etc.

WHITE & CO., Limited

TORONTO and HAMILTON

CALIFORNIA NAVELS

Order the Brand that carries the "SIGNAL." Best pack from the Best groves.

W. B. Stringer, Toronto, Agent, Stewart Fruit Co., Cal.

Fresh Arrivals This Week

CAR NEW CALIFORNIA LEMONS

Squirrel Brand. Smooth as silk. Bright, waxy fruit

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders.

Price and quality always right.

HUGH WALKER & SON

GUELPH, ONT.

Pine Apples, Grape Fruit and Florida Oranges

We Have the Best.

THE DAWSON COMMISSION CO., TORONTO

If you have New Laid Eggs, we have the customers for them.

THE GROCERY TRADE OF PARIS

The Canadian Grocer's Representative Pays a Visit to This Bright Western Ontario Town and Writes of Existing Conditions.

A forty-minute run on the trolley from Brantford brings one to the pretty town of Paris, nestled in the valley of the Grand River. The town is also reached by the Grand Trunk, and scarcely a traveler crossing the high and long railway bridge but has commented on its beautiful location. A manufacturing place of some importance, the woolen industry fills a large sphere, and a great many young women are employed in the mills. Commercially, Paris is a bright town of probably 3,500 inhabitants, and along Grand River Street, the principal business thoroughfare, are a number of stores which for attractiveness compare well with those in larger and more ambitious centres.

Some Local Features.

Nor are the grocers—who are well represented by six progressive merchants—one whit behind their neighbors, albeit they have much to learn in the art of window dressing. If there is one outstanding feature of the trade in Paris it is in the nature of 'phone orders. These are more numerous proportionately than is the case in Brantford, and also means a saving in that a clerk has not to be employed to go out and book orders exclusively. A larger percentage of the people, too, visit the stores in Paris than do so in Brantford, and the grocer is brought in more direct contact with a large number of his customers.

Chas. McCausland is the only exclusive grocer in Paris and he has an up-to-date store in the centre of the town.

John Walker and Rehder & Co. have general stores with grocery departments down-town, and J. W. Hillburn and John M. Patterson have stores at extreme limits of the municipality, the latter conducting a well-paying butcher department in connection with his business. Mr. Patterson is mayor of Paris.

Cash Basis the Best.

The grocers of the country might well emulate the farmers of Ontario in the matter of trading on a cash basis only. No doubt during the late depression many grocers had experiences which would well bear out the truth of this remark. The town of Paris is in the centre of a farming district, and at present the farmers thereabouts are in a happy condition, better off financially than many manufacturers and merchants, and they trade only for cash. A talk with the leading men of the town and country round-about will soon convince one of the splendid position of the farmer. He had bountiful crops this year and the fall wheat now in or being sown promises well for next June. The farmer, too, has advanced as a man of business in trading solely for cash, and is putting by tidy sums in the bank.

In discussing the question of credit or cash with Paris grocers all were unanimous on the point that one of the weaknesses of the present method of

doing business was the practice of giving credit, but the fact was also recognized that in some manufacturing centres a certain amount of credit had to be given. Employees of factories who form quite a large percentage of customers are paid probably but once a fortnight, and in cases like that a credit trade had to be done. Notwithstanding that, however, the cash trade was the ideal one and the one to be aimed at.

FRUIT GROWERS DISCUSS TRADE QUESTIONS.

At the Second Day of Their Convention in Toronto Last Week.

The Ontario Fruit Growers' Association concluded the business of their annual meeting in Toronto on Wednesday, November 11. The sessions were very interesting and several valuable papers were read which provoked lively discussions. The codlin moth received attention, and so severe have become its ravages, that a resolution was passed asking the Ontario Government for legislation making spraying or other methods of controlling this and similar pests compulsory.

The directors elected for the coming year were. R. B. Whyte, Ottawa; H. Jones, Maitland; F. S. Wallbridge, of Belleville; W. H. Gibson, of Newcastle; R. W. Grierson, of Oshawa; A. W. Peart, of Burlington; E. D. Smith, of Winona; G. A. Robertson, of St. Catharines; J. E. Johnson, Simcoe; D. Johnson, Forest; F. Metcalf, Blyth; A. W. Gurney, Paris, and C. Stephens, Orillia.

J. A. Ruddiek, dairy and cold storage commissioner, gave an able address full of pointers on the best sellers in the way of fruit in the British market.

Regarding the packing of apples an enlivening debate took place. Elmer Lick, of Oshawa, said to be a good apple packer a man must have both skill and character. An apple should be handled carefully like an egg, and not like a stone or turnip, as was the practice of the average apple packer. The average apple packing gang was rather a rough lot and young men of character would not associate with the members. If packing was to be good a grower must employ men who he could implicitly trust. The result was, as in a case he had in mind, where a man brought in 126 barrels of apples and got less than \$25 for them.

Major Roberts, of Grimsby, spoke on the shipment of tender fruits. He said that owing to the dishonesty of some packers, receivers would pay only such prices as they thought right for fruit if it did not come up to its face value, and thus the honest packer suffers.

F. G. H. Pattison, of Winona, said that the Fruit Marks Act was a dead letter, so far as home fruit distribution was concerned, although it benefited the export trade. In order to check dishonest packing inspectors should be sent to the Niagara district.

J. W. Crow, of the O.A.C., Guelph, remarked that if Ontario fruit growers wanted to get their share of the trade in Manitoba they must send better fruit as there was strong criticism all over the West with regard to the fruit packed and the method of packing.

E. D. Smith, of Winona, said the Westerners paid \$5 per barrel, and expected to get good fruit for this money, and if they did not, they would buy elsewhere. The best fruit should not be sent to England, leaving only second-grade to the West.

In further discussion it was said apples, that had been sent to Cobalt were inferior, while some offered on Toronto streets were dubbed "mere trash."

A special committee appointed last year to draft a suitable bill regarding the filling of all nursery orders, true to name, reported. "By its provisions all nurserymen and agents will have to have licenses. These licenses are liable to cancellation upon sufficient evidence of wrongdoing. No nurseryman is allowed to substitute other varieties for those named, without the written consent of the purchaser. But the chief clause around which interest centred was the one which laid the nurseryman open to damages where the fruiting trees showed fruit other than that ordered." The report was adopted.

A PREPARED PLUM PUDDING.

Arthur A. Clements, sales manager the Allredie Pure Food Co., of Bridgewater, N.S., is in Toronto this week introducing a new and novel food preparation, the Allredie Plum Pudding.

The pudding is composed of the ingredients ordinarily used in the home-made article, but comes in powdered form in a package with the fruit, etc., included, and only needs the addition of milk and molasses for immediate use. The article is one which should prove popular among grocers' customers.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

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

For ADVENT TRADE

(This Season Commences Nov. 29)

New Haddies, Bloaters, Kippers Labrador Herring, Sea Trout and Salmon.

Boneless Cod and Skinless Cod, Scotch Herring in barrels and half barrels, Oysters in shells
and by the gallon, Fresh and Frozen Fish.

New Price List Now Ready.

Mailed on Request

4 LONG
DISTANCE
TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL

P.O. Box 639

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

"THE LARGEST FISH WAREHOUSE IN CANADA"

THE F. T. JAMES CO.,

LIMITED

TORONTO

THE MOST UP-TO-DATE FISH AND OYSTER HOUSE IN CANADA

WRITE US FOR PRICE LIST

DO DEALERS ADULTERATE HONEY?

Question Discussed at Meeting of Beekeepers' Association in Toronto Last Week.

"The Busy Bee" drew forth many valuable papers at the annual meeting of the Ontario Beekeepers' Association in Toronto on Wednesday and Thursday, Nov. 11 and 12.

President F. J. Miller, of London, presided, and in his opening address urged that the members keep up their interest in the association. Thanks were due the Ontario Government, he said, for the assistance given the honey industry. Excellent work on the part of the inspectors had resulted in keeping down the spread of disease, from colony to colony.

A. McGill, chief analyst of the Inland Revenue Department, Ottawa, read a timely paper on "The Adulteration of Honey," in which he said that he would like to have honey so defined that one could tell whether a given article was pure or impure. Mr. McGill submitted several samples and declared that throughout the province a large quantity of adulterated honey was being sold and that an endeavor should be made by the Beekeepers' Association to see that all honey came up to a certain standard before it could be placed on the market. Mr. McGill said beekeepers should not be blamed for the converting of sugar into honey and selling the product as pure. The dealers were the guilty parties.

Other papers read were by A. C. Mil-

ler, Providence, R.I.; A. Dickson, Lancaster, and O. L. Hershiser, Kenmore, N.Y.

Wm. Couse, as an expression of appreciation by the association of his long and faithful services as secretary, was presented with a valuable gold watch.

A resolution was carried that no director could hold office for more than five years, and the following constitute the new board: A. Dickson, Lancaster; A. McLaughlin, Cumberland; H. E. Eyre, Chantry; R. Lowey, Cherry Valley; James Storer, Lindsay; William Couse, Streetsville; J. M. Switzer, Orangeville; W. H. Bowen, Niagara Falls; W. J. Craig, Brantford; D. Chalmers, Poole, and W. A. Chrysler, Chatham.

The officers of the association for the ensuing year are:

President, Wm. Couse, Streetsville; 1st vice-president, W. J. Craig, Brantford; 2nd vice-president, D. Nolan, Newton Robinson; secretary, P. W. Hodgetts, Toronto; treasurer, Martin Emigh, Holbrook.

CANADA WILL BE REPRESENTED.

England, Germany, Japan and Norway are among the latest to enter national displays at the National Apple Show, to be held Dec. 7 to 12, in Spokane, when \$35,000 worth of prizes will be awarded to successful contestants in the various competitions. British Columbia and several other provinces in Canada have already reserved space for 200 exhibits and indications are that they will double the number.

A FRIEND FROM VANCOUVER.

H. Musham, Vancouver, was a caller at the office of The Grocer last week. Mr. Musham represents Holbrooks Limited in the territory from Winnipeg to the coast. In an interview he expressed great confidence in the great Canadian west and is a most enthusiastic propagandist. "Almost every trip I make," said he, "I see new towns springing up and the older ones expanding, and every improvement is towards best modern methods, indicating that settlers and merchants have confidence in the future of their new homes. One fact that struck me, and one that does credit to your company, is that wherever I go I find The Canadian Grocer in the best stores. I look for it regularly now and my subscription is an evidence of its value to me." Mr. Musham left for his territory on Saturday and expects to reach Vancouver in time for the Yuletide feast and the holly berries.

SOAP COMPANIES UNITE.

It is learned that the Royal Crown, Limited, Winnipeg; the Royal Soap Co., Vancouver, and the Standard Soap Co., Calgary, will unite. A meeting was held in Calgary last week to arrange the details and to ratify an agreement entered into by the directors. F. T. Weir, manager of the Standard Co., who has controlled its policies and works since 1905, will likely remove to Winnipeg.

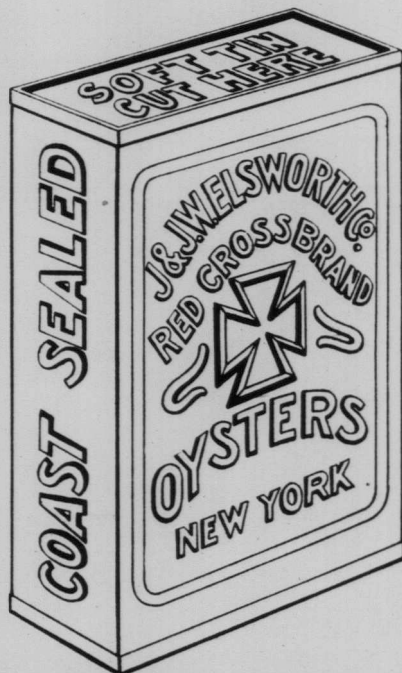
The stock of R. C. Hamilton, general store, Tisdale, Sask., has been sold to the Carrot River Trading Co.

WM. E. ELSWORTH, Pres.

ESTABLISHED 1860

J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.



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

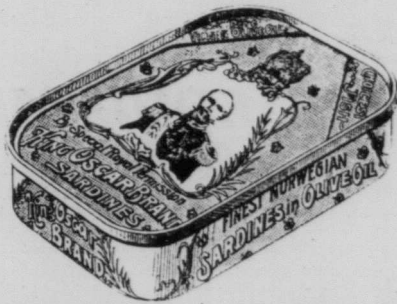
We use the most up-to-date sanitary appliances for handling these oysters.

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

One year's sales thirty-nine million oysters.

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

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



There's a lot to be said about Sardines, their food value, usefulness, etc., but when

"King Oscar" Brand Norwegian Sardines

are offered you can rest assured that the most perfect, richest and most deliciously appetizing goods are being sold. Purest olive oil, selected fish, perfectly cured, and clean packing.

Try "King Oscar" Sardines

Your jobber can sell them, or write

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

Daily Sales of "Sealshipts" Equal Weekly Sales of Tub Oysters

"Have had very good sales of Sealshipt Oysters. Sold 25 gallons since Saturday ... my daily sales are now more than my weekly sales were when I handled pail oysters."

This letter was written by C. J. Munson, Arcola, Illinois. It is substantially the experience of every dealer who handles

"Sealshipt" Oysters

You can build up your oyster trade, make new customers, increase profits. "Sealshipts" are the only oysters you can sell as absolutely pure. The solid oyster meats are packed in a sealed can with ice around the can—not in contact with the oysters.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Our agents get 90% of the oyster trade in a short time. Others have done it—so can you.



National Oyster Carrier Co.

South Norwalk, - Connecticut.



To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"



Connors Bros., Limited

Black's Harbor, N.B.

Price

Quality Two of the best arguments for selling goods are Price and Quality.

In Rowat's Pickles and Olives

you have the best in both respects. The Price is right for ready and steady sale. The Quality is absolutely and always "right."

Place your orders now if you have not stocked them yet. Ask your jobber or write to

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

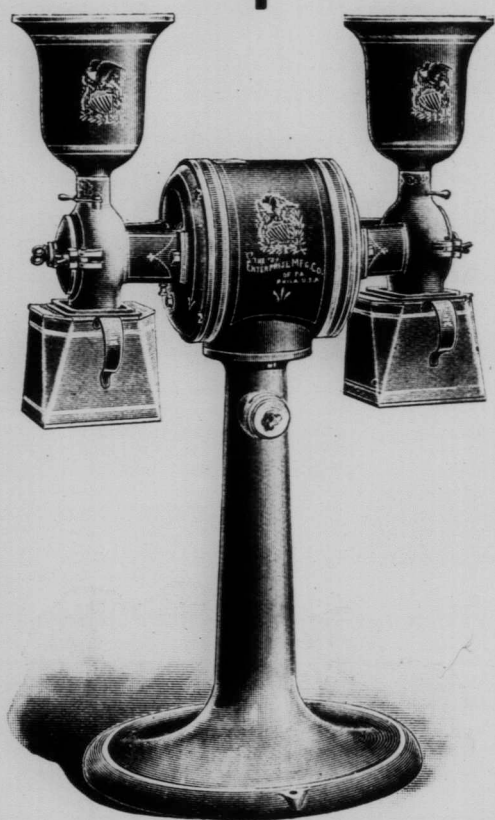
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of
Modern Store Fixtures **Berlin, Ontario**



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 438 Market Street, San Francisco



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
**Fastest Grinders
Easiest Runners**

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

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

"Keep up with the Twins"



Handle

**GOLD DUST
WASHING POWDER**

It will give satisfaction to your customers and satisfactory profits to you.

"Keep up with the Twins"

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

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

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

THE GROCER'S ENCYCLOPEDIA

Information Regarding Grocery Products Which Will Help the Merchant and Clerk to Dispose of His Goods.

The Banana as a Food.

The banana is one of the best, but perhaps one of the least appreciated, of the best fruits. Its nutrient value is fully equal to that of the potato. Its digestibility, when properly prepared, is far greater than that of the potato. It is a well-balanced food for a low-protein ration. That is, it contains the right proportion of protein and carbohydrates. With the addition of the proper proportion of fat in some form, the banana furnishes everything needed for complete nutrition. The banana disagrees with many people simply because it is not properly masticated. In banana-growing countries, no one thinks of eating a banana until it has become mellow as a peach. Then the mastication is a matter of less importance, for the mere act of munching or swallowing is sufficient to reduce the mellow pulp to the consistency of a paste or a puree.

The green or unripe banana contains a large amount of starch. In the process of ripening, which, when completed, is indicated by the dark brown or black color of the skin, the starch is converted into dextrin and sugar. In other words, the process of ripening digests the starch and so performs the work which is ordinarily required of the stomach. The well-ripened banana is thus a predigested food of the finest sort. Unfortunately in this country one does not always obtain well-ripened fruit. The majority of Americans have not yet learned that the banana skin must be nearly black before the fruit is thoroughly ripe and fit for eating.

Many of the bananas sold in this country are picked when immature, so that they never become mellow and sweet and juicy like the well-matured fruit, but are tough and tasteless. Such bananas are absolutely unfit for food. When eaten in an unripe or immature state, the banana enters the stomach in broken masses reduced to various degrees of fineness, but still masses of coarse substance which digest very slowly, often not at all, in the stomach. The result is a long retention of these undivided and undigested masses in the stomach with resulting irritation, acidity, and sometimes fermentation and pain.

The evident remedy, then, for indigestion resulting from the use of the banana is thorough mastication. In chewing the banana, as is the case with many other food substances, the use of the teeth is not sufficient. The food mass should be pressed and rubbed against the roof of the mouth with the tongue. It is really surprising how quickly and effectively a large proportion of food substances may be reduced by means of the tongue alone employed in the manner suggested. The pressing of the food against the roof of the mouth also facilitates the recognition of any coarse or unmasticated particles. These are readily pushed out by the tip and sides of the tongue and brought between the teeth for further crushing.

The ripe banana is perhaps better fitted than almost any other fruit for in-

fant feeding, and is admirably well adapted to counteract the unwholesome effects of sterilized milk. Perfectly smooth banana pulp combined with sterilized cream constitutes an admirable food for a child a few months old.

The banana, then, is not only harmless, but an exceedingly useful and valuable food. It is only necessary that it should be thoroughly masticated or reduced to a fine pulp before being swallowed.

Cocoa in Bahia.

In an official report from Bahia, it is mentioned that Brazil, as a whole, furnishes at the present time nearly one-quarter of the world's supply of cocoa. Of the total output from Brazil, the State of Bahia has furnished an average of nearly 80 per cent. during the past five years. It will thus be understood that the annual cocoa crop of Bahia is a matter of much importance for the cocoa markets of the world. The export of cocoa from Bahia during the year 1907 amounted to 21,221 tons, being 1,743 tons less than during the year 1906. A wealthy syndicate, which controls West African cocoa, is making strenuous efforts to maintain prices in connection with that particular variety of the commodity in question, but with an accumulated stock of 140,000 bags of cocoa at Lisbon the task of keeping up prices will prove difficult. The current cocoa crop (1907-08) of this state has now been all gathered; it is estimated to total over 22,000 metric tons, being about 1,000 tons in excess of the 1906-07 crop.

Ward R. Kraft, grocer, Bridgeburg, is building a fine residence for himself.

Charles Podger, a former grocer of Lindsay, has been appointed to a position on the Toronto post office staff.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST

CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow, Scot.

NOTICE!
FOR SALE

100 bags of excellent VIRGINIA
Peanuts at 9c PER lb.

For this week only.

JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

MISCELLANEOUS.

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

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

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization, William Hill, McAlpine Street, Glasgow.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

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

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

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

WANTED.

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

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

FOR SALE.

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about \$1500; yearly sales \$8000 to \$7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

FOR SALE—Well established retail grocery, feed and seed business in town of 10,000. Turnover last year \$70,000. Will lease or sell property. Satisfactory reasons for selling. Address Box 232, CANADIAN GROCER, Toronto.

WINDOW DISPLAY FIGURE—Cost \$25 last year. Will sell for \$15 as we have no use for it. Big attraction made, us \$50 last Christmas. G.A.S. Lambe & Son, Meadowvale. (49)

AGENCIES WANTED.

WANTED—Foreign and domestic agencies. Good connections, highest references, twelve years experience. Arthur Cox, 253 Hollis Street, Halifax, N.S. [49]

VINEGAR—A French manufacturer of vinegar invites correspondence from Canadian firms interested in this article. Box 231, CANADIAN GROCER, Toronto. (47)

POULTRY—A firm of general game and poultry importers desire to get into communication with Canadian shippers with a view to making arrangements for early shipments into Manchester. Box 224, CANADIAN GROCER, Toronto. (47)

CONDENSED MILK—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of condensed milk. Box 229, CANADIAN GROCER, Toronto. (47)

FLOUR, Oatmeal and Quaker Oats—A South African commission agent, with good connections, and widely known, who is prepared to furnish good references, desires to be placed in touch with Canadian exporters of flour, oatmeal and quaker oats. Box 230, CANADIAN GROCER, Toronto. (47)

CANNED and Bottled Fruit—A London, England, firm of general merchants and importers desire to undertake an agency for Canadian canned and bottled fruit. Box 225, CANADIAN GROCER, Toronto. (47)

PRESSED Yeast Cakes—A Hull firm of general merchants and importers desire samples from Canadian manufacturers of pressed yeast cakes. Box 226, CANADIAN GROCER, Toronto. (47)

FRUIT—A well-established firm of inland fruit merchants in the north of England would like to exchange ideas with a Canadian packer of well-graded apples with a view to receiving a few carloads for sale on advance against bill of lading. Box 227, CANADIAN GROCER, Toronto. (47)

CANNED Goods—A general commission agent and importer in the north of England in a good position to handle an agency for any kind of canned goods is desirous of hearing from Canadian canners interested. Box 228, CANADIAN GROCER, Toronto. (47)

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto. (45)

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own. Profits right from the start, and Prizes. No money required to begin. We will mail to you FREE 5 copies of our publication. These can be sold and will provide the capital for the next week's supply. The work is easy. You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.
Open Now Closes on May 1.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

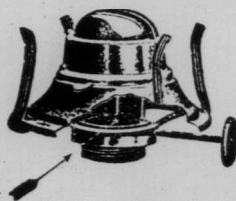
Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - \$1,400,000.00
ASSETS - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

TALKING POINTS FOR DEALERS

**BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS**



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

WESTERN ASSURANCE COMPANY, Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

THE METROPOLITAN BANK

Capital Paid Up, - - - \$1,000,000.00
Reserve Fund and Undivided Profits, - - - \$1,241,532.26

GENERAL BANKING BUSINESS

We Solicit Your Account.

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

—BUY—

Star Brand

COTTON CLOTHES LINES

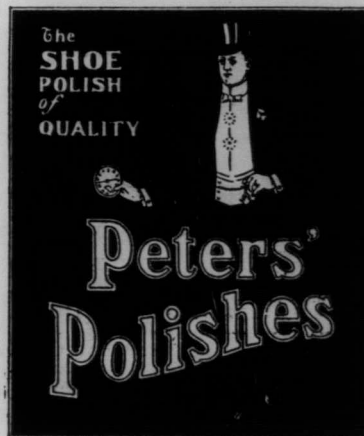
—AND—

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.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto


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.

Baking Powder.
W. H. SILLARD & CO.

Diamond—		
1-lb. tins, 3 doz. in case		\$2 00
1-lb. tins, 3 " "		1 25
1-lb. tins 4 " "		0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24lb.	10 50
1-doz.	5lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	8 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
4 " "	16 " "	1 70
1 " "	24lb.	4 10
1 " "	8 oz.	7 30
1 " "	12 " "	Per case
1 " "	16 " "	\$4 55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	\$0 95
1 lb.	1 40
8 oz.	1 85
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	22 35

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

CLEVELAND'S BAKING POWDER.

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

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

T. KINNEAR & CO.

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

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—		
1-lb. tins, 3-doz. in case, per doz.		2 0
1-lb. " " "		1 2
1-lb. " " "		0 8

Brooms

Nelson's—	Per doz.
Pansy	\$1 65
Good Luck	35 35
" "	30 25
" "	25 25
Bamboo A	3 95
" B	3 65
" C	3 45
" D	3 10
" E	2 95

Soap
Packed 100 Bars to case.

THE GENUINE.



Prices—Ontario and Quebec:
Less than 5 cases 5 25
Five cases, or over 5 15

THE ROBERT GREIG CO., LIMITED


White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz. \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.	
White Swan Self-rising Pancake Flour, per doz., \$1.20.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolates and Cocoas

THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	\$4 50
Perfection, 1-lb., per doz.	2 40
1-lb., " "	1 30
10c. size " "	0 90
5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 35
Soluble, bulk, per lb.	0 18
London Pearl per lb.	0 15
Special quotations for Cocoa in bbls., kegs, etc.	0 25
Unsweetened Chocolate—	Per lb.
Plain Rock, 1-lb. cakes, 12-lb. boxes.	0 40
1-lb.	0 40

Sweet Chocolate—



Queen's Dessert, 4-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$0 40	
Vanilla, 1-lb., 12-lb. boxes per lb.	\$0 35
Parisian 2s, lb. \$0 30	

loings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, " "	0 35
" nonpareils, 5-lb. box	0 35
" 2's, 5-lb. boxes, lb.	0 28
" 2's, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box.	1 35
Milk cakes, 5c. size, box.	1 35

Agents, O. E. Colson & Son, Montreal.

In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BEWSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz. \$ 90
1 " " " "	2 40
1 " " " "	4 75
1 " " " "	9 00

JOHN F. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

Arthur M. Loucks, Ottawa.

J. A. Taylor, Montreal.

Joe E. Huxley, Winnipeg.

R. J. Bedlington & Co., Calgary, Alta.

Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE

5-lbs, 10c size (for cooking), doz	0 90
Prepared cocoa, 1/2's 0 28	
Prepared 1/2's	0 28

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1 and 1/2-lb. cakes	\$0 38
Breakfast cocoa, 1/2, 1, 1 1/2 & 5-lb. tins	0 41
German Sweet chocolate, 1 and 1/2-lb. cakes, 6-lb. boxes.	0 28
Caracas Sweet chocolate, 1 and 1/2-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 38
Cracked cocoa, 1-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5/8, per box.	3 00

CANADIAN COCOANUT CO., MONTREAL.

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 and 1/2 lb. " "	0 27
1/2 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " "	0 29
1 lb. " " in 5, 10, 15 lb. cases	0 30

Bulk—
In 15 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.

White Moss, one strin. 0 19 0 21 0 17

Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroon	0 17	0 15
Desiccated	0 16	0
White Moss in 5 and 10 lb. square tins, 21c.		

THE ROBERT GREIG CO., LTD.

White Swan Coconut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

CONDENSED MILK

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	Cases. Doz.	\$6 00 \$1 53
"Gold Seal" brand (4 doz.)		5 00 1 25
"Challenge" brand (4 doz.)		4 10 1 65
Evaporated Cream—		
"Peerless" brand evap. cream	4 70 1 29	
hotel size	4 90 2 45	



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 85
Reindeer brand per case (4 doz.)	5 75



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees. Roasted whole or ground. Packed in damp proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " " " " " "	0 14
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
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JAMES TURNER & CO.

Mocha	\$ (32
Damascus	0 23
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Ladramme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quart, 1 " "	6 50
Imp. " " " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, 1-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 3-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.60.
Cafe d'Aromatic—1-lb. amber glass jars, per doz., \$4.
Presentation, (with 3 tumblers), \$10 per doz.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 20

Cheese—Imperial

Large size jars, per doz.	4 50
Medium size jars, " "	2 40
Small size jars, " "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	13 00
Med. size " "	17 00
Small size " "	12 00

Roquefort—

Large size, doz.	2 40
Small size, " "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 6 1/2, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.O.B. Toronto.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03
500 books to 1000 books	each 03

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

EASTBRIGHT

4-oz. cases	\$ 0 20
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent,
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CO., LTD.

"Vita" Pasteurized Extract of Beef, Per case. Bottles 1-oz., case of 2 doz	\$3 20
" " " " " " " "	3 00
" " " " " " " "	4 50
" " " " " " " "	4 75
" " " " " " " "	9 00

THOMAS J. LIPTON
Prices on application.



JELL-O ICE CREAM POWDER

FOR MAKING ICE CREAM
Pays 50¢ Profit

Assorted Case, Contains 2 doz.	\$2.50
Chocolate (Straight) Contains 2 doz.	\$2.50
Vanilla (Straight) Contains 2 doz.	\$2.50
Strawberry (Straight) Contains 2 doz.	\$2.50
Lemon (Straight) Contains 2 doz.	\$2.50
Unflavored (Straight) Contains 2 doz.	\$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " " 1-lb. tins	1 25
" " " " 1-lb. tins	1 25
" " " " 1-lb. tins	1 25

Flavoring Extracts

SHERIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	5 50
18 " " " "	10 00
33 " " " "	18 00

Discounts on application.



**RISING
SUN
STOVE POLISH
IN CAKES**



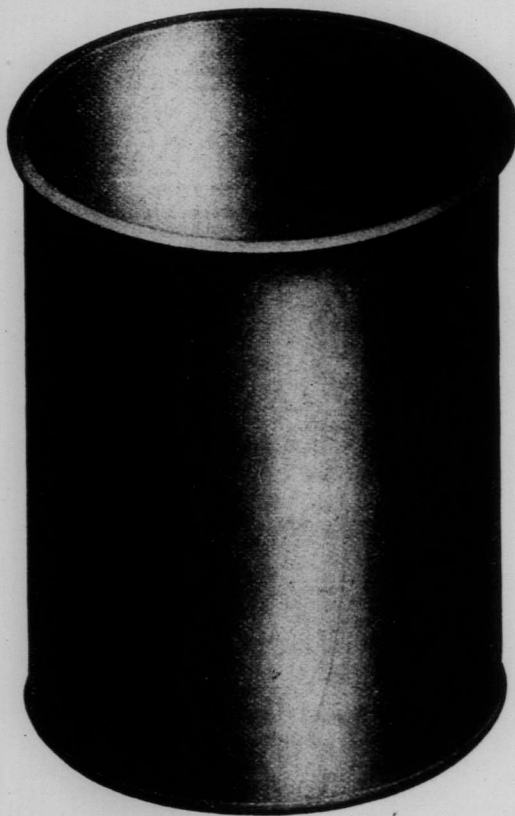
**SUN
&
PASTE
STOVE POLISH
IN TINS**

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

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

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

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



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

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

Max Ama Patents

We Have No Canned Speeches

but we can supply Eastern Township grocers with all other varieties canned goods at the most attractive prices you ever heard of.

All this season's pack.

All our prices are **minus the freight!**

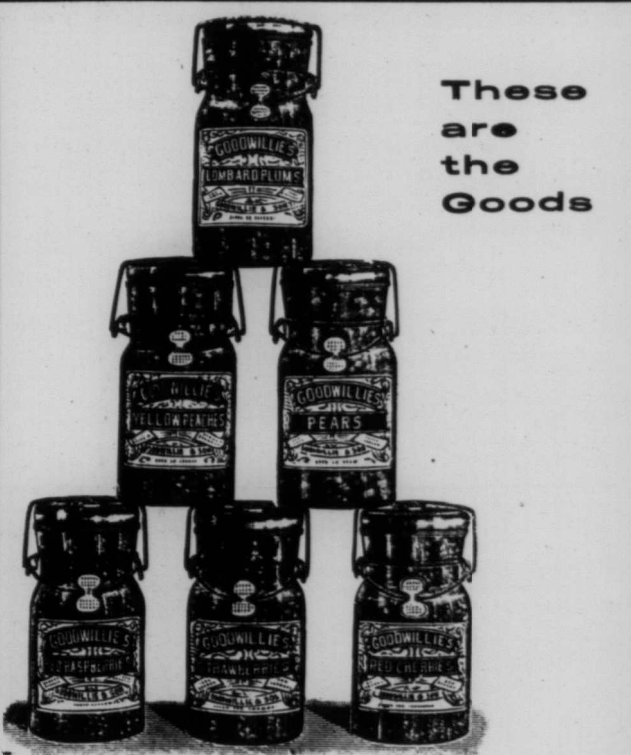
T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

BARGAIN
Age
1-lb. g
Price
Compe
13-os.
2-lb. ti
5 and
or
7 and
20-lb. t
Compe
13-os.
2-lb. ti
7 and
20-lb. s
Pure J
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MacL
Assorte
Assorte
Lemon
Orange
Raspbe
Strawb
Chocol
Cherry
Peach
weight 8



**These
are
the
Goods**

**Have you
a good
supply?**

AGENTS:
Rose & Laflamme, Limited
Montreal and Toronto

Table Raisins

from Sunny Spain

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

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.
BATOR'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.
1-lb. glass jar, screw top, 4 doz., per doz \$ 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 3 doz. in case, per lb. 07½
5 and 7-lb. tin pails, 5 and 9 pails in
crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
80-lb. wood pails, per lb. 0 06½

Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 3 doz. in case per lb. 0 07½
7 and 14-lb. wood pails, 6 pails in crate
per lb. 0 07
80-lb. wood pails, per lb. 0 06½


Pure Jams—1-lb. glass jars (16-oz.
gem) 3 doz. in case, per doz. \$1 8



**PURE
AND
DELICIOUS**

TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.
MacLaren's Imperial Cheese Co., Limited
GENUINE PURE FOOD CO.



JELL-O
The Dainty Dessert

Assorted Case, Contains 4 doz., \$8.50
Assorted Case, Contains 2 doz., \$1.80
Lemon (Straight) Contains 2 doz., \$1.80
Orange (Straight) Contains 2 doz., \$1.80
Raspberry (Straight) Contains 2 doz., \$1.80
Strawberry (Straight) Contains 2 doz., \$1.80
Chocolate (Straight) Contains 2 doz., \$1.80
Cherry (Straight) Contains 2 doz., \$1.80
Peach (Straight) Contains 2 doz., \$1.80
weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.
White wan, 15 flavors.
1 doz. in handsome
counter carton, per
doz., 90c.



List price
'Shirriff's' all
flavors, per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.



Tierces... \$0 10
4-bbls. ... 0 10½
Tube, 50 lbs. 0 10½
30-lb. Pails, 2 10
30-lb. tins, 2 00
Cases 3-lb., 0 11
" 5-lb., 0 10½
" 10-lb., 0 10½

Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (86 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 3 00
Licorice lozenges, 5-lb. glass jars, 1 75
" " 80 5-lb. cans, 1 50
" Purity " Licorice 10 sticks, 1 45
" " 100 sticks, 8 75
Dulce large cent sticks, 100 in box,

Lye (Concentrated).

SILBETT'S PERFUMED. Per case.
1 case of 4 doz., \$3 00
2 cases of 4 doz., 6 00
5 cases of more, 15 00

Marmalade.

J. W. WINDSOR, MONTREAL



ABSOLUTELY PURE

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.
12-oz. glass jars, 3 doz. case, per doz. \$ 1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case,
per doz. 1 75

SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz., 1 55
2-lb. " " 2 80
4-lb. tins, " 4 85
7-lb. " " 7 35
"Sbradded"—
1-lb. glass, doz., 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.
Wetley's condensed, per gross net ... \$13 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.
PRICES:
St. Charles Cream, family size, per case \$4.70
" hotel 4.90
Silver Cow Milk 5.00
Purity Milk 4.70
Good Luck 4.30

Mustard.

COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins, per doz. \$ 1 40
" 2-lb. tins " 2 50
" 4-lb. tins " 5 00
Durham 4-lb. jar, per jar. 0 75
" 1-lb. jar, per jar. 0 35
F. D. 1-lb. tins, per doz. 0 85
" 2-lb. tins, " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pts. 24's 6 50
" 4-pt. 24's 35

Sauces.

FATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 5 doz., per doz. 0 90
Pint " 3 doz. 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COB BRAND.
Case of 1-lb. contain-
ing 50 packages pe-
box, \$3 00.
Case of 1-lb. (con-
taining 120 pkgs.
per box, \$5 00.
Case of 1-lb. and 1-
lb. (containing 80
1-lb. and 80 1-lb.
pkgs.) per box, \$3 00.
Case of 50. pkgs. containing 96 pkgs., per
box, \$3

DWIGHT'S
BAKING SODA

MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages, \$ 3 75
No. 2, " 120 1-lb. " " 3 75
No. 3, " 60 1-lb. " " 3 75
No. 4, " 30 1-lb. " " 3 75
No. 5 Magic soda—cases 120—10-oz. pkgs.
1 case, 3 00
5 cases, 15 00

SALT
and
SALT
ONLY

Season Closing

Special care given all orders.

VERRET, STEWART & CO.
LIMITED
MONTREAL

COMING!

Cold Weather, which means

Mince Meat Weather

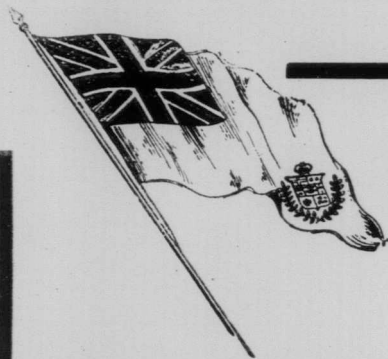
Your customers are attracted by a sanitary-wrapped package.

Give the **Wethey Packaged Mince Meat** a little prominence in your store.

Then—**Watch Wethey's sell.** It will surprise you.

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

Delays are Dangerous

By quick shipping we avoid, as far as possible, delays.

All goods we ship we guarantee.

Xmas goods all kinds in store.

4 Free Phones
for Use.
USE FREELY

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton,

Ontario