

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, AUGUST 30, 1907.

NO. 35.



B. B. O. E.

Stands for

Best Blue On Earth

Keen's Oxford Blue

For sale by all the best grocers
and used by the best people.

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

Merchants Visiting the Canadian National Exhibition Toronto

are invited to call at the booths in the Manufacturers'
Building (centre aisle, east end) and inspect the display
of Canada's Best Culinary and Laundry Starches and
Corn Syrups.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

The factory advise that the quality of our

Strawberry and Raspberry Jams

is particularly fine this fall. These are two very steady sellers and we recommend our customers ordering both these lines immediately. We pack in 1 and 2 lb. vacuum glass jars and 1, 2, 4 and 7 lb. tins.

CROSSE & BLACKWELL,
LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS:

C. E. COLSON & SON,

MONTREAL.

**Doubt
Less**

"Earn More"
"Earn More"
"Earn More"

and

"Earn More"
"Earn More"

**Earn
More**

Earn more money by buying goods of standard value—Doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

**Sell Goods of Known
Quality**

TRADE MARK



"SHELL BRAND"
(LA COQUILLE)

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

Cox's Gelatine

Best and goes farthest always produces sure results. Oldest and most trustworthy. Quality always the same—always *highest* quality. In powdered and shredded form.

Codon's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

ARTHUR P. TIPPET & CO., Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

FOR SALE

Cheap for cash, Fruit Cleaning
Plant with Date Press. In good
running order.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

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

**HONEYMAN, HAULTAIN
& CO.**
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale
Commission Merchants
REGINA, SASK.

NEWFOUNDLAND

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

TORONTO.

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

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

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

*You Don't Throw Good Money
After Bad when you employ*
RICHARD TEW & CO.
to collect your outstanding accounts. You get
yours—or we get nothing.
23 Scott St. and 28 Front St. East
TORONTO, ONT.
Established 1890

**Evaporated Apples
White Beans
on Spot**
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

TORONTO.

**SELECTED
VALENCIA RAISINS**
BEST BRANDS
Now in Stock.
Anderson, Powis & Co.
15 Wellington St. E., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

A. G. STUART
Commission Broker
Correspondence Solicited
P.O. Box 1163, Vancouver, B.C.

WINNIPEG.

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

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

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

(Continued on page 4.)

TWO THINGS WORTH WHILE—THIS COMING WEEK

A VISIT TO
CANADA'S NATIONAL EXHIBITION
AND
A VISIT TO OUR SAMPLE ROOM

Where you will have an opportunity of more than covering your expenses by timely buying for Fall trade. We are showing samples of some of the world's finest productions from some of **our exclusive agencies**, amongst which are:







Wm. P. Hartley,	AINTREE, LIVERPOOL	Jams, Marmalades, Etc.
Jas. Pascall, Ltd.	London	Confectionery.
Ferrand Renaud & Cie,	Lyons	Macaroni, Etc.
A. Gaillard & Fils,	Marseilles	Olive Oil.

YOU WILL BE MADE HEARTILY WELCOME—OUR SERVICES ARE YOURS TO COMMAND.
OUR TRAVELLERS WILL BE IN TO MEET YOU.

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



FOR GROCERS

-  **1** Blue Ribbon Tea is the "quick sale" Tea.
-  **2** Blue Ribbon Tea delights your customers.
-  **3** Blue Ribbon Tea is blended by experts in a new up-to-date factory.
-  **4** Blue Ribbon Tea has no equal.
-  **5** Blue Ribbon Tea shows a handsome profit.
-  **6** No grocer can be up to date without Blue Ribbon Tea.
The **TEA** of to-day

Manufacturers' Agents—Continued.

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

CARMAN-ESCOTT CO.
Wholesale Grocery Brokers and Agents
Established 1887
722-723 Union Bank Building
WINNIPEG, MAN.

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

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

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

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

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

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, 45 Main St. P.O. Box 793
MOOSE JAW, SASK.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MEYVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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

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

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

Please write us if you are a buyer for Shelled Nuts. All European stocks will be late, and have opened very high. We also carry Sultanas and Australian Raisins and all Confectionery Supplies.
JOHN T. McBRIDE, - 64 Canada Life Chambers, Montreal
Established 1885

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
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OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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

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

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

WOULDN'T IT PAY YOU

to have a
Resident Representative
in TORONTO ?

Think favorably of the question and write to

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

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

BASKETS

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

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

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



DON'T FAIL
To send for catalog showing our line of
**PEANUT ROASTERS,
CORN POPPERS, &c.**

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

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices

A Pleased Customer is Your Best Advertisement

To please your customers **sell** only **Canned Fruits** and **Vegetables guaranteed** by the **Canadian Cannery, Limited**. Brands as follows :

"Aylmer," "Little Chief," "Auto," "Log Cabin," "Horseshoe," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and "White Rose."

QUAKER CANNED GOODS

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

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THE INCREASE IN SALES OF "SALADA"

during the first seven months of 1907 over the corresponding seven months of 1906 amounted in all branches combined to 20³/₄ per cent.

The Toronto branch alone (Ontario and the North-West) had an increase of 22¹/₂ per cent. during the same period.

The Montreal branch's (Quebec and the Lower Provinces) increase during the same period amounted to 16¹/₄ per cent.

Doesn't this prove conclusively that it pays to serve the public with the very best?

"SALADA," Toronto, Montreal, New York, Chicago, etc.

PHENIX WASHING POWDER

THE
GREAT
SELLER

Owing to its recognized superiority over cheap makes of washing powder, **PHENIX** is always used by the housewife after the first trial.

Then, the price is another consideration. Despite the high quality of **PHENIX**, the price is most reasonable, 5c. for ¹/₂ lb. package, or 10c. for the 1 lb., are the retail selling figures.

First quality and the right price mean profit for the retailer.

Are YOU selling PHENIX?

C. A. CHOUILLOU & CO.

14 Place Royale, MONTREAL
Sole Canadian Distributing Agents

Now it is all ready for a brisk fall trade, your stocks will not be complete unless well assorted in

STERLING BRAND PICKLES AND RELISHES

These made-in-Canada goods are favorites with the people from the Atlantic to the Pacific. Ask your jobber or write direct.



The T. A. LYTLE CO.
Limited

TORONTO, CANADA



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

STICK LICORICE

ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.,

and a complete line of

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

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

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

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.

J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans

Put up solely by

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

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

When Buying Your

Valencia Raisins

*Ask your Wholesaler
for these Reliable Brands*

MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

*4 Cr. Layers
Selected
Fine Off Stalk*

They Will Please You

AGENTS—

**ROSE & LAFLAMME, MONTREAL
TORONTO**

**When Buying Californian
Prunes,**

**Evaporated Fruits,
Seeded Raisins,
Loose Muscatels**

Etc.

Specify

"Pansy" and "Daphne"

Brand

Brand

Always of the Highest Quality

Packed by **Guggenlime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N.S.
G. B. Thompson, Winnipeg.

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the "Essex Brand," based on these prime facts:—



- We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.
- We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.
- We claim for the "Essex Brand" a higher standard of quality than is usually considered necessary. The finest of **Fruits** and **Vegetables**, gathered at the right stage of ripeness and packed fresh from the field under the most careful conditions, warrant the statement that the "Essex Company's" goods will give a larger measure of satisfaction to your customers than any other within your reach.

Stock up with the Best, it costs no more.

The Essex Canning and Preserving Co.

28 FRONT STREET EAST - - - TORONTO, CAN.

LIMITED

Factory at Essex, Ontario.

BOWMAN & COLE

THISTLE BRAND



Coffees
Spices
Extracts

Wholesale Grocers

28 and 30 Water St.

St. John, N.B.

HEADQUARTERS FOR

Ramgalla Tea

40c. Blend

The Home Favorite

KANGRA TEA

35c. Blend

Importers "Scotch"
Granulated Sugar in Bags.

Mail Orders receive
prompt and careful attention.

We are booking advance orders
for Nuts, Figs, Raisins, Peels,
Currants, Dates and "Old
Homestead" Canned Goods.

TO ALL OUR CUSTOMERS

who purpose visiting the city during the Exhibition we extend a hearty welcome, and shall be pleased to have you call and see us at 49 Front St. East.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

"Since my last advices there has been no change in the market. I have just to hand several lines of desirable Teas. Kindly ask for samples and particulars."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

Tartan
BRAND
SIGN OF PURITY

WAGSTAFFE

THE ONLY
PRESERVES, JAM and MARMALADE

The finest in the world and made in Canada. Pure Fruit and Sugar only. Buy your year's requirements while you can. Write, phone or see our travellers for further information.

Wagstaffe's Fig and Lemon,
to sell at 15c.

Long Distance Phone 596.
Free to buyers.

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

*Come-again
Customers.*

These are the people you want to please — the good sound steady folk that are the backbone of your business. Don't disappoint them when they ask for —

**"CAMP"
COFFEE**

Give every customer the opportunity of learning how really excellent is this — the best of bottled Coffees. Remember there are others eager to sell "Camp" — keep even with them.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
**ROSE & LAFLAMME,
MONTREAL.**



The Fastest Seller
Is

The Biggest Profit Payer

"ROYAL CROWN"

Witch-Hazel

SOAP

makes more money for grocers because they sell more of it. It's a toilet soap that everyone likes. And that's the soap to build trade on.

Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

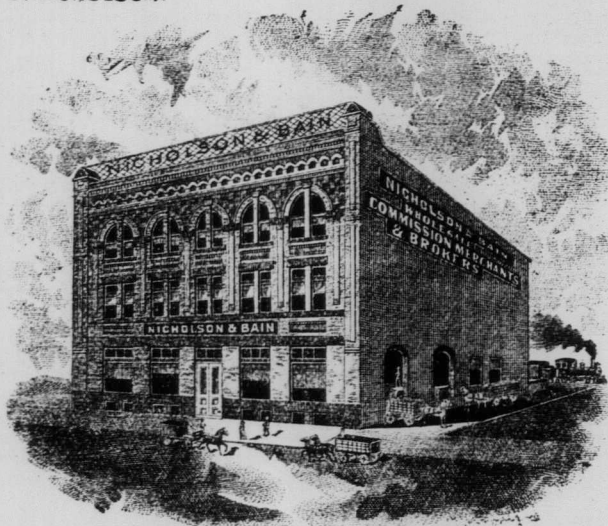
W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents.

Wm. H. Dunn, 394-395 St. Paul St. Montreal
Agent for Quebec and Lower Provinces

E. NICHOLSON.

CABLE ADDRESS: B H BAIN
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.



BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS :

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY

WINNIPEG

EDMONTON

ESTABLISHED 1882.

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The Best By Actual Test

That's a pretty bold statement to make regarding my product, but I never make an assertion which I am not ready to prove. So when I declare right over my name that



E. D. S. Brand JAMS and JELLIES

are the purest, wholesomest and best manufactured in the Dominion, you can rest assured that I am able to back my words by the strongest evidence. If you have the slightest doubt, it will pay you well to mail a postal to me asking for the proofs.

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

E. D. Smith's Fruit Farms, WINONA, - ONTARIO

KOPS REFRESHMENTS

Some NON-ALCOHOLIC Summer Specialties

Kops Ale

Non-alcoholic and warranted pure.

Orange Wine

Pure and non-intoxicating.

Lemon Squash

Made from high quality fruit.

Numerous Others.

Send for List and Sample Labels.



Kops Stout

Non-alcoholic and warranted pure.

Champagne Cider

A splendid refresher.

Orange Champagne

Delicious and exhilarating.

KOPS BREWERIES,

LONDON, S.W., ENGLAND

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRENTS,
etc., etc.

THOS BELL, SONS & CO., Montreal



NO "CLOUDY" SURFACES

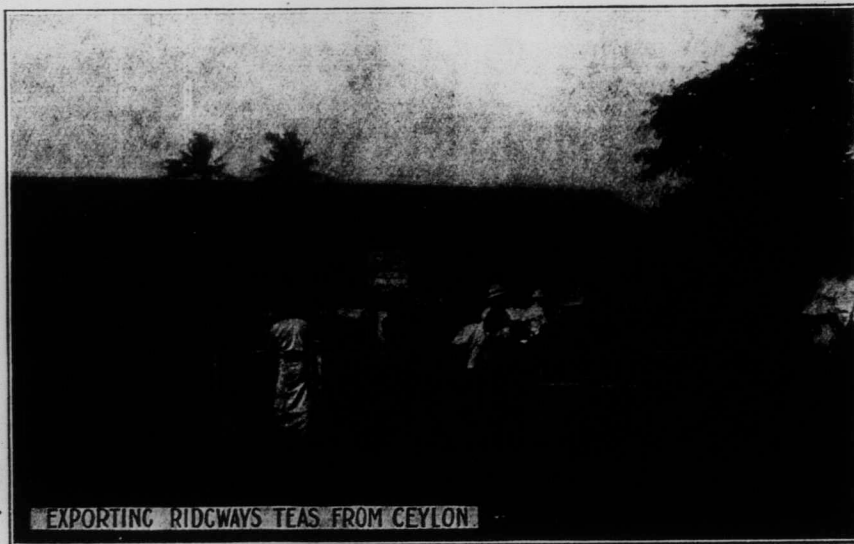
come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

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

Write for samples and prices. ⁷²

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

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



EXPORTING RIDGWAY'S TEAS FROM CEYLON

Ridgway's Celebrated Teas

Sold in 1/4, 1/2 and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	} In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To **John Robertson & Son, Ltd.**
41 Common St., MONTREAL
SOLE AGENTS FOR CANADA

Allison Coupon Books

Are the ball-bearings that will make almost any business run smoothly. Here's how they work:



If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with \$10.00; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. Then he pays for the book and gets another one. No pass books, no charging, no lost time, no errors, and no disputes. Allison coupon books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

The EBY, BLAIN CO.
Canadian Agents

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

TEA;
Its History and Mystery

BY

JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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1. Early History.
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4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
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10. Tea Culture, a Probable American Industry.

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GREIG'S WHITE SWAN SPICES

are absolutely dependable goods. They are up to the highest standard of purity and are guaranteed in every respect. We import all our goods direct from the country of growth; do all our own grinding and so are able to guarantee every pound sent out. **Quality is pre-eminent with us.**

An important point, too, is that we can sell on close margin and give better values, as no single one of our several departments is called on to bear the entire cost of our business.

Our complete Catalogue will be sent on request

The Robert Greig Co.

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White Swan Mills - TORONTO

Are Your Profits Reasonable and Secure?

Quite an important question - one every shrewd grocer constantly asks himself.

Commercial prosperity demands a reasonable and lasting profit on all lines handled.

This goes far towards explaining why most progressive grocers insist on

Burlington Brand Canned Goods

because that brand clinches both reputation and profit at the same time. Only high-grade, first-quality fruit can ever reach our canning department and BURLINGTON BRAND retains all that is good, nourishing and invigorating about succulent fruit and mature, fresh vegetables.

Note:—The Best Trade Demands BURLINGTON BRAND.

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PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells *the best*. You will find the *market leader* in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing

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When estimating your requirements
get our prices on following lines:

Raw and Refined

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Almonds

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Shelled Nuts

Either from import orders or from spot consignments

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GET READY

now for a good, steady demand for Stove Polish. The best in
Black Lead is

“JAMES DOME”

and Black Lead is the best form of Stove Polish

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



It's Time You Were Buying Your Syrup Supply

for the coming season, which opens soon. Imperial Maple Syrup, the standard of the market, increased 100% last season. Did you share some of the good plums?

The syrup with the good name! Always sold at the same price.

Book your orders with your wholesaler.

Our specialty traveler will see you shortly, and tell you of the good qualities of Imperial Maple Syrup, and of its winning points.

**Imperial Maple Syrup Company
Montreal**



Pure Food is Essential
to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

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



IS
**BEST in Quality
SMARTEST in Finish
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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.

For prices and all particulars, write
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**You Must Have the Best
Spices**

to GET and KEEP your spice trade, and,
incidentally, make a good profit.

**Red
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means the highest grade in spices every
time—ask our travellers.

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FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

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Manufacturers !

Do you want your goods

Sold in British Columbia?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

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Bonded and other Warehouse Facilities.

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When visiting the City we invite
you to make your down-town head-
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J. FRANK CROWE CO. Limited

Wholesale
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Offer a very large and varied stock of **Heavy and Light
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Special attention given to the lines of **Tobacco and
Cigars.** Write for prices.

YOU CAN SAVE MONEY—LOTS OF IT.

MR. GROCER. Doesn't it stand to reason that every cent you pay for freight charges robs you
of so much profit? Place your orders for

Staple and Fancy Groceries, Dried Fruits,
Fish, etc.,

with a Sherbrooke House of national reputation. We pay the freight as far as Sherbrooke, and our prices
compare favorably with Montreal prices. If you are doing business in the Eastern Townships **YOU CAN
SAVE MONEY—LOTS OF IT**—by placing your orders with us.

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W. A. SIMONDS,
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Balmoral
scotch
MARMALADE

**ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE**

WRITE FOR PRICES TO
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You can make more money
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**Our
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The "Laurier" and "Togo"
brands are made to sell
and give satisfaction.

We save you money on freight.
Drop a post card for particulars.

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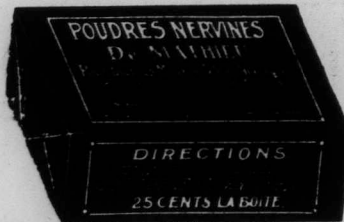
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The Best

That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



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ST. JOHN, N.B.
(Charlotte St.)
Samples upon Request



Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

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

CHEESE BUTTER EGGS

Consignments solicited. Highest market prices paid for first class shipments.

Poultry, another of our specialties. Purveyors of **Ice Cream**.

If you are a seller, we are in the purchasing market; if you are buying, we can supply you at attractive figures.

Write us for further particulars. We can both do business to mutual advantage.

MARITIME DAIRY CO., LTD.

Manufacturers Wholesale Dealers and Exporters.

SUSSEX, N.B.

SYDNEY, HALIFAX, ST. JOHN, WOODSTOCK

A Leather Food Shoe Polish

is bound to build up the business of any grocer wise enough to stock it. Since there are so many fake and unwarrantable shoe polishes on the market you should make it your business to push



2 in 1

easily the best by any test on the Canadian market.

You can't ruin the shoes of an entire family and expect to hold that family's trade.

Send off that order, and mention The Grocer

The F. F. Dalley Co.

LIMITED

Hamilton, Canada.

Buffalo, U.S.A.

REAL FRUIT FLAVOR

Think what that means to your customers! It's included in every jar of our product—regular bottled deliciousness.



Jams,
Jellies,
Marmalade

Pure
Apple
Juice

That's one of the reasons for the big sales of these goods. Are they on your shelves?

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

An Incomparable Starch

For a long time starch manufacturers stood still. They did not improve their product. In fact all starch was of the most commonplace kind until

IVORINE

was placed on the market. Then competitors began to wake up. The particular women of Canada demanded IVORINE because it was better and cost no more. Your profits will be reasonable and you'll secure the paying trade by handling IVORINE.

ST. LAWRENCE STARCH CO.

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PORT CREDIT, ONT.

Keystone Brand Solid Back Brushes

now recognized as the standard.

The proof of the quality of these Brushes is to be found in the IMMENSE INCREASE IN SALES, necessitating the erection of LARGE NEW ADDITIONS with floor space of 35,000 square feet.

If you want the Best,
Buy Keystone Brand.

MANUFACTURED BY

Stevens-Hepner Company
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Port Elgin, Ontario

Thos. McCready & Son

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St. John, N.B.

Bonded Vinegar and Pickle
Manufacturers.

PICKLING VINEGAR

XXX, XX, X, Cider;

W. Wine,

Pure Malt,

Government, Vinegars.
Mixed and Bottled Pickles.

Fruit Jams and Syrups.

Thos. McCready & Son

LIMITED

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FOR THE PICNIC SEASON!

BRANSON'S

CONCENTRATED
COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.



CONCENTRATED
COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Canadian Agents, **GREEN & CO., 23 Scott St., TORONTO**

VALENCIA RAISINS AND ALMONDS

Do you want to satisfy your customers?
Do you want to make a decent profit?
Do you want to stock the best goods?

F. W. ROWLEY

*Canadian Standard—
Quality Extra Fine—Valencias*

S. BODI

Finest Selected

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes. We have the real goods.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

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Agents:

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Eugene Moore, 402 Spadina Avenue, Toronto

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What Are You in Business For? Money or Glory.

If the latter, it's not very particular what brand of canned goods you sell, but— if YOU are out for money, a paying trade and a lasting reputation, it's strictly up to you to stock and recommend

FARMER BRAND CANNED FRUITS AND VEGETABLES

because people who know—the particular housewives of Canada—demand THE BRAND which is distinctly superior in goodness to any other brand on the markets of the Dominion.

There are more than a few strong reasons for the popularity of Farmer Brand. Both soil and climate are ideal for growing the best fruit and vegetables. We have reduced the canning industry to an exact science and **Farmer Brand** contains all that is good, wholesome and nourishing about ripe fruit and fresh vegetables.

CAN YOU MEET THE DEMAND?

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

THOMAS J. LIPTON

The World's Largest Tea Merchant

Heartily welcomes the grocers of Canada visiting Toronto Exhibition, and cordially invites them to make **Lipton's Tea Room** at 91 King St. West their headquarters, where very convenient writing, rest and check rooms have been provided for out-of-town merchants, and where an exhibit of **Lipton's Tea, Lipton's Coffee** and various other lines will be made, and **Lipton's Tea, Lipton's Coffee** and **Lipton's Jellies** served **Free** to those attending. Be sure and take home a Lipton souvenir.

Note the address—91 King St. West, Toronto

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Manufacturers of

High-Grade Chocolates,
Phillips' Buttercups,
Phillips' Menthol and Honey
Drops

and other fine Bottle Goods ; also a
big variety of Drum Goods and
other specialties.

13½ Dock Street and 36 Nelson Street
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Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, etc.

NO PREMIUMS

PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

98 St. Charles
Borromee Street,

- Montreal

**MATHEWSON'S
RED
VICEROY SALMON**

Price \$1.75 dozen

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

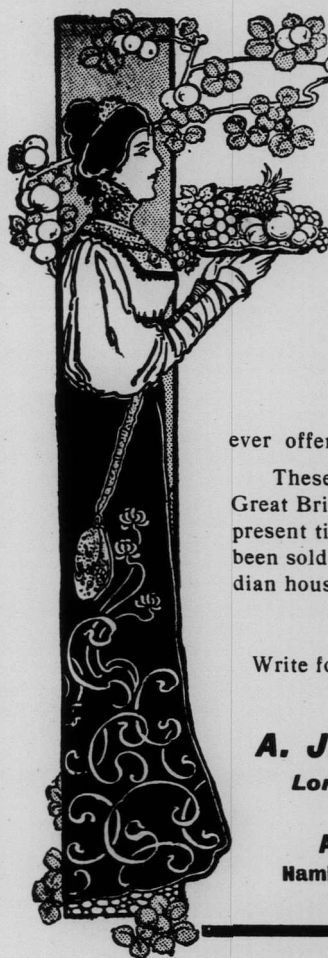
The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



THE
MOST BEAUTIFUL

Line of

**Xmas Cracker Novelties
Table Decorations and
Xmas Stockings**

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - Canada
Canadian Agent

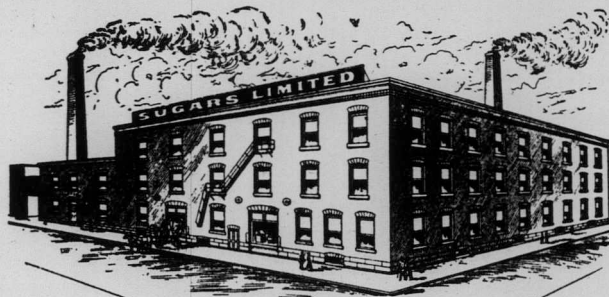
The Profits Please Him

A soap may be pure and yet neither economic nor good.

**Wonderful
Soap**

is appropriately named, because the housewife considers it the most effective soap she ever used, and hence the cheapest, while the profits please the shrewd grocer.

THE GUELPH SOAP CO.



**Diamond Brand
Maple Syrup**

**Twin Block
Pure Maple Sugar**

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

Up for the Exhibition !!

All feet are pressing toward Toronto to see Canada's Greatest Exhibition.

It's a great Exhibition doubtless.

But—

What will interest you, Mr. Grocer, is **MINTO BROS.**' fine stock of **NEW TEAS.** The **NEW SEASON'S PICKINGS** are arriving fast and are opening up better than early samples.

MINTO BROS.' **NEW JAPANS** are a picture; they are one of the "Exhibits" of Exhibition Week.

If you are in Toronto you are welcome at our extensive demonstration booth or at our warehouse. If not, write us for samples.

Minto Bros. of Melagama Tea Fame

55 Front St., East, TORONTO

Sold in 1 & 1/2 lb p'ck'gs retailing at 25, 30, 35 & 40¢ per lb.

**BULK TEAS
A
SPECIALTY.**

**RED CLOVER
TEA**

**Is a
PURE
INDO-
CEYLON
TEA.**

RED GLOVER
TEA
CHAS. H. McDONALD, ST. JOHN, N.B.

SPECIAL ATTENTION given to import orders.

Charles H. McDonald
ST. JOHN

Direct
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N.B.



Strains, Br
W. F. Young, P.
Canadian

Persons
kindly men
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Supplied und

1907 FRENCH PEAS

Inst. in store best packing French Peas

Moyens, Fins, Extra Fins and Sur Extra

Our travellers have full information.
If they don't call, wire or write.

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



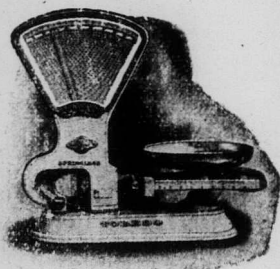
ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. \$2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, \$1.00 per bottle. Cures Varicose Veins, Varicocele, Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. Young, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents, Lyman Sons & Co., Montreal

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.



**Stop Calculating
Mr. Grocer
Toledo Computing Scales**
Will do it for you

They'll save you time, trouble and mental worry. They'll save money—more of it than you think. Let us tell you how.

The Toledo Computing Scale Co., Hamilton, Ont.



Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock.

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Governments

The UNITED ALKALI CO., Ltd.

ST. HELENS

LIVERPOOL - - - ENGLAND

**THE LARGEST MANUFACTURERS
OF CHEMICALS ON THE CONTINENT**

SHIPPERS OF

Greenbank Caustic Soda or Lye SOLID, 1-lb tins

98%

Red Heart Powdered Caustic Soda

98%

½s, 12 oz. and 1-lb. tins.

Greenbank Chloride of Lime

The best Disinfectant, ½s, ½s, 1-lb. tins, 25 and 50-lb. Drums.

All the above goods are standard the **WORLD OVER**

There are imitations everywhere, but the genuine is

“GREENBANK’S”

Spring CLEANING, Summer, Winter

Sold all over the Dominion by

Wholesale Grocers, Wholesale Druggists, Wholesale Hardwaremen

Inquire of Your Jobber. Prices and Samples on Application.

L. CHAPUT, FILS & CIE.

Montreal

Established 1842

DISTRIBUTORS

EASTERN GROCERS!

A good many of you are handling our famous goods, and those of you who are, know what trade-winners they are; but there are a few who have not yet tried our brand of maple syrup and maple sugar, the famous



PRIDE OF CANADA



These are the grocers we would like to correspond with particularly.

We feel convinced that the HIGH QUALITY of our PRIDE OF CANADA goods will appeal to them, and all that is required is a trial. If you are not sharing in the profits write us to-day.

IT PAYS

THE MAPLE TREE PRODUCERS ASSOCIATION

WATERLOO, QUE.



BEE BRAND Jelly Powders

Six

For a Quarter



It has taken us years and cost us thousands of dollars to bring our **Bee Brand Jelly Powders** up to their present high standard, but we are satisfied with the result—**Quality**.

Grocers all over Canada are well satisfied, too, as they find **Bee Brand** the line that pleases the housewife, and brings in good profits to them.

The housekeeper can obtain Raspberry, Strawberry, Pineapple, Lemon, Cherry, Nutto, or any other flavor, and the price is so reasonable that **Bee Brand Jelly Powders** are constantly used by all classes.

IT'S A LINE YOU SHOULD HANDLE

SNOWDEN, FORBES & CO.,

MAKERS.

449 St. Paul St.,

MONTREAL

HIGH-CLASS SPECIALTIES

FOR THE

GROCERY TRADE

We represent some of the most prominent manufacturers of specialties for the grocery trade. We respectfully call the attention of the trade to the following list of the best firms in high-class goods. The quality of these goods and our prices will convince the buyers that we lead in these special lines.

Societe Anonye "Le Soleil" - Malines - - Canned Goods
Clement Obier - - - - Perigneux - - Potted Geese Livers
A. Mialane - - - - Roquefort - - Cheese
Societe Nouvelle Roquefort - Roquefort - - Cheese
Blanc et Fils - - - - Valence sur Rhone Macaroni
H. E. Boule et Cie - - - - Dijon - - - Olive Oil
J. Tourasse - - - - - Marseilles - - Castle Soap
Kinet Chemical Co., Limited - Montreal - - Cough Syrup
French Pasteurized Fluid Beef Montreal - - Vita

Write, telephone or telegraph at our expense

LAPORTE, MARTIN & CO.
MONTREAL **LIMITED**



Battery of Roasters (incomplete) in Chase & Sanborn's
New Factory. Two more Roasters to be installed.

The Coffee Requirements of over 2500
Grocers throughout the Dominion are sup-
plied from this up-to-date roasting plant—
because Purity, Uniformity and Even Quality
have begotten Confidence in Chase & San-
born's High-Grade Coffees.

CHASE & SANBORN

COFFEE IMPORTERS

9 and 11 St. Helen St.

- -

MONTREAL

GROCERY NEWS FROM ATLANTIC TO PACIFIC

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

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

EDMONTON.

The man who walks up Jasper avenue, Edmonton, and other business streets of this city, noting the substantial buildings, the busy activity of stores, and the large amount of city improvements, fails nine times out of ten to note what it all means to the future of Edmonton. The many advantages which the city possesses, such as an unlimited supply of fuel, transportation facilities, abundant raw material in various forms, etc., must be noted to appreciate what its future will be. Those resources are right at the doors of the city, and what is more, Edmonton has at her back a rich farming territory extending hundreds of miles in every direction. With all these advantages, with her present industries, with those also under course of construction, Edmonton is bound to be in future one of the most important business and industrial centres in the Canadian west.

The new packing plant which is to be built in this city will mean much to its progress in the near future, as such a gigantic \$1,900,000 industry cannot but do for Edmonton what similar industries have done for Kansas City and Omaha. For instance, the latter city owes her prominence to-day to the packing industry, although at the start the town itself was against the building of such factories. A large plant was located outside the town, which afterwards became the city, and the city proper to-day stands as the old town. This new plant and factory for Edmonton will be situated about two miles east of the city on the Canadian Northern Railway, and at a point where the Grand Trunk will cross the C.N.R.

The ground has been reserved for the plant, and the factory will cover 150 acres, all of which will be used by the company.

Already the excavations are completed for the first building, and temporary buildings have already been put up, such as offices, cooking houses, sleeping departments and a large, spacious dining room that will accommodate over two hundred men that are working on the excavations.

The estimates on the brick alone for the main building, from the foundation up, have been estimated at over two millions, while orders have already been filed for twenty cars of cement, one hundred cars of gravel, and a hundred cars of sand for present use. The lumber will be of the heavy kind and has been ordered from British Columbia. It will take in all over a hundred cars to ship this lumber to its destination.

The capacity of the plant will be largely in excess of the supply of products, but the company, seeing the possibilities of the surrounding territory,

are preparing their plant to meet the requirements of a large, populated district.

This means that the company will take all the products handed in to them, which will be a ready market for all the farmers to sell their stock of cattle, sheep, hogs, butter, eggs, etc., and no matter what quantity, this enterprising packing plant will be in a position to handle it all.

The company will carry on its business under the name of J. Y. Griffin & Co., who have large houses in Winnipeg, Vancouver, Seattle, and also a plant at Calgary. More plants will be installed in the near future, according to the amount of business that the territory warrants.

The company will build a large public stock yards, which will be used for marketing stock, selling, and feeding all kinds of stock that are in transit. There will also be a stock exchange and commission house, where all kinds of stocks and agricultural products from the farmers, such as is at present in operation at Winnipeg, Chicago and other large places. The company will sell all kinds of fresh meats, such as beef, pork, mutton, poultry, butter and eggs. In manufacturing, the company will have the largest plant in Canada for the manufacturing of smoked and cured hams, bacon, etc., lard, butter and all kinds of greases will be another of their manufacturing departments.

This will mean that the company will have to handle a box-making plant to produce the thousands of tins for their compressed meats.

In connection with this plant there will also be a soap factory, which will take in all the rough grease for soap manufacturing throughout this part of the country. This alone will be no small affair, and means that in a short time Edmonton will have a much-needed soap factory of her own.

The company to operate this large plant, will need at starting over fifty men in the stock yards alone to assist in the loading and unloading of cattle, etc., while there will be employment for butchers, carpenters, tinsmiths, packers, shippers, clerks. Other branches of their plant will take from two hundred to two hundred and fifty more employes, but this number will be increased as business progresses.

A visit to the point of operations reveals quite a busy community. Cars are unloading, temporary buildings are under construction, excavations are going on for several buildings, and the many teams are at work. All gives an appearance of busy activity. In a short time walls will be seen rapidly advancing, and molding into a factory. Employes' houses will be built, residential places will go up, which will be bound

to attract business houses, and in a very short time there will be a suburb to Edmonton, with one of the largest manufacturing and packing industries in Canada, and one that will help to place Edmonton amongst the foremost cities of the west.

GUELPH.

A pleasant at-home was given the executive committee of the Clerks' and Salesmen's Association, on Wednesday night last, by the President, Wm. Hood, (by the way a good grocer), at his residence on Quebec street. The executive committee deserves great credit for being able to put ginger enough behind the association to bring a possible loss into one of the most successful years of its existence. The party, although a small one, spent a most pleasant evening in games, etc., and dispersed with a high opinion of the hospitality of the president.

Bringing in the sheaves is a great deal more important to the farmer these days than a trip to the city. Consequently, the woman folk again had command on Saturday. There was a splendid attendance of buyers and things went with a hustle. The outside market was practically dead, a couple of loads of hogs being the only thing in the way of business. Inside, butter went out of sight. After all the butter was picked up, all kinds of fancy prices were heard of; 28c per lb. being the limit, but the stores were fairly well supplied at 23c, and right here we might add when creamery butter can be had for 24c a lb., the grocers don't need to run after dairy at 28c a lb., which is the case at present. On the fruit and vegetable market, which is much earlier, there was considerable fun. Some merchants had bought tomatoes as low as 20c a basket on Thursday and came down about 5 a.m., but did not buy at 25c, and before six o'clock could not buy for any price, as every tomato in the ten loads was sold at or near 35c, and instead of four for \$1 as on Thursday. It was a case of asking 45 and 50c for choice stock.

Well now! who said the Merchant's Association was dead. Just look at the row over the council proclaiming the 12th of September a holiday, on account of the opening of the new C.P.R. road from Guelph to Goderich. Then along comes the Trades and Labor Council with its objection also. The Mercury says:

"The Executive Committee of the Retail Merchants' Association yesterday afternoon expressed strong opposition to the city council's decision to proclaim a holiday on 12th September, on the occasion of the Guelph Musical Society's excursion to Goderich, to formally celebrate the opening of the Guelph-Goderich Railway. The opinion which actuated this, most probably, was that the merchants and their employees wanted to join with citizens generally in making a red-letter day on that occasion. The operation of the new road promises so much for Guelph, not only in the way of increased trade, but in contributing enormously to the civic exchequer, that

it was felt the day's trading chances are people left in business, even kept open. The low fare Goderich an privilege, the line are going, and that it, will take. We have had all summer, whole holiday, September, 1 in, is not likely for an stance.

The grocer city rest since the game caught and were not the we are glad have proved are not what be.

Jas. Howe has returned and business

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Plums kept termelons kept to pay 35c. touching, as for them.

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The Canada have notified 25 per cent. heavy, over-compelled, buyers 25¢ hogs over 22 and 50 cents pounds. The weight hogs packers or n land and Ca most unsale

Geo. Taylor has purchase

THE CANADIAN GROCER

it was felt they would willingly forego the day's trade. With fine weather, the chances are that there will be very few people left in the city with whom to do business, even if the stores should be kept open. The occasion, the exceedingly low fare of \$1.25 from Guelph to Goderich and return, with stop over privilege, the fact that people along the line are going to join in the celebration, and the desire to participate in it, will take the crowd from Guelph. We have had Thursday half-holidays all summer, and a special Thursday whole holiday in the first half of September, before the fall trade has set in, is not likely to prove a serious matter for anybody under the circumstances.

The grocers in the lower end of the city rest much better now at nights since the gang of car thieves have been caught and sent down, but this gang were not the kind that touch stores, but we are glad to get rid of them. They have proved one thing, our police force are not what they are cracked up to be.

Jas. Hewer, flour and feed merchant, has returned after a successful pleasure and business trip out west.

There were about 10 loads of tomatoes on the market Tuesday, and the price asked was 35c. a basket, but it is likely to drop, as the buyers are holding off.

Plums keep high at \$1 a basket. Watermelons keep far too high. We have to pay 35c. each and are not worth touching, as 40c. is all that can be got for them.

CHATHAM.

A new bakery has been opened at Wallaceburg, in the stand adjoining the North Bridge, formerly occupied by Mr. Evans. The proprietors are Wm. E. Howard, of Tupperville, and Bert Abrey, of Detroit. The new shop will be known as the Star Bakery, and its product as the Star Brand bread.

The Wallaceburg canning factory begins operations this week, canning tomatoes, which promise a good yield. It is stated that the factory's output this year will be larger than that of last year.

Fred. Harmor, for some time past with R. P. Adams, Tilbury, has left for Chicago. Mr. McDonald, late of F. Lee's butcher shop, succeeds him.

The Canadian Packing Co., of London, have notified local buyers that as about 25 per cent. of the hogs they receive are heavy, over-kept animals, they will be compelled, in self protection, to dock buyers 25 cents per 100 pounds on all hogs over 220 pounds up to 240 pounds, and 50 cents straight on all over 240 pounds. The packers state that heavy-weight hogs are no longer sought by packers or middlemen, and that in England and Canada alike such meat is almost unsaleable.

Geo. Taylor, the Wallaceburg grocer, has purchased the property opposite his

store, formerly occupied by the Commercial mills and sheds. The block of land is quite a large one. Mr. Taylor has not yet announced his intentions regarding it.

Reports from Blenheim state that the farmers along the ridge have commenced the pulling of the 1907 bean crop. This is the pioneer bean growing district of Ontario, and has always been the leading section for this crop. Parties who have been along the line report that prospects are good for an abundant crop. Tilbury reports state that the crop in that vicinity, having been badly nipped in the July frost, will prove only a partial one. Local prices advanced 5c per bushel last week.

John McCorvie visited his old home at Mull last week.

GALT.

The grocers and grocery correspondents throughout the Dominion will probably have noticed that the usual conglomeration from Galt has been missing for some weeks. The omission was not due to the fact that Galt had deteriorated in a business sense, as it continues to add daily to its position of importance in the business world. The vacant space that once represented Galt was caused by reasons best known, only to the scribe who has the honor to represent The Grocer in this Scotch settlement. However, now that affairs have been amicably arranged (and a house secured) we hope that Galt will be once more regularly represented.

The Galt Old Boys' reunion has come and gone and it was, undoubtedly, the best reunion ever held in Ontario. There were nearly 10,000 visitors present every day, and everyone had an excellent time. The decorations were handsome and the illuminations particularly gorgeous. The Galt merchants, grocers in particular, did themselves proud, Deans & Walker, of the Red Front, having an exceptionally creditable electric display. It is thought that when the finances are finally figured out that there will be a surplus of nearly \$2,000 to be divided among local charities.

Trade is rather quiet after the impetus given it by the reunion, although business is hardly less slack than is usual at the present season.

The fruit trade in this vicinity this year has proved a failure. A local grocer remarked this week: "The fruit season this year hardly created a ripple in the trade. The lateness of the season, the dry weather, and the shortage in all fruit crops all united to make the usual rush conspicuous by its absence." Plums and peaches are now coming in, but as these luxuries are only a partial crop the state of trade will not be visibly affected. Peaches are very scarce, and the price will, consequently, be almost beyond reach of the ordinary householder.

First-class bulk and comb honey is now offered for sale in the local grocery

establishments. The quality is excellent, but the price will be rather high on account of the shortage in the crop. The late spring is said to be responsible for the shortage.

New potatoes are also much in advance of the usual price at this time. They are selling at from \$1 to \$1.25 per bushel, an advance of 25 per cent. over last year. The reason is hard to find, as the crop is a fair one.

As a sample of the quality of goods sold by local grocers, it might be well to state that a young lady who supplies the Red Front with butter, recently captured first and second prizes in the butter-making contest at the Winnipeg exhibition, and is now showing at the Toronto exhibition.

Mr. Oliver Chapman, who for the past three years has been connected with the staff of Sloan Bros.' grocery, has severed his connection with that firm, and intends fitting himself for the Baptist ministry. His many friends in Galt will wish him every success.

The Galt market is growing rapidly, and is becoming generally recognized. There was a large attendance of both producers and consumers on Saturday.

A peculiar fact in connection with the grocery business in Galt is that none of the local groceries handle fish, either fresh or salt, to any extent.

The first shipment of Australian raisins ever received in Galt is now offered for sale at the Red Front. They are said to be fully equal to the Spanish article.

HAMILTON.

Our last Wednesday half-holiday is over, and how we have enjoyed them, the changes—something different every week—now on the boat for five or six hours, next week on the trolley through the country, then to the Beach for a fishing trip, then up the incline and over the mountain, then for a long drive through the country, truly, these Wednesday afternoon holidays have been a blessing to the grocers. About Sunday, before the children begin to plan for the outing: "Where will we go this week for our half-day?" Grocers, these are bright spots for you in the struggle of life, and they are also red letter days for the wife and little ones. It is during these summer half-days that the little ones begin to know what their father looks like, and to realize that he is not such a bad fellow after all. Once a week, for a few hours, in the hot summer months, is, at best, a poor vacation, but it certainly is better than none at all. You may worry a little about the fellow that won't do as you do, and close up, but never mind. On the first of the year you will be better off than him, because the change has put some life into you. You are better fitted, physically and morally, to hang on to your business and draw more than

the fellow who goes from bed to store, and from store to bed, losing interest in his family and his business, and, finally, in himself. Stick to the summer half-holidays, and take a few more if you can. You will never get quite all of the other fellows to close, as there are always men who are crooked and cross-grained in every walk of life. Some of the poor grocers are not really responsible. They can't help it. They are born that way. This reminds me of what appeared in an English paper recently in regard to an agreement to close at a given time. One poor grocer agreed, but added to the end of his notice the following:

"No objection to serving customers after business hours."

He simply couldn't stand the pressure. His meanness had to crop out. The Hamilton people are attending the Exhibition at Toronto in great numbers. Reduced fares and special transportation facilities brings the Fair very close to us, as it were, and the people come home delighted with what they have seen.

Very complimentary remarks are made about the Shredded Wheat Co.'s display, and just here, I would like to say, that the grocers as a body deserve to push the sale of this first-class article. They are the only manufacturers of cereals who have tried to protect the retailer and give him a profit. Grocers ought to think of this, and push the goods for people that help them. Let this be known, and the other manufacturers will waken to the fact that the retailer has some rights that need recognizing.

LONDON.

Business is fair in wholesale lines and quiet with retailers. The latter feel that the big excursions hurt them and the market dealers more than any other class. On Saturday last over 4,000 Londoners went to Niagara Falls. Probably one-half of these people are accustomed to visit the market and grocery stores on Saturday, and each person will spend on an average a dollar or more. That means at least \$2,000 which ordinarily finds its way into the pockets of the local food providers is spent in other ways outside the city. Then there are the other dealers throughout the city, such as butchers, bakers, etc., whose businesses also suffer on such occasions. A large proportion of the single people who take in the picnics usually board in restaurants and have meal tickets, which means that the price of a day's meals is spent elsewhere. There was a time when people carried their own lunch baskets to picnics. Now, as a rule, when the excursions are to places where cheap meals can be easily obtained, the custom has practically been done away with. When baskets were carried, local grocers, butchers and bakers, of course, benefited by the sale of picnic goods. Now these dealers hate to see picnics advertised.

So scarce have been bananas during the greater part of this season that retailers of the fruit have found it difficult to supply the demand, which, owing to the shortage of home-grown fruits, has been unusually great. More than that, grocers declare there is no profit in them. One grocer declares he is sick of handling bananas. Said he: "People think we are robbing them if we charge more than 15 cents per dozen. Yet we pay 12½, and when you allow for loss in handling, there is quite as likely to be a loss as a profit." A wholesale dealer, speaking of the scarcity, said: "We have been getting only three cars a week where we used to get five and six. Last week we got only two cars. The car we have now is one that came to us by mistake. If I were a grocer I would quit selling bananas at 15 cents, for there is no profit in them at that." To add to the troubles of the fruitman, an unusually large number of watermelons have "gone bad" this year. This is the tail-end of the melon season, and a certain amount of loss is always expected. This amount, however, has been far exceeded. "All fruit is unusually scarce," remarked one of the big dealers this morning. "With the banana scarcity we have a crop of pears less than one-third what it ordinarily is, and peaches are similarly fixed."

At a meeting of the Retail Grocers' Association on Thursday night, a strong committee was appointed to see that the huckster bylaw is properly enforced, and a communication was sent to the city council asking that the market clerk be instructed to see that the bylaw is strictly adhered to.

To-morrow afternoon will be the last of the summer mid-week half-holiday, and the local grocers have made arrangements for a big outing at Springbank Park. There will be a boxing contest in barrels, a watermelon eating contest and other unique features, besides a baseball match. Walter Nichol, the Sunlight Soap man, who has donated a box of soap as a prize, will be present, and, dressed as a "rube," will furnish the comedy. Local wholesalers will act as judges.

The question of light-weight bread being sold in the city has been brought to the attention of the Trades and Labor Council, which, at its last meeting, discussed it for some time. It was decided to take the matter up with the inspector as soon as possible to prevent bread being sold at short weight.

About a thousand of the employes of the McCormick Manufacturing Company and their friends attended the thirty-seventh annual picnic held by that company at Port Stanley Saturday. The day was an ideal one and everything was done by the company and the committee to make the picnic one of the most successful ever held. The greater

part of the day was taken up by a large programme of sports and games.

The remarkable increase in the price of hay from day to day during the past two weeks has been the source of many comments among the dealers as to the cause of such sudden advances. Many attribute the increase to the farmers being so busy at this season of the year so that the demand is not supplied as it should be and when a load comes in a half a dozen purchasers stand around to bid it in at a fancy price. As high as \$16.50 has been paid for a load that a month ago would not have brought more than \$10 or \$11. It is said farmers are storing their hay, waiting for still higher prices.

About 600 young farmers from London and surrounding points left this morning for the western provinces to assist in the harvest. Many of them intend taking up their homes in that new country.

MIDLAND.

Trade in groceries and provisions is somewhat quieter. The weather, having taken a cool turn the past week, it is affecting to a certain extent the demand from the tourist quarters. Many people are out of town holidaying and this, too, makes a noticeable difference in trade. Butter and eggs continue scarce and high. Fruits are likewise in big demand, with supply quite inadequate to meet it. Prices rule firm. Canned meats and fish are moving fairly well, though, perhaps, not as lively as in past seasons.

Osborne & Ferrier, house boat and supply company, report a fairly brisk trade, their tourist business making strong demands on their grocery and provision section. The past month especially has tested their house boat accommodation and consequently made heavier their supply trade.

The season has been much shorter, however, than past ones, but the reason is explainable through the fact that cooler weather has prevailed and doubtless owing also to the late, backward spring.

Mr. Osborne, in conversation, said: "Our first house-boat engaged last year went out on July 9th; this year our first call being the first week in August; this, you see, shortens up the season considerably and people are already hustling off home, as they cannot enjoy themselves out of doors, as the air has become too cool."

MONTREAL.

"It's pretty dull, all right, but I am good and busy studying my business."

This is what one retailer greeted me with when I dropped in upon him. Trade certainly was not brisk, orders being few and scattered. Lots of grocers and other business men, when trade is quiet, sit around the front door, or just simply loaf any old place. Here was a grocer making mighty good use of his time.

No one could help being interested in this man's conversation. He told me

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how he worked through the summer. July and August barely paid expenses. Most of the good customers were out of town and sales were very small indeed, compared with the other ten months of the year.

Because he did not have to give so much attention to sales, this grocer looked after other things. "I have two clerks more than I need," he said, "but I am keeping them on, instructing them in the business, and preparing for the fall. I find they quickly pick up my ideas, and when the busy holiday season comes on I find myself well repaid for the expense I was under in keeping them during the two dull months."

He was having his office newly painted and fixed up generally, and while superintending the work and the running of the store he also found time to study out ideas for the fall trade, which will shortly begin.

"Another way I am busy," he continued, "is in trying to find out where I am losing money. Every grocer is losing money somewhere, and it is few of them that have any idea how much they are losing or where they are dropping it. I myself have a hard and fast rule to sell nothing under 20 per cent. profit, and on some lines I run up to 25, 30 and 40 per cent. I figure the average is about 25 per cent. My expenses amount to 12 per cent. I find, nevertheless, if, at the end of the year, I realize 6 or 7 per cent. I consider myself fortunate. Where's the other 6 or 7 per cent? That keeps me busy. I am trying to find out all the spare time I have.

In other words he was looking for leaks. He told me he was finding out things all the time, and he was able to stop some leak or other every once in a while. The man who does not search for the leaks does not find them, and his business is like a tin bucket: one little leak will not suffice to put it out of commission for a long time, but a new leak and another, and still more, will very shortly be the cause of that bucket being consigned to the ash heap. It will be no more. So with the grocery business. Too many leaks mean failure. So it is up to the grocer to search for leaks good and hard—and to use plenty of solder when they are found.

In some stores one of the greatest leaks is breakage. It is hard to stop this, but extra care will keep it down. Of course, in a large store where there are six or a dozen clerks it's pretty hard to watch everybody, and there is always somebody who "doesn't care." One grocer told me he calculated upon losing \$25 a week on breakage. That's pretty stiff.

Dishonest clerks lose a grocer more money than any merchant can stand. In the country this trouble is not experienced to the same extent as in the city. This is not casting any reflection

on city clerks individually. There are a lot of expert clerks in the average city who know their business right down to the ground and who are as honest as the scales of standard make, but there are a great many clerks of the riff-raff variety who drift from one thing to another—fellows who have no ambition, and only too often the retail grocer, through circumstances, has to employ these. They are expensive clerks. I know of one man in the grocery business who figures he loses \$500 a year over and above the clerks' salary in this way. Little things going out of the store every now and then. Still he keeps the clerks. Others might be worse.

A good clerk, one who can be depended upon, an honest, hard worker, is worth money, and no one knows this better than the grocer who has learned by experience.

Walter Paul expects to have a branch store operating on University St. about the middle of September. Mr. Paul has an excellent connection in Montreal, and his trade is of the best.

Messrs. Hutchins and Young are two additions to the clerking staff of John Robertson & Son.

John Slattery, one of Almonte's progressive grocers is in Montreal this week attending the C.M.B.A. Convention. He reports business first class in the Ottawa Valley.

Walter Paul who was away on his holidays, has returned to town.

Mr. Legault of A. Dionne & Co. is out of town for a few days rest.

WINNIPEG.

August has been a comparatively quiet month in the retail stores, especially among those catering to the better class of trade. So many people are out of town that the best stores find a serious temporary decrease in the number of their customers. Had all these customers paid their monthly bills before leaving for the summer resorts, there would be no particular reason for complaint, but, unfortunately, for the grocer, who stays at home to attend to the trade that is left him, and to meet his wholesale bills, very many of the best people in town forgot their grocer's bills. Perhaps the experience of the Winnipeg grocers does not differ in this respect from that of grocers in other cities, but it is annoying, nevertheless, particularly in these days of tight money, when it is so hard for business men to get accommodation at the banks. Practically all these accounts are good and the grocer fears to press for payment when he knows that they have been left unpaid only through thoughtlessness. In the aggregate, they amount

to large sums, and every summer this is a serious matter. Concerted action by the Grocers' Association should find a remedy before another summer.

Another grievance should have the early attention of the Grocers' Association. At the present time there is an early closing by-law which makes it unlawful for a retail store to remain open after 6 p.m. or 10 p.m. on Saturdays, and nights preceding holidays. With this by-law the grocers of Winnipeg are in hearty sympathy, but they feel that in the exceptions made to its observance they are done considerable injustice. "Restaurants" are not subject to the provisions of this by-law, and, accordingly, they are open early and late. Every restaurant carries fruit and confectionery, and very many carry a stock of canned goods and general groceries. With the best restaurants, groceries are an incidental side line, but there are very many places in town which seldom serve meals, but which keep up a lunch counter in order to serve as a technical excuse for keeping open after hours and on Sundays. These small stores cut very seriously into the legitimate business of the bona fide grocery stores, as they sell canned goods and other groceries when the legitimate grocery stores are compelled by law to remain closed. A few months ago the hardwaremen of the city complained that the druggists were selling cutlery, and other lines of hardware after 6 o'clock. They had a real grievance, but they got little redress, either from the City Council or from the Manitoba Legislature. It is doubtful, however, whether they have so serious a grievance as have the Winnipeg retail grocers against the small lunch counters and restaurants throughout the city. Combined action by the associations of hardwaremen and grocers in Winnipeg should remedy this evil. It is manifestly unfair that legitimate grocery stores paying a heavy business tax should be treated in this way while little lunch counter dives, paying a much smaller tax, should be given favored treatment.

Speaking of the business tax, there is considerable discontent and grumbling among the trade at the collection by the city of a heavy business tax in the slow month of August. Ordinarily this tax is collected in December but this year the city is hard up and the call was sent out several months earlier than usual. The basis of taxation is somewhat different this year, and there are some manifest injustices in the amounts collected. But the principal complaint heard is about the collection of the tax in August. It is a heavy tax on the business men and coming in a hard year, and in the slowest month, it has in many cases seemed like the last straw. It is interesting and instructive, however, to note that a large proportion of Winnipeg business men took advantage of the discount offered for payment before the middle of the month.

Markets and Market Notes

QUEBEC MARKETS

POINTERS:

Fish—Revised.
Sugar—Firm.
Teas—Strong.

Montreal, August 29, 1907.

Business is not overly brisk just now. Crops are being harvested and not a great deal of attention is being paid to groceries. Orders received are for goods required immediately, and no buying ahead worth speaking of is being done.

Collections are reported very satisfactory in most instances.

Canned goods are not selling as well as might be wished, owing to the high prices. Grocers are not taking hold at all. They are buying in small lots and trusting to luck for future supplies. Sugars are firm, the raw market being very strong.

There has been no material change in the tea situation since last week. Prices are well maintained, and supplies are not large. Valencia raisins are likely to be lower, while currant prices will be very good for buyers from what can be seen to-day. Beans are dull. Cheese and butter are both firm, while eggs are still costing good money. Smoked meats and lard are selling freely for the season. A falling off in the demand for many cereals is reported.

SUGAR—Some jobbers report a continued disappointing demand for sugars, considering that this is the sugar season, and no improvement appears in sight. The raw market is firm this week and the tendency of the market locally is that way. An advance is possible.

Granulated, bbls	.....	\$4 40
" 4-bbls	.....	4 55
" bags	.....	4 35
Paris lump, boxes, 100 lbs	.....	5 25
" 50 lbs	.....	5 35
" 25 lbs	.....	5 55
Extra ground, bbls	.....	4 80
" 50-lb. boxes	.....	5 09
" 25-lb. boxes	.....	5 29
Powdered, bbls	.....	4 80
" 50-lb. boxes	.....	4 35
Phoenix	.....	4 30
Bright coffee	.....	4 20
No. 3 yellow	.....	4 10
No. 2 "	.....	4 10
No. 1 " bbls	.....	4 00
No. 1 " bags	.....	3 95

SYRUPS AND MOLASSES—For the season, syrups are in strong demand, manufacturers being scarcely able to cope with the business coming in to them. Molasses deliveries have been practically all made, and trade in this is dull.

Barbadoes, in puncheons	.....	0 29	0 31
" fancy	.....	0 30	0 33
" extra fancy	.....	0 35	
" in barrels	.....	0 31	0 33
" in half-barrels	.....	0 34	
New Orleans	.....	0 22	0 25
Antigua	.....	0 30	
Porto Rico	.....	0 40	
Corn syrups, bbls	.....	0 03	
" 1-bbls	.....	0 13	
" 1/2-bbls	.....	0 03	
" 24 lb pails	.....	1 60	
" 25 lb rails	.....	1 15	
Cases, 2 lb tins, 2 doz per case	.....	2 25	
" 5-lb. 1 doz	.....	2 55	
" 10-lb. 1/2 doz	.....	2 50	
" 20-lb. 1/2 doz	.....	2 45	

TEA—All teas continue very firm and prices are extremely high in some in-

stances, and remarkably well sustained. Ceylon and Indian greens are strong, while Japans are as scarce as ever, with demand heavy. No reports have been received from Japan lately worth speaking of, except despatches to the effect that the latest teas harvested are not of as good quality as previous pickings, which is nothing more or less than might be expected.

Japans—Fine	.....	0 29	0 31
Medium	.....	0 21	0 23
Good common	.....	0 20	
Common	.....	0 19	
Ceylon—Broken Orange Pekoe	.....	0 20	0 38
Pekoes	.....	0 17	0 20
Pekoe Souchongs	.....	0 15	0 20
India—Pekoe Souchongs	.....	0 15	0 18
Ceylon greens—Young Hysons	.....	0 19	0 22
Hysons	.....	0 18	0 20
Gunpowders	.....	0 17	0 19
China greens—Pingsuey gunpowder, low grade	.....	0 11	0 19
" pea leaf	.....	0 19	0 22
" pinhead	.....	0 30	0 35

FOREIGN DRIED FRUITS—Since last week there has been no material change in the fruit situation. It now is practically certain that Valencia raisins will be cheaper, as crop reports are good, although over-estimates have been made by some. No particular develop-

LAST MINUTE PROVISION MARKETS.

Montreal, August, 29.

BUTTER—Market slightly firmer, owing to shortage in make.

CHEESE—Firm. Prices higher in country.

EGGS—Very strong at unchanged prices.

PROVISIONS—Steady, but featureless.

ments are reportable in the currant situation, while in California conditions have not changed. Locally, quite a few prunes have been sold at figures which seem low, because of the fact that the stock will be hard to replace at figures anywhere near the selling price. Marbot walnuts have been advanced 1/2c, and are now quoted 12c to 13c. Taragonna almonds are also higher, they being unobtainable under 14c to 15c. Brazil nuts are now selling 16c to 17c. It appears as though there would be no shelled walnuts here before the middle of November. Prices are firm, dealers quoting 24c to 25c.

Valencia Raisins—			
Fine off-stalk, per lb.	.....	0 08	
Selected, per lb.	.....	0 09	
Layers	.....	0 82	0 79
Dates—			
Halloweas per lb	.....	0 04	
Sairs, per lb.	.....	0 03	0 03
Packages	.....	0 05	0 16
California Evaporated Fruits—			
Apricots, per lb.	.....	0 30	
Peaches, "	.....	0 18	
Pears, "	.....	0 16	
Malaga Raisins—			
London layers	.....	2 25	
"Connoisseur Clusters"	.....	3 07	
"Royal Buckingham Clusters," 1/2-box	.....	1 00	
" 1/4-boxes	.....	1 37	
"Excelsior Window Clusters" boxes	.....	4 50	
" 1/2 boxes	.....	5 50	
" 1/4 boxes	.....	1 50	

California Raisins—			
Fancy seeded, 1-lb. pkgs	.....	0 13	
Choice seeded, 1-lb. pkgs	.....	0 12	0 13
Loose muscatels 3 crown	.....	0 10	0 12
" 4 crown	.....	0 11	0 11

Prunes—			
30-40s	.....	per lb.	
40-50s	.....	
50-60s	.....	0 07	
60-70s	.....	0 06	
70-80s	.....	0 05	
80-90s	.....	0 05	
90-100s	.....	0 05	
Oregon prunes (Italian style), 40-50s	.....	0 07	
" 50-60s	.....	0 07	

Oregon prunes (French style), 60-70s	.....	0 07	
" 90-100s	.....	0 06	0 07
" 100-120s	.....	0 05	0 04

Currants—			
Filiatras, uncleaned, barrels	.....	0 07	0 08
Fine Filiatras, per lb., in cases	.....	0 08	
" cleaned	.....	0 08	
" in 1-lb cartons	.....	0 09	
Finest Vostizzas "	.....	0 08	0 09
Amalias "	.....	0 08	0 08
" 1 lb. packages	.....	0 08	

Sultana Raisins—			
Sultana raisins, per lb.	.....	0 10	0 13
" 1-lb cartons	.....	0 15	

Elem Table Figs—			
Six crown, extra fancy, 40-lb. boxes	.....	0 08	0 09
Four crown, fancy, 10-lb. boxes	.....	0 06	0 07
Three crown	.....	0 06	
Glove boxes, fine quality, per box	.....	0 07	0 08
Fancy washed figs, in baskets, per basket	.....	0 15	0 18
" pulled figs, in boxes, per lb.	.....	0 15	0 20
" stuffed figs " box	.....	0 25	0 30

BEANS—Beans are still selling at last week's figures, but transactions are not numerous. Really good soup peas are not now obtainable, but new goods will be coming in shortly, and these will doubtless be eagerly picked up.

Choice prime beans	.....	1 60	1 65
Soup peas, whole, bag 2 bushel	.....	2 25	2 31

COFFEE—There is the usual consumptive demand for coffees; otherwise the situation is unchanged.

Jamaica	.....	0 12	0 20
Java	.....	0 18	0 30
Mocha	.....	0 19	0 25
Rio, No. 7	.....	0 08	0 09
Santos	.....	0 09	0 11
Maracaibo	.....	0 11	0 13
Roasted and ground 20 per cent. additional	.....	

EVAPORATED APPLES—Nominal quotations range from 8c to 10c, but business is almost nil. These figures are too high to interest the trade. New evaporated apples will be arriving shortly and there will probably be more interest displayed in this line then.

SPICES—Trade is fair at unchanged prices. The market situation has not altered since last report.

Peppers, black	.....	0 16	0 20
" white	.....	0 25	0 30
Ginger, whole	.....	0 16	0 50
" Cochin	.....	0 17	0 20
Cloves, whole	.....	0 20	0 30
Cream of tartar	.....	0 25	0 32
Allspice	.....	0 12	0 18
Nutmegs	.....	0 30	0 55

MAPLE PRODUCTS—Pure maple sugar is in strong request and prices are higher this week. Other maple products are dull.

Pure maple syrup, bulk, per lb.	.....	0 06	0 07
Compound maple syrup, per lb.	.....	0 04	0 05
Pur Townships sugar, per lb.	.....	0 08	0 09

RICE AND TAPIOCA—The rice situation is quite unchanged since last week. Jobbers report a good, steady trade. Tapioca is firm, both in the primary market and locally, while demand is slight owing to the high figures asked.

B rice, in 10-bag lots	.....	3 10	
" rice, less than 10 bags	.....	3 20	
O rice, in 10 bag lots	3 60	
" O rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 7	0 08

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THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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MARITIME BOARD OF TRADE.

The annual meeting of the Maritime Board of Trade is one of the important gatherings of businessmen in Canada. Representing every section and every commercial interest of the three seaboard provinces, these men assemble and discuss, as the president says, "a wide range of interesting and live topics." The venerable secretary, Chas. W. Creed, was able to report that last year practically all their resolutions and recommendations had received consideration in Parliament. While this was satisfactory it was no more than right. The board is enthused by public spirit and ambition for the welfare of the provinces. It is made up of the ablest business men, men whose success has demonstrated their fitness to offer wise counsel in regard to matters of paramount public interest. Their deliberations and conclusions are worthy of the most serious consideration of every man in public life.

The people of the Maritime Provinces have felt that their part of the Dominion has not shared to the extent it should the wave of prosperity that has swept the West. They feel that the possibilities for success in the East are as large

as in the West. They want to keep their own people at home and secure a share of the many immigrants crowding into Canada from Europe. It is to help solve such problems, to gather up and focus public opinion and business counsel, that the board holds its annual meeting.

Through the efforts of the board we hope some day to see a union of the three provinces that will far more than combine their present influence in directing the destiny of the great Dominion.

TAX ON TRAVELERS.

If retail grocers would carefully consider the practice of holding up travelers for subscriptions and to buy tickets in aid of local undertakings, church, charity or sport, they would quit it. Fifty dollars a year is a low estimate of a grocery traveler's expenses on account of such demands. The Editor of the Grocer meets a great many travelers, and he is constantly hearing complaints of the practice, and if the merchants knew what the travelers think of it and of the men and women who hold them up in this way, they would hesitate for that reason alone, to make the levy. Tickets for entertainments, church socials, bazaars, lotteries, are a constant drain upon a traveler's purse, and his good-nature, and a drain, too, upon his respect for his fellow men. Many travelers are asked to buy membership tickets in local clubs, bowling, tennis, curling, and others which cannot possibly ever be of the slightest use to them. Some good ladies on the Finance Committee of their church society, will regularly ask a subscription of the traveler who calls to sell her husband goods. Many a traveler's dollar has gone to help defray a church debt, and the debt is all he ever knows about.

There are a great many thoroughly valid reasons why a merchant should not make these demands upon the men who come to him to sell goods. Take the case of the church. The traveler has his own church at home to help support. Why should he, a man of very moderate means and modest income, be called upon to contribute to the funds of churches all over the country? A man would have to be a miniature John D. Rockefeller to keep it up. It isn't once in a hundred times a traveler can use a ticket he buys, and some grocers have objected because a traveler gave away a ticket he had bought. Then the

practice engenders bad feeling. The traveler feels it is a hold-up; he gets no return for the money, but can't refuse for fear of offending a customer. There are some travelers with the backbone to say "No," and withstand all such unjust demands upon them, and they are usually among the most successful men on the road, but most men submit to it. Another reason is that the wise merchant will not put himself under obligation to the traveler or the wholesale house. It is the boast of many successful merchants: "We never asked a favor of a wholesale house yet." That is the right attitude in business. The practice of holding up the travelers is unfair. It is taking advantage of a man when his living is at stake. Some merchants solve their consciences by the assumption that, "Oh, the house pays it." The other day a man got a dollar from a traveler for a church fund, then turned over a page in his book and showed where he had got ten dollars from the house which the man represented. Sometimes, no doubt, the tax goes down as expenses, but more often, especially with city travelers it comes out of the traveler's own pocket.

THE EGG SITUATION.

Lately there has been some talk in the provision trade of a possibly good business in eggs being transacted between Canada and the Old Country this winter. It is hardly likely, though, that trade will get any further than the talking stage. About this time last year there was going to be a great deal of export business, but it did not develop and prospects this season are not very bright.

Conditions regulating the egg market this year are not ordinary. Owing to the high price of meat, butter, cheese, milk and the plainer foodstuffs, consumption of eggs has been larger than ordinarily is the case, while receipts on the other hand have not been greater in proportion. Parties keeping hens are forced to pay more for their keep than formerly, and in many cases they have killed off a number. Grain prices have been high and feed has been dear for months.

Conditions have been such, all together, as to make the supply less than the demand, and this being the case, prices have been very firm, with an advancing tendency.

Regarding business with the Old Country, since receipts are barely sufficient to supply the local trade, it is hardly probable that dealers will go to the trouble of selecting, paying cartage, freight and insurance, in order to ship the eggs to the Old Country houses, when English buyers are not interested in eggs costing more than is obtainable for them here. Selling locally, dealers have a minimum of expense, as compared with selling in an export way, and profits are more satisfactory.

Splendid

The annual Board of Trade meeting at high-water mark of the annual meeting. The meeting of large and many leaders in the province Wednesday called the board of welcome McRobbie, Trade; May President I matter of t



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Maritime Board of Trade

Splendid Annual Gathering of the Business Men in the Provinces by the Sea—Many Matters of Importance Discussed—Not Jealous of the West, But Determined That the East Will Make Good, Too—Demand for the Improvement of Transportation Facilities—The All Red Line.

The annual meeting of the Maritime Board of Trade was held last week in St. John, on Wednesday, Thursday and Friday, Aug. 21, 22 and 23. Last year's meeting at Amherst was thought to be high-water mark of success for a meeting of the amalgamated boards, but this meeting marks a new record of achievement. The attendance at this, the 13th meeting of the Maritime Board was large and representative and included many leaders of commerce and industry in the provinces. Promptly at 10.30 Wednesday morning President Fisher called the board to order, and addresses of welcome were delivered by President McRobbie, of the St. John Board of Trade; Mayor Sears, of St. John, and President Fisher. The most striking matter of the opening of the meeting

not come under their jurisdiction he thought this was a matter of much importance and that many more such institutions should be founded. He extended on behalf of the city a cordial welcome and trusted their deliberations would result in a great benefit to business men throughout the province. His worship's remarks were heartily applauded.

Programme Committee.

President Fisher then appointed the following committee to arrange the list of subjects for discussion: Rev. A. E. Burke, J. H. McRobbie, M. G. De Wolfe, Hector McDougall, A. M. Bell, F. C. Whitman and W. B. Snowball.

The Delegates.

Following is the list of delegates by provinces:

Anderson, E. W. Webster, Robert Harrington.

Kings County—A. E. McMahon, J. A. Kinsman, Geo. R. Pineo, E. Seaman.

Lunenburg—D. Frank Matheson, J. Frank Hall.

Oxford—Geo. F. Bissett.

Truro—C. E. Bentley.

Weymouth—Rev. Chas. R. Cunning.

Yarmouth—E. H. Armstrong, A. W. Eakin.

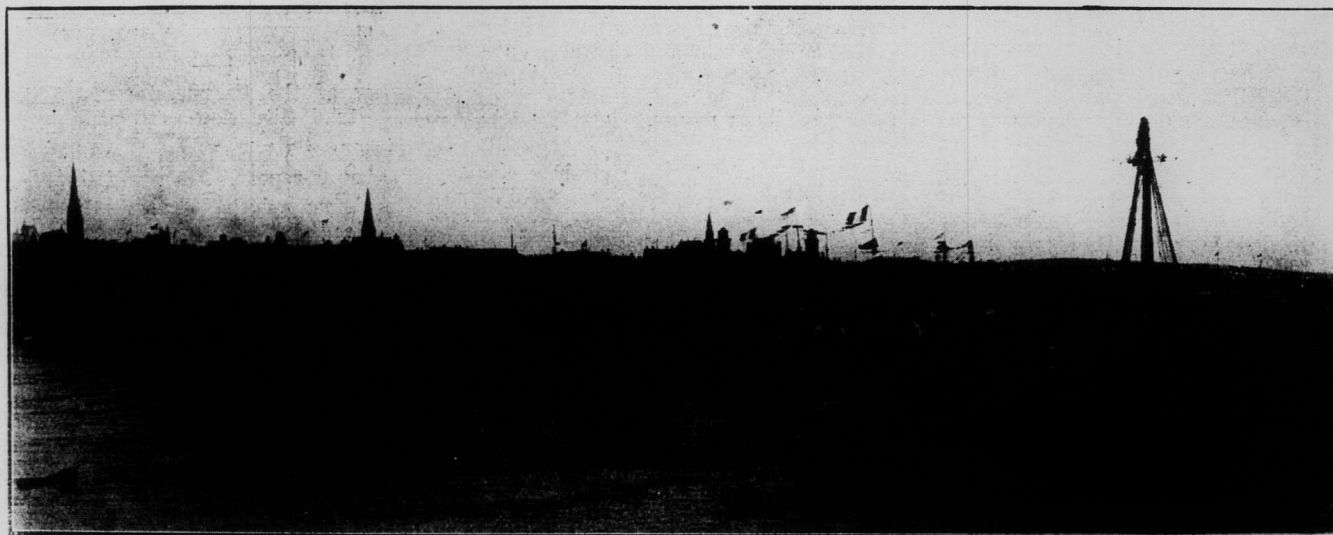
Sydney, C.B.—H. F. McDougall.

New Brunswick.

Chatham—W. B. Snowball, J. L. Stewart, Jas. Beveridge, W. S. Loggie.

Newcastle—John Morrissey, Geo. F. McWilliam.

Sackville—W. W. Andrews, F. B. Black.



St. John, the Ambitious City of the Atlantic Seaboard—Where the Maritime Board of Trade Met.

was the passing of a resolution endorsing the recommendation of the colonial conference for the All Red Line. This resolution was carried unanimously. The meeting was held in the cosy rooms of the St. John Board of Trade, which had been specially fitted up for the meeting and which were also elaborately decorated with flags and flowers.

His worship, Mayor Sears, after a few preliminary remarks of welcome said he thought in looking over the list of subjects to be discussed that technical education was one of the most important matters for their consideration. He referred to the recent visit of His Excellency the Governor-general to the Blinor Home Farm, and while it might

Nova Scotia.

Annapolis—F. C. Whitman, Geo. E. Corbett.

Amherst—E. B. Elderkin, R. Robertson.

Berwick—D. C. Crosby.

Bridgewater—R. Dawson, G. W. Godard.

Canso—E. C. Whitman.

Digby—H. B. Short, L. Peters.

Halifax—E. A. Saunders, A. H. Whitman, N. McHall, J. E. De Wolfe, W. A. Majot, A. Y. Wilson, A. M. Bell, G. S. Campbell and H. O. Smith.

Kentville—R. H. Dodge, C. O. Allen, E. J. Ward, M. G. De Wolfe, J. C.

Woodstock—J. P. Maney, J. E. Sheasgreen.

St. John—John H. McRobbie, W. E. Foster, W. H. Throne, T. H. Estabrooks, Jas. Pender, W. M. Jarvis, W. F. Hatheway, J. A. Likely, J. N. Harvey, J. Hunter White, W. F. Burditt, H. B. Schofield, F. W. Daniel, F. E. Dykeman, G. F. Fisher, T. H. Somerville, W. H. Barnaby, Geo. Robertson, M.P.P.; R. O'Brien, John Sealy, Wm. Kirkpatrick, A. H. Wetmore, Wm. Pugsley.

Prince Edward Island.

Alberton—Rev. A. E. Burke, Jas. E. Birch, W. H. Turner.

Charlottetown—Hon. Geo. E. Hughes.

SECRETARY'S REPORT.

Chas. M. Creed Presents His Statement of the Year's Work—Advances Made.

The venerable and able Secretary-Treasurer, Chas. M. Creed, presented his report, as follows:

To the President and members of the Maritime Board of Trade:

Gentlemen: Your Secretary-Treasurer begs herewith to hand you his report for the current year.

All the recommendations and resolutions passed at the last annual meeting were forwarded to the Ministers of the various departments of the Federal Government, those concerning local Governments were forwarded to the Premiers of same, copies of the Canadian Grocer, containing the proceedings of the annual meeting were forwarded to the Ministers of the Federal Cabinet, also to the Premiers of the local Governments; to Boards of Trade and to delegates who attended the meeting. On Nov. 8, copies of the Grocer, also all resolutions, were forwarded to the following Maritime Province members in advance of the opening of the Federal Parliament: W. S. Loggie and Dr. J. W. Daniels, New Brunswick; J. J. Hughes Prince Edward Island; Dr. J. B. Black, H. J. Logan, B. B. Law, and A. K. McLean, Nova Scotia, in order that they could become familiar with them.

On Dec. 3, shortly after the opening of the Federal Parliament, copies of the Grocer and also all resolutions were forwarded to all members and Senators from the Maritime Provinces. The correspondence with the same being, as also with various Boards, too voluminous to read, are now on the table for the inspection of members.

Annual Meeting at Amherst, N.S.

The annual meeting at Amherst, in August last, was a success, the subjects were well debated and nearly all the resolutions passed were brought forward and discussed at the Federal Parliament with good results.

Technical education has had the attention of the local Governments, and the Government of Nova Scotia are now about securing a site for the institution in this Province, and also have established a Bureau of Immigration and Publicity.

Annual Report.

The annual report was not published this year, the Canadian Grocer having such a full report of the proceedings of the annual meeting, it was used instead, at a cost of \$25, for 500 copies, it has been found quite satisfactory, has been appreciated, and quite a good sum has been saved thereby.

New Board.

Boards have been formed at Oxford and Weymouth, N.S., and have affiliated. One has also been formed at Shelburne, N.S. It has not yet affiliated, but I hope it may do so during the coming year.

Unaffiliated Boards.

The Boards of Trade not yet affiliated have had every attention paid them during the year, and I am pleased to report the Boards of Bridgewater and Lunenburg, N.S., have affiliated; also the Board of Woodstock, New Brunswick.

Reorganized Boards.

The Boards of Pictou and New Glasgow have been reorganized. Pictou Board has affiliated, and the Board at New Glasgow, it is hoped, will soon follow.

Correspondence With Board.

This has been conducted with vigor. During the year some of the secretaries have promptly responded to notices and letters, while many of them have been very slow, which has been the means of delaying the work, and it makes quite a rush as the annual meeting approaches. It is hoped, however, the secretaries will take notice and be more prompt the coming year.

Notices of Annual Meeting.

The subjects for discussion at the annual meeting were mailed to all Boards on Aug. 10, with notices of the date, place of meeting and railway arrangements for delegates, and also to the delegates from each Board.

In conclusion, during the past year as usual, everything has been done by me for the enlargement and advancement of the Board, at the same time doing all possible to assist your worthy President, in which I had the able assistance of M. G. De Wolfe, Esq., of Kentville as also that of W. E. Anderson, Esq., Corresponding Secretary, at St. John, N. B.

Accounts for the Year.

The accounts for the year are all prepared, but as several Boards will pay their per capita tax before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES M. CREED,
Secretary-Treasurer.

Following is a list of the Maritime Boards of Trade:

Affiliated Boards:

Nova Scotia.

Annapolis, Amherst, Antigonish, Berwick, Bear River, Bridgewater, Canning, Canso, Chester, Caledonia, Digby, Dartmouth, Halifax, Kentville, Kings County, Lockport, Liverpool, Lunenburg, Oxford, Pictou, Truro, Wolfville, Windsor, Yarmouth, Sydney, North Sydney, Weymouth.

New Brunswick.

Chatham, Moncton, St. John, Sackville, St. Stephen, Woodstock, Newcastle.

Prince Edward Island.

Charlottetown, Summerside, Souris, Southern Kings (Montague), West Prince (Alberton).

Unaffiliated Boards:

Nova Scotia.

Middleton, New Glasgow, Shelburne, Pugwash, Glace Bay.

New Brunswick.

St. Andrews, Fredericton, Campbellton.

Visits to Industries.

President Fisher, informed the delegates that invitations had been received from the following industrial enterprises, to go through their premises: The Partington Pulp & Paper Co., Andre Cushing & Co.'s sawmill, The Cornwall & York Cotton Mills, T. S. Simms & Co.'s brush factory, and others. He said that letters of regret at their inability to attend had been received from the Boards at Bangor, Portland and the State of Main Board of Trade. Forty-nine Boards were represented in this body.

Facilities would be provided, the President said, to take any members who might desire to go to the west side to view the harbor improvements.

The Secretary read a number of letters of regret at inability to attend from Sir Wilfrid Laurier, the Governors of the Maritime Provinces, Lieut.-Col. J. B. McLean, Secretaries of the Montreal, Toronto and Ottawa Boards of Trade, and the Canadian Manufacturers' Association, and several western newspapers.

PRESIDENT'S ADDRESS.

Review of the Commercial and Industrial Situation in Canada.

President W. S. Fisher then delivered his annual report. He said:

"Gentlemen of the Maritime Board of Trade:

"I would like to add a word to what you have already heard from the Mayor of the city and the President of the St. John Board, to express the pleasure it gives me in common with all our citizens, to welcome to this city and meeting so representative a gathering of the commercial, professional and industrial interests of these Maritime Provinces.

"I also wish to express my appreciation of the honor conferred upon me in electing me as your President; and hope that the same kindly feeling which has prompted this, will also incline you to overlook my shortcomings.

"Boards of Trade have been aptly termed the Business Men's Parliaments; and while they have no power to enact laws or to put into effect such legislation as they may consider desirable, yet their influence in creating public opinion and directing attention to matters along lines of public interest is very considerable and is being more and more recognized.

"The opportunity afforded by such a gathering to exchange ideas concerning the problems that face us all cannot fail but have a stimulating effect, not alone upon each individual present, but also upon the community in which he lives.

"The list of subjects that we will be

called upon range of interest such as to be considered in order that when fairly the press a bodies to who and who alor put them int The Sec deal with th ing the past attempt to wish to pay earnestness up the work fore the mer the Federal ments.

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called upon to discuss covers a wide range of interesting and live topics, and are such as to demand most careful consideration before decisions are reached, in order that they may stand the test when fairly discussed by the public, in the press and before the legislative bodies to whom they will be submitted and who alone have the power to finally put them into effect.

The Secretary, in his report, will deal with the work accomplished during the past year. I will, therefore, not attempt to discuss it; but in passing wish to pay a tribute to the zeal and earnestness he has shown in following up the work and in keeping it well before the members and Ministers of both the Federal and Provincial Parliaments.

To the West Indies.

"I also wish to place on record the hearty appreciation of the liberality of Messrs. Pickford & Black, who so kindly sent at their expense delegates from different sections of Canada to the West Indies for the purpose of discussing with the merchants and others there the development of trade between the two countries. That good results will follow there can be no doubt. As this subject is on the agenda, we will hear further particulars at a later stage.

"Our main concern now is with the present and the future. We are here to determine what can be done by mutual co-operation to improve conditions; to find the weak spots and suggest the remedies.

"The turn of the east to share in the great progress and prospects of the country, while somewhat delayed, is surely coming; and as the west fills up, attention will be drawn and capital invested to a greater degree in the development of the great natural resources of the section in which we live.

"It behooves us to help this along by being alert to every opportunity; to keep our case well to the front; to prevent our advantages being overlooked; and so hasten the time when through this development our population and wealth may be increased and our young men made to realize that there exists for them in the east as good an opportunity for advancement and progress, as good a prospect for the intelligent man who is willing to put his shoulder to the wheel and work, as there is in any part of this broad Dominion.

Advantage of Difficulties.

"The Governor-General is just completing his tour of the Maritime Provinces, and while here has given us many inspiring thoughts and has referred specially to the general prosperity and absence of poverty in evidence on every side.

"Among other things, he drew attention to the Dutch, a people who by their patient, untiring industry have overcome tremendous natural drawbacks.

"This suggests two thoughts: First, that those individuals and countries succeed best who have many difficulties to encounter; and, second, that our natural

advantages are very great, greater than perhaps we realize; and that while we have many difficulties to overcome, they are small in comparison with those that have been surmounted by others in the past.

"The lumber and pulp industries have been very prosperous for some years, and there is a much greater recognition of the increasing value of our forests, as well as a disposition through reforestation, protection from fires and, in many other ways, to preserve and increase their value as a source of future wealth.

"A new feature in this trade is the fact that a considerable quantity of spruce lumber is now being shipped to Ontario, owing to its growing scarcity in that Province.

"This fact is suggestive, as showing the possibilities in that connection and the widening market for one of our principal products.

Fruit Farming.

"Fruit farming is attracting more attention each year and there seems no reason why it should not develop enormously, situated as well as we are to cater to the export demand.

"If one might make a suggestion regarding this branch of industry, it would be a co-operative movement on the part of growers and shippers with a view to such a system of grading and packing as will ensure absolute confidence on the part of buyers.

"In the American States of Oregon and Washington, co-operative apple growers' associations exist, and have accomplished a great deal for their members in establishing a uniform standard of quality and, as a result, securing the very highest market prices.

"The establishment of evaporating factories now under way at different points in the apple growing districts, will help this very much by providing a market on the spot for the poorer grades.

Cold Storage.

"Another movement marking a distinct advance is the establishment of cold storage facilities at central shipping points, which will prove of great advantage in handling fruit, fish and other products specially.

Fishing.

"The fishing industry, which employs many thousands of our population, is of great importance, as shown by the statement that the annual yield is valued at fourteen millions of dollars. On the agenda paper several topics under this heading appear, which will, no doubt, be so fully debated as to throw much new light on a topic of such deep interest.

Mining.

"The coal industry of Nova Scotia has grown with great rapidity during the past few years, the output for the past season being in the vicinity of six million tons. Unfortunately, labor and other troubles exist at present in some of the most important centres, which,

let us hope, will soon be settled in such a way as to ensure prompt resumption of work and such an agreement for future operations as will be fair and equitable to all interests.

"In New Brunswick the past year or two has seen considerable increase in the quantity and improvement in the quality of coal produced; and it is said the prospects for future development are excellent.

Transportation.

"Canada, forming as it does a long and comparatively narrow strip of country, the question of cheap and rapid transportation is one of the utmost importance. With one complete line of railway from ocean to ocean, which, with its ramifications makes a total of over 10,000 miles, and two other trunk lines in course of construction, the interior development is being well provided for.

"To supplement this excellent work and to complete these chains of communication so as to make it possible to carry on the entire commerce of the country over its own rails and through its own ports with the maximum of despatch and the minimum of expense, and also to secure that share of the all-round-the-world trade in passengers and freight that our geographical position entitles us to, no effort should be spared and no expense considered too great for the country to undertake in improving our ports and making their approaches safe and easy.

"Much has been done to improve the St. Lawrence route, that most important of Canadian highways. Much still remains to be done. Something also has been done in equipping the ports of the Lower Provinces which afford the only entrance or exit for the Dominion for six months in the year. Much more is required. The United States Government spends millions every year in deepening the channels and improving the harbors of Portland, Boston, New York, Philadelphia, Baltimore and New Orleans; and these ports have captured far too large a percentage of our ocean traffic. If we are ever to become independent of them we must do as they have done. It means much for the future of the country and no question is of greater importance. It is not a matter in which the Maritime Provinces alone are interested; the wellbeing of the whole of Canada is involved. Unless this work is done promptly, it will be impossible to capture the rapidly growing traffic of the Northwest and keep it within Canadian channels.

Building of the West.

"We are deeply interested in and immensely proud of the development and prosperity of the West, and have for many years cheerfully contributed by heavy drafts upon our pockets and upon our population to its up-building, looking forward to the time when we would secure our share of the wonderful prosperity that its growth has brought to the whole country. As Sir

Wm. Van Horne so well put the case a few years ago, when referring to the slow development of our ports, he said: 'We have enlarged the hopper and not the spout.' It is not a safe thing that we should continue to be dependent to so great an extent upon the ports of a foreign country. Therefore let us urge that the cause be removed. The case is strong and the matter important.

"Do the people in Ontario, Quebec and the western portions of the Dominion realize how necessary a link we are? Do they fully recognize that without the Provinces-by-the-Sea there would be no exit or entrance for passengers, mails or freight for six months of the year, excepting through the ports of another country? And that the tremendous development in the foreign trade that is being looked forward to with such promise, would be impossible? If not fully cognizant of the importance of the Maritime Provinces to the full development of the country at large, should this not be made clear?"

"There is no need for us to be over-modest in pressing our case. Let us make every effort to impress upon the governing powers that no time should be lost in having our ports and approaches so equipped that the expressed policy of Sir Wilfrid Laurier—that he would not rest satisfied until every pound of Canadian freight should be carried through Canadian ports and over Canadian railways—can be carried into effect.

The All-Red Route.

"Before leaving the question of transportation, brief reference should be made to the All-Red Route, the practical outcome of the agitation for years for a fast mail service on the Atlantic. The great importance of this movement to the country is recognized and the question is absorbing much attention throughout the Empire, and if carried out, as proposed, will be fraught with great results.

"The question of better communication between Prince Edward Island and the mainland, a matter of great moment to those on both shores, appears on the agenda, and will, with the above, be discussed in due course.

Agricultural Development.

"Our agricultural development is not what we should expect or what the opportunities demand. We are not producing nearly enough for our own needs. We are every year bringing in from Ontario and Quebec large quantities of oats, beans, bacon, poultry, beef, onions, cheese, butter, lard, etc.; whereas we should not only be producing all we need for home consumption, but in all these lines and many more we should have a large surplus for export for which we are so admirably situated.

"A glance at the list of Canadian exports or a visit during the winter to the export warehouses in St. John and Halifax, will serve to show the vast

quantities of these goods being exported by Ontario and Quebec.

"Why is it that our farmers are so little alive to the opportunities offered them through the excellent market right at their doors, as well as to the still greater market abroad for our surplus products, which, geographically, we are in such an unequalled position to cater to?"

"The only Maritime Province that is to-day producing a surplus of food products is Prince Edward Island, mainly owing to the fact that farming there is carried on on a more scientific basis, which proves what could and should be done in the other Provinces as well.

"It is worthy of note in this connection that the counties of Carleton, Victoria and Madawaska, in New Brunswick, are developing a large trade in potatoes with Ontario, where, it is stated, they cannot be grown to so good advantage and where the quality is not so good.

Future of Dairying.

"Another reference in passing might also be made to the development in dairying that is going on in Sussex, where last year several hundred thousand dollars were paid out for milk and cream by one concern alone whose further extension is solely a matter of increased capital. A great deal more might be said to emphasize the need and the opportunities, but this is not necessary as the facts are patent to us all. It would seem that a more aggressive agricultural policy would in a large measure gradually remedy this and by infusing more life into the farmers through agricultural societies and farmers' institutes, awaken a more lively and intelligent interest in their vocation, which is the chief and most important of all and the real basis of our greatest prosperity and progress.

"Much is said and written deploring the tendency of the young people to leave the farms and drift towards the cities because of their apparently greater attractions. With the spread of that practical education referred to elsewhere and the awakened intelligence and interest aroused in farming pursuits in consequence, as well as the better financial returns which will follow, life on the farm will be made much more attractive.

"In addition to this, the extension of the telephone into the rural districts, the advent of better roads, with improved and more frequent mail service, will do much to remove that sense of isolation which is now an important factor in deterring young people from remaining on the farms.

Immigration.

"In the past we have been rich in men, have done our share in providing men of great breadth of thought, who have been important factors in creating, cementing and developing this Dominion. Of this same material we may feel sure the supply will not fail. For many years, unfortunately, quite too many of

our young men found it necessary to seek their fortunes in the adjoining republic; and go where you will, you will find they are rendering a good account of themselves. For some time past the current has changed and those of our young men who seek other fields and what appears to them greater opportunities, are finding their way to our own West. While we regret the fact that so many leave the Maritime Provinces, it is a great satisfaction to know that they are helping to build up and develop our own country.

"What can we do to fill up the vacancies thus made and thus maintain a population sufficient to develop our own resources? How can we better do this than by making a greater effort to secure our share of that stream of immigrants who are flocking to our shores, seeking that freedom and opportunity which they fail to find at home? Very few of these know anything of the Maritime Provinces or of the openings that exist for them here, mainly owing to the fact that in the advertising matter issued in the past by the Federal Government little or no reference is made or information given about this section, their effort having been concentrated in exploiting the West.

"Our board has been urging for years that this be remedied and it is gratifying to note that the Dominion immigration authorities have at last awakened to the need, and at the present time have a staff collecting illustrations which it is understood will, with other necessary information, be used in the advertising matter to be distributed abroad in the future. If this is done, and the local government of the Lower Provinces co-operate in offering inducements and in making known what we have to offer, good results must follow.

Co-operating With the Army.

"Within the past year the several provincial governments, co-operating with the Salvation Army, have secured some very good citizens from among these whom this excellent body have been instrumental in bringing across the ocean; but much more remains to be done.

"We have not been alone among the eastern provinces in feeling the drain and consequent scarcity of labor, owing to this outflow to the far west, as in Ontario, also, this became so serious that some years ago the government there, assisted by the Dominion Immigration Department, started a special colonization bureau to procure settlers who would replace those drifting westward, with the result that last year more than 30,000 over-sea emigrants were secured and are now chiefly settled in the agricultural sections of that province. This year they expect a large increase over last; and, as we have as much to offer as Ontario, why should we not take a leaf out of their book?"

"There are many thousands among the sturdy, industrious people of Northern Europe whose conditions of life are hard, and who would be glad to come to these provinces and make their home

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among us if the proper effort were made to show them what the opportunities are and to give them such encouragement as they need to induce them to come; and when here, to get them started on the right lines.

Technical Education.

Technical education is a subject of great moment and one that is absorbing much attention. What has been done for years in Germany, Great Britain, and the United States, and what is now beginning to be done in Canada, shows the deepening interest taken by educationalists the world over in providing that practical education which teaches not only the value of dignity of labor, but that theory and practice must go hand in hand in securing that all-round training so needed to develop the best in man. To train boys and girls in merely literary accomplishments to the total exclusion of industrial, manual and technical training, tends to unfit them for industrial work, and in real life most work is industrial. The calling of the skilled tiller of the soil or of the skilled mechanic should alike be recognized, just as emphatically as the calling of the lawyer, the banker or the merchant. The abandonment of the old apprentice system has resulted in a great scarcity of trained mechanics and this lack must be made up by the trade school if we are to hold our own in industrial pursuits.

"Nova Scotia is moving in the right direction through the Government Agricultural Institute already established and the Technical College about to be. Sir Wm. Macdonald has done much for the country in establishing in each province consolidated schools with excellent teachers and departments devoted to manual training, domestic science and school gardens, supplemented by careful indoor studies in agricultural and other lines. We also are aware of the great work he has done at McGill and at Guelph, and is now doing at St. Anne de Belliveau. These are movements that will prove a great boon in fitting the coming generation to grapple with the problems confronting them as they take their places in the ranks of the workers.

Industrial Situation.

"With raw material such as coal, iron, lumber, etc., in abundance; with a climate in which men can work in comfort at all seasons; with an intelligent people available as operatives; with good facilities for gathering together the necessary raw materials at many points; with good local markets for many lines now imported; with excellent steamship services to the largest markets abroad; with a rapidly growing market in our own West, the opportunities for industrial development are not lacking.

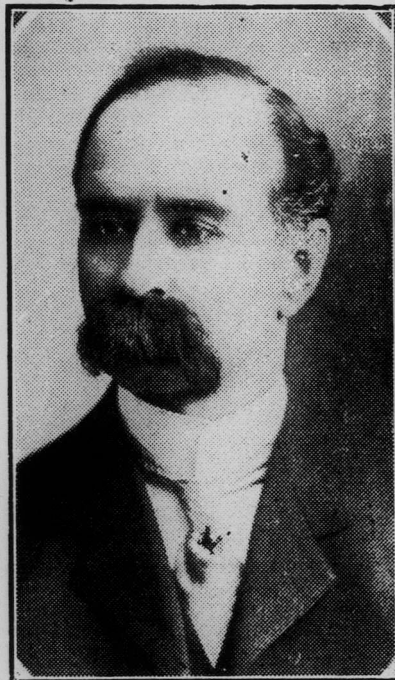
"At the present time more than one hundred manufacturing firms in these Provinces are shipping goods to western points and the number of these is constantly growing. Ten years ago the number of our manufacturers doing business outside the limits of the Mari-

time Provinces could almost be counted on one's fingers. It means effort and the expenditure of labor and capital to obtain a foothold there; but when we consider the prospect, is it not worth while?

"What is the prospect? The present population of Canada is estimated at six millions in round numbers. The immigration this year will likely exceed 300,000. At all events, we are safe in figuring that during the next ten years it will at least average that number; thus making a total increase during that time from immigration alone of three millions or more. Add to that as a conservative estimate the natural increase after all allowances at an average of one hundred thousand yearly, and we will have a total population in Canada ten years hence of not less than ten millions.

Immigration as Wealth.

"It is estimated that every immigrant is worth to the country not less than one



GEO. E. HUGHES
of Charlottetown P.E.I. the newly
chosen 1st Vice-President of Mari-
time Board of Trade.

thousand dollars, which—if correct—means an increase in our natural wealth from immigration alone, of three hundred millions yearly.

"Think what this vast accession to our population and wealth means in increased demand for every conceivable class of goods, especially when it is remembered that practically all this new population is made up of adult workers who require everything from the ground up. Is it not, therefore, well worth our determining to secure a share of the trade in manufactured goods that this growing market will afford?

"Referring briefly to the industrial growth around us, it is only necessary to

mention one or two examples of what is possible. Amherst, where we met last year, and where is seen the result of the work of a few progressive spirits, is again in the van this year in being the first section to carry into effect Edison's scheme of producing electric power at the pit mouth and transmitting it by wire direct to the factory; the Sydneys, where two of the greatest iron and steel industries in Canada have been developed in the past ten years. These might be enlarged upon or others given, but are sufficient as examples of what can be done.

"It is surely very clear that in this, as in the exploitation of all our opportunities, we have touched only the very fringe, and that it only needs men with the requisite knowledge and possessed of the right parts to take hold and secure results.

"For this the money should be easily available. We know from experience that when some well spoken gentleman from a safe distance appears with an alluring promise of high returns and waves his magic wand, the wherewithal is not lacking. If some of this surplus wealth which during the past has been lost in experiments of this kind, had been invested at home, the results both to the country and to the individual would have been much better.

Federal Insolvency Law.

"Before concluding, I wish to draw attention to the need that exists for a general insolvency law that will apply to the whole Dominion, looking to the proper protection of creditors and to the equitable distribution of insolvent estates. This is becoming more urgent as trade between the different sections of the country develops. Those firms who are doing business in every Province find the present system very troublesome, and the number of these is increasing rapidly. The present laws are inadequate. The merchant wants no uncertainty as to his rights and at present there is such, owing to the variety of laws in existence in the different provinces.

Summing Up.

"To sum up, how shall we secure that measure of progress and prosperity which should be ours?

"First, through the development of our rich natural resources; viz.: agriculture in all its branches; mining, lumbering, fishing.

"Second, through the development of our manufacturing industries.

"Third, through being on the highway of the all-the-world-round traffic, and by holding the key to the position as providing the only access from the interior to the Atlantic on Canadian territory for six months in the year.

"Where in the whole of Canada or elsewhere can be found a pleasanter country in which to live, a happier and healthier people, more real comfort and fewer drawbacks, than in the Maritime Provinces? As with men, so with communities; it is the strong, hopeful one that wins. Let us, therefore, strike a more hopeful note. Let us more fully

realize the advantages we possess. Let us abandon any inclination towards pessimism, and with that courage born of faith and common sense, co-operate in securing our share of the progress and prosperity with which this country is being so abundantly blessed."

Mr. Fisher was cheered and applauded as he sat down.

Maritime Union.

The president called upon C. A. Duff-Miller, agent-general of New Brunswick, in London, and Hance J. Logan, M.P. for Cumberland County, N.S., to address the meeting.

Mr. Miller had left the meeting, but Mr. Logan made a few very interesting remarks. He thought there was more business on the list than could be gone through with properly, and said he had noticed that oftentimes matters of importance were rushed through without thought. The Maritime Provinces should be bonded more closely together and not pull so much for the separate Provinces. He was always ready to work in the interests of the Maritime Provinces, not Nova Scotia alone. He referred to the new electrical power plant at Chignecto Mines by which the Amherst industries were supplied with power.

The list of subjects submitted by the committee was then taken up.

The All-Red Line.

The first subject discussed was the All-Red Line project of a fast line to the Orient through Canada. G. M. Campbell, of the Halifax board, introduced the subject. He said he thought it was generally realized that such a line would be a great help to Canada, and in particular to the Maritime Provinces, as the terminus would be down here.

At present nearly all notable people and bodies of men coming to Canada do not see the Maritime Provinces at all. This line would make us better known. In Halifax they had been making strenuous efforts the past few days to induce the British journalists, now touring Canada, to come here for a day, and they had made satisfactory arrangements to that effect. If the proposed line were inaugurated, all such bodies would pass through the Maritime Provinces. He said he wouldn't ask them to endorse Halifax, as the western terminus, but asked that the resolution be adopted in some shape, so that the feeling of the Maritime Provinces might be known.

The resolution was seconded by M. G. De Wolfe, who said he thought the matter a most important one, not only to the seaboard towns, but inland as well.

A. M. Bell, of Halifax, also spoke on the subject, referring to the remarks made by Earl Grey at Halifax, that England had made a colossal blunder in subsidizing the Cunard steamers at the enormous amount that they had given them. He thought the proposed scheme would be a great benefit to the Maritime Provinces and Canada.

Geo. Robertson also spoke on the subject, and the resolution was unanimously adopted.

It reads as follows:

"This convention of the Maritime Board of Trade, believing that fast high-class mail, passenger and express freight service between the British possessions would be of immense material and political advantage to Canada and all parts of the empire, hereby heartily endorses the 'All Red Line' project proposed by the Premier of Canada, and unanimously adopted, at the recent Imperial Conference held in London, and urge the Canadian Government to take all possible steps to hasten the inauguration of the scheme."

The second subject—a national banking system, introduced by the Chatham board, was laid over for consideration later on.

Cold Storage in Steamers.

A resolution favoring the installation of cold storage facilities in steamers plying between ports in the Maritime Provinces and Newfoundland was presented by Hon. Geo. E. Hughes, of Charlottetown, and seconded by Hector McDougall, of Sydney. It was discussed at length by a large number of the members present including Rev. A. E. Burke, Hon. Wm. Pugsley, Hance J. Logan, M.P.; J. E. Birch, J. E. De Wolfe, Joseph Likely and others. Several changes and amendments were suggested, and the sense of the resolution as finally adopted was that the Federal Government should see that subsidized freight steamers plying between the ports of Prince Edward Island and Sydney and of Newfoundland be equipped with cold storage facilities.

There was a lengthy discussion on the question of some changes in the Canadian coinage, but the matter was allowed to lie on the table.

WEDNESDAY AFTERNOON.

The Railways and Express Rates—Pulpwood Export.

At the opening of the afternoon session, W. B. Snowball, of Chatham, announced that the member from their board who was to have submitted a resolution on "A National Banking System" was not present, and he thought that subject had better lie over.

E. H. Armstrong, of Yarmouth, brought up the subject of the advisability of the Dominion Government taking over the railways of western Nova Scotia and making them a part of the Intercolonial system. He referred to the great passenger traffic at Yarmouth by steamer and also by rail.

If the I. C. R. was to be a government road, he thought the roads in western Nova Scotia should be taken into the system. There were two railways in Nova Scotia, the D. A. R. owned by English parties, and the Halifax and Southwestern owned by McKenzie & Mann. He said that the eastern part of the province and New Brunswick had received more from the government in the I.C.R. than had the western part of Nova Scotia. The I.C.R., he said, was built to bind together the four provinces, Quebec, Ontario, New Brunswick and Nova Scotia. The western part of Nova Scotia had contributed more than its share in the ex-

pense of building this road, as it was not served as were the other districts. The I. C. R. had been extended to various towns of the eastern part of the province, and if it was good for the east it was good for the west.

He quoted Hon. H. R. Emmerson as advocating the extension of the I. C. R. by taking in branch lines, and claimed that the pro rata cost of the western railways was below that of any other railway in Canada. If this was so, the I. C. R. could to advantage take over these railways. He then read a resolution, which was seconded by H. B. Short, of Digby. Mr. Short pointed out that only three freight trains a week passed between Digby and Yarmouth. He heartily endorsed the arguments of Mr. Armstrong.

W. Frank Hatheway also cordially endorsed the proposal that the I. C. R. should take over these lines. He hoped the resolution would be carried unanimously.

All the Branch Lines.

H. J. Logan, M.P., thought that the resolution should include all the branch railways in the Maritime Provinces. He could think of several in New Brunswick and one or two in Nova Scotia that he did not think the people along the lines would object to having the I. C. R. take over. Many of the roads were unsafe. He was strongly in favor of all these small roads being taken over by the I. C. R.

The resolution was as follows: "That in the opinion of this Maritime Board of Trade, it would be greatly in the public interest and to the advantage of the Intercolonial Railway, if the Federal Government were to acquire by purchase or lease the railways of western Nova Scotia, and also the branch lines connecting with the Intercolonial Railway in Nova Scotia and New Brunswick, and to operate them as part of the Intercolonial system, and that the government be urged to take the necessary steps to acquire such railways, provided, the same can be purchased or leased on reasonable terms, based not merely on the original cost, but also on the earning power of the lines."

F. A. Dykeman also spoke in favor of the small roads being taken over by the government. The resolution, he said, should be changed to take in all branch lines. W. B. Snowball spoke in support of the resolution being enlarged to take in all small railways. He referred to improved conditions on small lines that were taken over by the I. C. R. Frank Black, of Sackville, thought the resolution was too local and should be broadened to take in all lines. He knew, for instance, that people along the line of the Cape Tourmentine Railway would not object to the line being taken over by the I. C. R. Mr. Armstrong, the mover of the resolution, said he was agreeable to changing it to embrace all branch lines if the members wished it. It was then decided that the matter should lie over for a time to see if it could be drafted in more suitable form.

Express Rates.

Hon. Geo. E. Hughes presented a resolution asking for an improvement in the express rates, as now in force in Prince Edward Island. The Canadian Express Company, he said, was now the only company doing business there and

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it had a monopoly. Rev. Father Burke seconded the resolution and cited instances of excessive charges for sending away shipments of fresh fish. The result of these exorbitant rates was to kill the trade in fresh fish as far as Prince Edward Island was concerned.

Mr. Wilson, of Halifax, who was interested in the fish trade, spoke of difficulties in getting fair express rates when only one company was doing business in the territory. He cited a number of instances of unfair charges. W. B. Snowball advocated that the resolution be so enlarged that the I. C. R. should grant running rights to all express companies.

H. B. Short, of Digby, spoke of the difficulties experienced at Digby, and urged that the resolution should take in all subsidized steamers as well as railways. A. J. Logan, Amherst; J. E. DeWolfe and G. S. Campbell, Halifax, also spoke on the question.

Position Reaffirmed.

Mr. DeWolfe read a resolution on the subject which was passed at the meeting in Moncton in 1904, and on motion it was reaffirmed. The resolution read as follows:

"Whereas, under the Railway Act all express companies may have same privileges over all railways in Canada, except over the Intercolonial Railway, and

"Whereas, under the contract between the government and the Canadian Express Company, paragraph 15, stipulates that this agreement is subject to the condition that equal facilities and equal terms shall and may be granted to any or all express companies which may contract with his majesty for the conduct of an express business over said railway, or any part thereof, and

"Whereas, over the I. C. R. between Montreal and Moncton, and from Truro eastward in Cape Breton and in Prince Edward Island, there is only one express company permitted to do business, and

"Whereas, the shippers of fish and other merchandise from eastern Nova Scotia and Prince Edward Island, and shippers of fruit from western Canada to points on the I. C. R. east of Truro are handicapped by being shut out from a competing express service and compelled to pay extra rates of carriage, and

"Whereas, numerous resolutions have from time to time been addressed to the government asking that the Dominion Express Company be granted same privileges over government railways as are granted to the Canadian Express Company;

"Therefore, resolved, that this Maritime Board of Trade endorse said resolutions and urge upon the government the early granting of said privileges to other companies than that one now having the monopoly of the express business;

"Further, resolved, that copies of this resolution be forwarded to the Minister of Railways and Canals, Minister of Finance and maritime members at Ottawa."

I. C. R. and Branch Lines.

Mr. Armstrong, of Yarmouth, at this point presented his resolution on the subject of the I. C. R. taking over branch railways, in which he had made

several changes as suggested in the discussion previously.

Hon. Mr. Pugsley thought the board should not pass the resolution without inserting a clause that the government should only take over the branch lines on paying a "reasonable" price for them.

Mr. Whitman, of Annapolis, claimed that the board was only offering a principle, and of course the government would use its best judgment in whatever action they took. Mr. Armstrong also spoke along the same lines and urged the adoption of the resolution.

Alderman Baxter thought the McKenzie & Mann roads would not generally be considered branch roads. There was a probability that McKenzie & Mann would build a line down the St. John valley; it would not be a branch road, but probably part of a transcontinental system, and it wouldn't be expected that the I. C. R. should take it over. He thought the resolution should be worded differently.

Hon. Mr. Pugsley said he was strongly in favor of the government taking over branch lines, but he thought that they should put in the resolution the words "at a reasonable cost."

H. J. Logan, M.P., thought there was but little difference between the suggestions, and it might be well if the mover of the resolution and those who desired it changed somewhat, should get together and draft it up in suitable form. On motion of Ald. Baxter, it was decided to allow the matter to stand over until Messrs. Armstrong, Pugsley, Short and Logan will present a new resolution to the meeting, embodying the changes suggested.

Pulpwood Export.

The next matter taken up was "the export duty on rossed pulpwood," presented by W. B. Snowball, of Chatham. The resolution was as follows:

"Whereas, it has been the policy of the Federal Government to encourage and promote manufacture within the bounds of the Dominion by duties sufficiently high to keep out foreign manufacture, and by bounties to encourage the use of home raw material, and

"Whereas, the Federal Government has expended large amounts to promote agriculture and to boom the western country, and to encourage emigration from the motherland and foreign countries; and

"Whereas, we have within the bounds of our eastern Canada as a natural product, spruce pulpwood, capable of providing employment for a large number of our present people, and for many who may come to find homes here at profitable wages, instead of going west and thus populating our eastern provinces; and

"Whereas, this wood is being raised in New Brunswick, Nova Scotia and Quebec, and shipped in that state to the United States to keep their pulp mills running.

"Therefore, resolved, that this Maritime Board of Trade is of the opinion that the exportation of pulpwood should be prohibited by the Federal Government."

Mr. Snowball advocated that a prohibitive export duty be put on pulpwood, so that manufacturers would be induced to come here instead of taking

the wood out of the country and manufacturing it elsewhere.

In Chatham, there was a rossing plant that provided more pulpwood than could be used by the mill there now, and other mills should be built there. He thought also that paper should be manufactured here as well as the pulp. No raw materials should be allowed to cross the border.

Mr. Ward, of Kentville, in seconding the resolution, gave some interesting information on the scarcity of spruce in Nova Scotia, which is used for pulp. He thought no rossed pulpwood should be exported, as the forests would soon be depleted.

Pulpwood Silk.

Mr. Andrews, of Sackville, showed to the members a piece of black silk made from pulpwood. He thought there was a possibility, some time in the future, of Canada manufacturing goods of that kind.

James Beveridge, of the pulp mill at Chatham, also spoke on the subject of pulpwood and the manufacture of pulp. He thought this board should support the resolution so ably put forth by Mr. Snowball.

Geo. Robertson, M.P.P., spoke interestingly of the uses to which the product of pulp could be put, and he thought it would be only a matter of time when Canada would be manufacturing clothing, shoes and other products from pulp.

Should Prohibit Export.

H. B. Schofield, of the St. John board, said he hoped the time would come when the exporting of pulp would be prohibited altogether, and all the paper and other materials made from the pulp be manufactured in Canada. J. C. Anderson, of Kentville, also spoke on the subject, and Mr. Dawson, of Bridgewater, urged that the resolution should deal with all pulpwood, not only with the "rossed," i.e. that from which the bark has been removed.

F. C. Whitman, of Annapolis, and Mr. Pineo, of Kentville, also discussed the subject, and it was pointed out that the resolution would prevent individuals from selling their woods as they might wish.

Mr. Snowball said he had no objection to striking out the word "rossed." He did not know that any but rossed pulpwood was exported. Regarding the contention that private owners would be prevented from selling their wood as they wished, he said it was a matter of national interest and they should deal with it in a broad manner. They should not let their private feelings come in a matter of this kind.

J. H. Whitman, of the Halifax board, submitted a resolution to the effect that a fisheries board should be appointed along the lines of the fishing board of Scotland, to act under the department of marine and fisheries for the regulation and control of the Canadian Atlantic fisheries. He spoke at some length on the subject and cited many instances to show that an inspection of fish and packages for shipping them was needed.

Mr. Eakin, of the Yarmouth board, in seconding the resolution, presented another dealing with the lobster fisheries and their preservation.

Some, he said, advocated having a size limit on lobsters of 10½ inches, others advocated closing the fishing for a period of five years. His own view was that pounds might be provided near the canning factories, where a government inspector could measure the lobsters, and all those under size could be put in the pound. For a diet they could be fed on pickled dogfish, and this would help to do away with this dogfish pest. He strongly favored the resolution submitted by Mr. Whitman. He read a paper dealing exhaustively with the lobster question which was heartily applauded.

Mr. Wilson, of the Halifax board, also spoke at length on the subject, and quoted statistics to show that a fisheries board would be a benefit. Geo. Robertson, M.P.P., M. G. DeWolf, of Kentville, and F. C. Whitman, of Annapolis, also spoke on the subject.

As it was then six o'clock, it was decided to defer further discussion until the evening session.

WEDNESDAY EVENING.

The Lobster Fisheries Question—Maritime Provinces as a Home.

At the evening session the debate on the resolution presented by Mr. Whitman, of Halifax, on the fisheries question, was resumed. H. B. Short, of Digby, strongly supported the resolution. He thought steps should be taken at once to protect the lobster fisheries.

W. S. Loggie, M.P., of Chatham, said he could not agree with the gentlemen who had spoken on the subject. He thought the interest in lobster fishing was not waning, and that the government was taking every reasonable precaution to protect the fisheries. He thought a greater danger was the pressure that was being brought to bear by people in Nova Scotia to increase the number of factories. There were factories enough, but they wanted more hatcheries. However, if it was felt that a fishery board would be an improvement to the fisheries he would give it his hearty support.

The president said a letter had been received to-day from E. C. Bowers, a member of the fisheries commission, which had been handed to the gentlemen who had this matter in hand. F. C. Witman then read some extracts from the letter, in which Mr. Bowers advocated the establishment of a fishery board, free from political influence.

Mr. Wilson, of Halifax, read some extracts from a lobster canner in Cape Breton, showing that the supply was falling off. John Sealy, of St. John, followed in a few remarks, in which he advocated the forming of a fishery board to regulate the fishing of this section. The board should be free from political influence.

W. F. Hatheway also spoke on the subject, and among other things said he thought a plant for turning the dogfish into fertilizer might be established between this city and New River. Mr. Whitman, of Halifax, gave some further information on the matter of form-

ing the board as referred to in the resolution.

The motion was then put and carried as follows: "That this meeting of the Maritime Board of Trade endorses the movement for the appointment of a fisheries board to act under the department of marine and fisheries for the regulation and control of the Canadian Atlantic fisheries, and that steps be taken to have this important matter acted upon at the next session of the Dominion Parliament."

The Modus Vivendi.

Mr. Wilson, of Halifax, brought up the matter of the abrogation of the modus vivendi and submitted a report reaffirming the resolution of last year which was referred to a committee to report. This report was read by Mr. Wilson and a letter from Mr. Whitman, of Canso, another member of the committee, was read. Mr. Wilson also read extracts from the speech of A. K. McLean in parliament, giving reasons why



A. M. BELL, HALIFAX.
New President of the Maritime Board of Trade.

the act should be abolished. Mr. Wilson moved the adoption of the report, which was seconded by Mr. Stewart, of Chatham, and carried.

The report was as follows: "Your special committee on the modus vivendi beg leave to report that it is highly in the interests of the Canadian Atlantic fisheries that the Dominion Government abrogate the same, until such time as the Government of the United States is disposed to negotiate a new treaty.

S. Y. WILSON
J. W. STEWART
F. C. WHITMAN."

George Robertson M.P.P., in introducing a resolution embracing a number of the subjects from various boards of trade, spoke of the natural resources of the Maritime Provinces and reviewed conditions of many years ago up to the present time. He deplored the fact that so many of our young men were leaving the country and going to the

west. He had many industries but not enough of them apparently to keep the young men here.

Maritime Provinces Neglected.

"We must," he said, "take a grip on this enormous depletion of our Maritime Provinces." The tide of immigration, he said, was setting altogether to the west and the Maritime Provinces were being given the go-by. What the Maritime Provinces wanted was a good class of immigrants from the British Isles. He rose to heights of eloquence in referring to the Maritime Provinces as a home for settlers, and his remarks elicited frequent applause.

F. L. Potts, of St. John, spoke of the flowery eloquence of previous speakers and referred to the fact that the expense of living here had increased fifty per cent. of late years. He was going on to tell that what was needed in this province was more manufacturing industries when he was reminded by the president that the resolution submitted by Mr. Robertson had not been seconded and was, therefore, not yet debatable, and also that only delegates were supposed to speak on the subjects before them.

Mr. Potts apologized for his action and took his seat. The motion was then seconded by Prof. Andrews, of Sackville, and carried.

Maritime Advantages.

The resolution was as follows: "Resolved, That the Maritime Provinces, with their rich and varied resources, afford in farming, lumbering, fishing, mining and manufacturing, and in commercial life and other spheres of activity exceptional opportunities for the obtaining of a comfortable livelihood, and the making of pleasant homes with all the surrounding essentials to the highest degree of happiness. That there are here great opportunities for development and progress, and that all reasonable efforts should be put forth by the various provincial governments and municipalities as well as by the federal administration, to induce our young men to remain at home, and also to divert to the Maritime Provinces a portion of the ever increasing stream of immigration which is now flowing from the motherland and other European countries to the Canadian west."

Technical Education.

Prof. Andrews, of Sackville, introduced a resolution on technical education, the public support of schools—common, consolidated and technical colleges, the relation of industries of N.E. and N.B. to this question, and the value of such education for provincial revenue. Among other remarks he spoke of the probability of a chair of forestry being established in the U.N.B. Some arrangement, he thought, should be made whereby the three provinces could work together in the matter of technical education.

Frank Black, of Sackville, seconded the resolution, endorsing the remarks of Prof. Andrews.

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A. H. Wetmore, of the St. John board, spoke in favor of the resolution, and thought that New Brunswick should do its part in forming a technical college for the three provinces. He was in favor of making the matter national in its character. He referred to the system of technical education in Norway and of the colleges in the United States.

G. S. Campbell said he thought the resolution placed Nova Scotia in an awkward light. Their position in N.S. was now this, that they were about to get what they wanted in a technological college. This resolution would have the effect of asking the legislature of N.S. to discontinue their work on the institution now to be built in Halifax. He suggested that N.B. and P.E.I. should erect schools or that the scholars from these provinces should attend the school at Halifax.

Prof. Andrews said it was not the intention of the resolution to stop the work in N.S., but to get the three provinces interested in having a central college somewhere. He did not want to touch at all on the location.

E. B. Elderkin, of Amherst, spoke in favor of the resolution and thought the matter of location should be left to the authorities of the three provinces. E. H. Armstrong, of Yarmouth, said he would have to take the same objections to the resolution as had Mr. Campbell, of Halifax. Nova Scotia had already provided for the building of a college for a higher technical education. New Brunswick and P.E.I. should also establish colleges of a similar type.

A. M. Bell, of Halifax, said the Halifax board had agitated for the establishment of the technical college because they had been hounded to it by the Mining Association. He thought it would be inconsistent for the board to vote to have consolidated colleges, after they had asked last year that the governments separately should establish the institutions.

Unite the Provinces.

Geo. E. Corbett, of Annapolis, said he would strongly support the resolution of Prof. Andrews, and would give \$300 to help carry it out. They wanted to bind the three provinces closer together. "Bury your dirty old politics," he said, "and vote for the resolution."

Mr. Bell, of Halifax, again argued that the Nova Scotia members could not consistently support the resolution, nor did he think the Maritime board should do so. J. L. Stewart, of Charlottetown, said he could see no objection to the resolution going through as read. It would not interfere with what was being done by Nova Scotia.

Mr. Armstrong—"What is New Brunswick going to do?"

Mr. Stewart—"I don't think your remark is apropos and I don't feel called upon to answer it." He went on to say that he thought the board should adopt the resolution and that much good would result from the establishment of such institutions.

Mr. Birch, of Alberton (P.E.I.), thought the arguments being used in

favor of giving the young men of the provinces a technical education were directly in opposition to the resolution moved by Mr. Robertson that had just been adopted.

As soon as the young men learned the mysteries of some trade, they left their farms and went to the west where they got positions on the railways and so on. They wanted to keep the young men home. "Chickens at a distance," he said, "have very fair plumage, and they want to follow that plumage. It don't look quite so good when they get close to it. Oftentimes when the farmer wakes up in the morning now, he sees his young men disappearing in the dawn on a train for the west." (Applause and laughter.)

He thought manual training or technical education made young men feel that they wanted to go out and find a soft spot on which to lie down. Mr. Birch's remarks were greeted with



W. L. LOGGIE,

Member Executive Committee of the Maritime Board of Trade.

hearty laughter and applause and cries of encore.

Prof. Andrews said that manual training helps to keep the young men here, but anyway, they should give them the best education possible.

President Fisher told of his recent trip to California, where he had visited several technical education colleges and had seen the men at work at forges and other forms of labor. He saw over 500 men at work in these institutions. Such education as this he thought would keep the young men at home, as they would be needed.

The motion was adopted as follows:

"Resolved, That for the sake of greater practical results, we urge the governments of the three Maritime Provinces to confer or appoint a commission to confer for the purpose of devising some plan for consolidating the work of technical education and indus-

trial scientific research in Maritime Canada."

E. B. Elderkin of Amherst moved that a committee of two from each province be appointed to approach the governments of New Brunswick, Nova Scotia and Prince Edward Island, to see what could be done along the lines of the resolution. Carried.

THURSDAY MORNING.

Favor Extension of Government Control of Railways.

When the meeting was called to order on Thursday morning, E. H. Armstrong again brought forward his motion regarding the acquirement by the Government of the railways in Nova Scotia, and it was carried.

Dr. Pugsley supported Mr. Armstrong's resolution. Mr. Loggie, M.P., referred to the fact that the Dominion Government had done a wise thing to take over the Canada Eastern Railway. The great difficulty was that no percentage of dividend had ever been paid upon the millions invested in the I.C.R. Who was paying for this loss? The people, of course, were the ones who paid. He knew that at the present time the people of Canada were unitedly opposed to any extension of the I.C.R., but Dr. Pugsley's suggestion was a good one.

A. M. Bell, of Halifax, thought that the commercializing of the I.C.R. was a most desirable one. He suggested that a committee should be appointed to wait upon the various Provincial Governments with a view to fulfilling Dr. Pugsley's resolution. He read a short resolution to this effect, and it was passed.

Mails at Sydney.

H. F. McDougall, of Sydney, then brought up the question of the landing of mails at Sydney. He referred to the success of the various trials of landing the mails at Sydney, and the speedy distribution of these mails. Sydney, therefore, looked for the support unaminously of the three Maritime Provinces in reference to the use of Sydney as the mail port of call, during the open navigation season.

Running Rights for C. P. R.

He then presented the following resolution:

Whereas, Several experiments have been made in the transfer of the English mails to and from Canada at Sydney harbor;

And whereas, These experiments have demonstrated beyond doubt that by the Sydney route the English and European mails can be delivered to all points in Canada earlier than by any other route;

And whereas, It is the general belief that the Canadian Pacific Railway Company, as well as the Allan Company, are opposed to the landing and embarking of mails and passengers at Sydney, and prefer, during the navigation of the St. Lawrence, landing mails and passengers at Quebec;

And whereas, It is inconsistent with reason that Canada should continue to subsidize a mail and passenger service to run parallel with the Government system of railway over a distance of some 800 miles, and thereby delay for many hours the delivery of mails;

And whereas, The Maritime Provinces are deeply interested in the landing of

mails and passengers at Sydney during the season of St. Lawrence navigation and until such time as a more permanent and definite service is established;

And whereas, The C.P.R. system is more closely interested and connected with this traffic than any other in Canada, the Sydney Board of Trade, after due consideration, express the opinion that the privilege of running rights over the Intercolonial from St. John to Sydney, to the C.P.R., would greatly facilitate the adoption of the Sydney route.

Therefore, resolved, That this Maritime Board of Trade recommend the granting of such running rights for mails and passengers to the C.P.R. from St. John to Sydney;

Further resolved, That this Board reaffirm the resolution passed at the annual meeting last year at Amherst recommending the Government of Canada to insist on all mails to and from Canada by the St. Lawrence, to be transferred to Sydney.

The resolution was seconded by M. G. De Wolfe.

Mr. McDougall continued by stating that the resolution had no thought of interfering with any movement regarding the landing of mails at Halifax or St. John during winter. He spoke at considerable length upon the resolution, claiming that Sydney was the only point of call uniquely advantageous for distributing mails promptly and satisfactorily. Sydney would, no doubt, do their utmost to give certain concessions to the C.P.R.; for instance, running rights might be pointed out, and when any other trans-continental road could offer anything like a parallel claim, it should be considered.

Mr. De Wolfe asked if this were the first effort made by Sydney to get recognition.

Mr. McDougall replied that it was the first.

W. F. Hatheway, St. John, referred to a principle established by resolution a year previously, at Amherst, regarding Sydney. He was glad to know that the mail venture at Sydney had proven a success. He suggested that one or two words should be added, such as after "running rights," the words "for mails and passengers."

Mr. McDougall acknowledged that those words should be added.

Mr. Hatheway pointed out that the term "running rights" was vague and to the railway men it was peculiarly broad.

Mr. Loggie urged that the subject matter of the resolution be separated. All would concur regarding the advantage of Sydney as a port of call, but the granting of running rights to railways was another matter. He would oppose the portion of the resolution which would grant running rights to any outside railway.

Mr. McDougall was willing to eliminate the clause re running rights.

Mr. De Wolfe referred to the trouble they had last year over this same question. Halifax Board of Trade and St. John Board had an interest in these mail questions. There was a "nigger in the fence" somewhere, and Halifax and St. John men should come out and say what they thought.

Mr. Campbell said he agreed with Mr. McDougall re the concessions to the C. P.R. The C.P.R. had the fastest steamers on the route of Canadian call, and,

no doubt, the hitch was in the possibility of the C.P.R. not getting running rights.

Treated Scandalously.

He thought the Maritime Provinces had been treated scandalously by the mail service passing their doors and then being sent back after twenty-four hours or more. In the matter of passengers, they should be given the privilege of landing at the nearest port. He would urge strongly the resolution being maintained as it stood.

H. J. Logan, M.P., agreed with the resolution in the main, and spoke strongly regarding the carrying of mails away up the St. Lawrence and then returning them to the provinces. It was folly to fear the running rights of any railway. The more trains run over our tracks meant more business. Every railway company should have running rights over the I.C.R. He endorsed the resolution.

The resolution was put and carried. Mr. Duff-Miller was then called upon. He spoke of his pleasure at meeting the prominent business men of the provinces.



M. G. DE WOLFE, KENTVILLE.

Auditor Maritime Board of Trade, who has not missed a meeting in a dozen years.

The agents-general in all ports required more co-operation from districts, so that information supplied would not be lacking in detail. He illustrated it by a printed form for the labor demand, giving details exhaustively as to kind of work available, how many men were wanted, also the class of men, young or old, married or single. Then such information as farms being for sale, other business chances, etc.

The information regarding the Maritime Provinces was vague. He instanced it, as time after time, immigrants went west, instead of east, in Canada.

The Government should be appealed to to get a special grant for the immigration to the Maritime Provinces. He was anxious to have the literature of the province re immigration, more concentrated.

The Eleanor Home was mentioned in passing, and he believed several others similar in nature would be established at different ports of the provinces.

He mentioned the Anglo-French exhibition to be held in London, Eng., next year, where the provinces should be elaborately represented. The Duke of Argyll had suggested a panoramic view of Annapolis valley, the St. John river and others.

A. M. Bell then moved that a vote of thanks be accorded Mr. Duff-Miller. Mr. De Wolfe seconded it and spoke strongly in approval of Mr. Duff-Miller's work.

West Indian Trade.

The betterment of trade with the West Indies was then brought forward by the St. John Board of Trade.

H. J. Schofield, who had visited the Indies on a trip, accorded by Pickford & Black last winter, on behalf of the St. John board, spoke. He was anxious to find out what we were able to export to the West Indies that we were not selling at present. He thought there was a large market for manufactured goods, but Canadians were so occupied with the work of filling orders at home, that he believed it would be years before any large attention could be given to the Indies. The Americans had caught the market by pleasing the customers.

The following resolution, moved by Mr. Schofield, and seconded by A. M. Bell, was adopted:

Resolved, That the interchange of natural products between Canada and the British West Indies with British Guiana should be encouraged in every possible way by preferential tariff in both countries, by the establishment at the seaboard of jobbing houses to handle export and import traffic, and by a more frequent steamship connection as soon as possible.

It was also resolved that the Maritime Board of Trade approves of the exchange of visits between Boards of Trade in Canada and Chambers of Commerce and Agricultural Societies in the West Indies and British Guiana, and extends a hearty invitation to these bodies in the various communities of the West India islands and British Guiana to visit Canada at the earliest opportunity.

Mr. Fisher asked that a vote of thanks should be tendered the delegates of the St. John and Halifax boards, who had, at great expense of time, if nothing else, visited the Indies and had taken such excellent care of the subjects in hand. This was put in the form of a resolution and carried, as follows:

Resolved, That the very hearty thanks of the Maritime Board of Trade be tendered to the gentlemen who visited the islands of the British West Indies and British Guianas in the interest of reciprocal trade between Canada and the West Indies, and also to Messrs. Pickford and Black, whose enterprise and courtesy in suggesting the idea and providing free passages made the scheme possible.

The Three Short-Haul System.

Transportation facilities in Prince Edward Island then came up, being presented by H. A. Hughes, of Charlottetown. The following resolution was adopted:

Whereas, The trade of Prince Edward Island has been seriously handicapped for many years past owing to the difficulties of navigation and the excessive freight rates demanded by reason of three short-haul freight rates between points on Prince Edward Island and points on the mainland;

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And whereas, The freight rates prevailing to and from Prince Edward Island are altogether disproportionate with those prevailing from Montreal eastward, as will be seen from the following:

From Montreal to St. John, 9c per 100 lbs., plus 1½c for elevation; distance, 735 miles.

From Montreal to Halifax, 9c per 100 lbs., plus 1½c; distance, 832 miles.

From Montreal to Sydney, 16½c per 100 lbs.; distance, 977 miles.

Regular rates on grain in carloads from Tignish to St. John, 26c per 100 lbs.; distance, 428 miles.

From Tignish to Halifax, 23c per 100 lbs.; distance, 309 miles.

From Tignish to Sydney, 26c per 100 lbs.; distance, 380 miles.

And whereas, The Province of Prince Edward Island, being a part of the Dominion of Canada, has to contribute its full share of the cost of maintenance of all Government-owned and subsidized railways and steamers, should, therefore, be entitled to equal privileges, mile per mile, with the upper provinces, over all such railways and steamers, due allowance being made for extra handling of freight from cars to and from steamers;

Resolved, That in the opinion of this board, the Government be and is hereby requested to so equalize the three short-hauls system of transportation of P. E. Island with the continuous haul of the other provinces, with which it is in competition;

And further resolved, That Prince Edward Island be placed on the same basis as to import and export rates to and from ports outside of Canada as are accorded to the other provinces of the Dominion.

Inadequate Transportation.

The following resolution was also passed:

That whereas, Steamboat passenger rates to and from the Province of Prince Edward Island are excessive;

Therefore, resolved, That this Maritime Board of Trade respectfully urge upon the Government the necessity of adjusting such steamship rates, whether on Government boats or those subsidized by the Government, so as to permit to the Island Province the minimum rates, mile per mile, charged by the Dominion Systems of Railways.

Mr. Hughes said that they were competing with Ontario and evidently transportation facilities were against them. Mr. Birch, of Alberton, also spoke. The Ontario man, he said, could market his stuff in the provinces at one-third less than the man in Prince Edward Island.

Mr. Logan spoke of the lack of cars on the I.C.R. at certain seasons, and referred to it as a vital issue. The trouble existed all over, but he offered the following resolution, which was seconded by Mr. Elderkin, and carried:

Whereas, The lack of sufficient rolling stock on the I.C.R. is the cause of great inconvenience and loss to patrons of that road, and seriously impairs its earning power;

Therefore, resolved, That this board strongly urges the Railway Department to purchase as soon as possible sufficient additional rolling stock to meet the rapidly-increasing traffic along the line.

Mr. Logan then continued by referring to the Grand Trunk Pacific. He spoke of the unsuitable selection of the route of the I.C.R., so that the grades of the

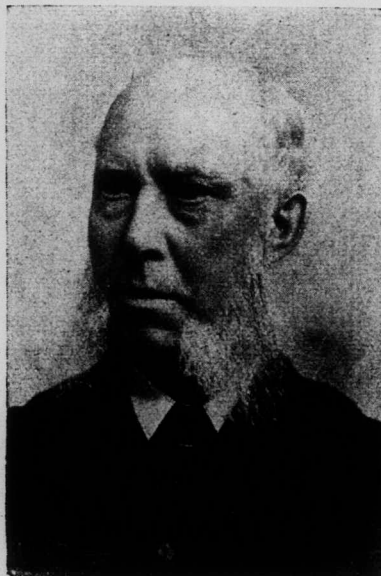
road in certain points were almost impracticable. He took up the various grades of the I.C.R. to show that the road was unfit to form a part of the Grand Trunk Pacific, and offered the following resolution, which was seconded by A. M. Bell, and adopted:

Whereas, The portions of the Intercolonial Railway, between Moncton and Halifax, and between Moncton and St. John, are under the N.T. Ry. contract to form part of a transcontinental railway system;

And whereas, The curves and grades on these portions of the line, owing to the location of the road, in many cases, are severe and excessive;

And whereas, The increasing business will cause a congestion of traffic on a single track;

Therefore, resolved, That in the opinion of this board steps should be taken at once by changing route where necessary, by reducing curves and grades and by double-tracking to put these portions of the I.C.R. in a proper condition to become part of a great transcontinental railway system.



CHAS. M. CREED, HALIFAX.
Permanent Secretary-Treasurer of the
Maritime Board of Trade.

A Tunnel for Prince Edward Islanders.

Rev. A. E. Burke then took up his time-honored proposal of the tunnel. He cited carefully the sufferings of the islanders who were sometimes shut up there without any communication and often at great peril, not only to the lives of the citizens, but especially to the trade of the province. He pointed out that there was a strong request from P.E.I. to have direct and continuous communication with the other provinces. He felt that the justice of the tunnel was growing every year.

Continuous communication with P.E.I. was a part and parcel of the compact of Confederation, and it certainly had not been fulfilled.

Rev. A. E. Burke quoted a poem, which he had printed on a picture post card, which, when held to the light, revealed the tunnel as it existed in his prophetic mind. This caused great amusement. Mr. Logan, M.P., followed in support of the distinguished reverend delegate's proposal. He believed that the Govern-

ment should keep its promise to P. E. Island, and he believed they would keep it.

The following resolution was then adopted:

Resolved, that this Board does hereby reaffirm its resolution passed unanimously at Yarmouth, in 1905, and reaffirmed at Amherst in 1906, asking for the speedy construction of a tunnel between Prince Edward Island and the mainland.

Rebating on Scheduled Rates.

A. E. McMahon, of Kings County, spoke in regard to the rebating on freight rates in the matter of shipping apples and other farm produce from the Annapolis Valley. He said it was costing about 20 cents a barrel more than it should cost. This was caused by the commission merchants making outside arrangements with the steamship and railway companies. He presented the following resolution which was seconded by Mr. Peel, and adopted:

Whereas, certain steamship companies are receiving subsidies from the Dominion Government to aid them in conducting a legitimate carrying trade and whereas it is known that said steamship companies have made and are still making private arrangements with speculators, foreign apple receivers, or their agents at home or abroad, the same being detrimental to the interest of the growers, and legitimate dealers in the Maritime Provinces.

Therefore resolved that all steamship companies receiving subsidies from the Dominion Government shall be obliged by the Government to advertise rates for carriage of goods to foreign ports and that said rate shall be subject to and under control of the Railway Commission, and that any steamship company departing from said advertised rate shall be deprived of said subsidy by the Government.

Mr. Kinsman then brought forward a resolution in the interests of the growers in Kings County, which was worded as follows:

Whereas, arsenic of lead is taking the place of paris green in the extermination of pests, it is therefore resolved that the attention of the Government be called to this matter, and that the Government be requested to have the duty on arsenic of lead abolished.

This was seconded by M. G. De Wolfe, who mentioned one tree which yielded 27 barrels of Gravensteins in one year, and this was owned by Mr. Kinsman, to whom he offered his compliments.

Grants to Shipbuilders.

Shipbuilding and a bonus was then brought up by the Halifax Board. J. E. De Wolfe, of Halifax, presented the following resolution, which was seconded by Geo. Robertson, and adopted:

"Whereas, the substitution of steel for wood in the construction of ships has reduced Canada from her position as one of the four greatest shipbuilding and shipowning countries of the world to a place amongst the most unimportant;

"And, whereas, her coast line on two oceans of over two thousand (2,000) miles, with enormous lake and river navigation leading to the interior of the continent, has produced not only a great coastwise and foreign trade, but a large population skilled in maritime affairs;

"And, whereas, Canada possesses all the natural facilities and materials for the production of steel vessels, but is prevented from utilizing them by reason of the skill and capital employed in British yards, which have established England's supremacy in this industry, the products of which are admitted free to our coastwise as well as foreign trade;

"And, whereas, the above conditions prove that Canada can never regain her position as a maritime country unless the Government offers inducements by bonus or otherwise to shipbuilding companies to establish that industry;

"And, whereas, several municipalities and Boards of Trade in the Maritime Provinces have memorialized the Dominion Government to grant aid to the industry by means of bonus or otherwise;

"And, whereas, a similar memorial from parties interested in this industry in Canada has also been presented to the Government;

"Therefore resolved, that the Maritime Boards of Trade hereby endorse and approve the principle of a bonus to steel shipbuilding as offering a new and profitable field for the utilization of our steel products, the employment of skilled labor, and, more than all, in the creation of a new mercantile marine, which was formerly a great source of wealth to our country;

"And, further resolved, that this Board urges the Government to pass necessary legislation at the next session of Parliament, granting a bonus to steel shipbuilding within the Dominion."

The Dog Nuisance.

The question of the sheep industry in certain sections being ruined by dog nuisances, was next taken up by D. C. Crosby, Berwick. He backed up his statement by quoting from Mr. Chipman, agricultural secretary of Nova Scotia. Large numbers of farmers had given up their occupation owing to this dog nuisance. He offered the following resolution, which was adopted:

That whereas our country is now overrun by thousands of dogs which are of no benefit to it, but are the cause of much damage in many lines, especially in that of sheep products:

"Therefore, resolved, that the Maritime Board of Trade recommend that the local Governments of the Maritime Provinces at the next session of Parliament, do enact such laws as may be effective in controlling the dog nuisance and ridding the country of this pest.

Prohibitive Postage Rates.

J. L. Stewart of Chatham, brought in the following resolution, which was seconded by J. P. Maloney, and adopted:

Whereas, although the Postmaster-General reports a surplus of receipts over expenditures in his department, the postage on miscellaneous printed matter has been doubled, and,

Whereas, the postage on papers sent by publishers to subscribers in the United States has been increased from one-half a cent to four cents a pound, and,

Whereas, this oppressive and unreasonable tax has caused Canadian newspapers to lose the greater portion of their circulation in the United States, thereby severing the strongest tie between Canada and our expatriated countrymen; therefore be it

Resolved that, in the opinion of this Maritime Board of Trade, these increased postage rates should be reduced to the rates prevailing before the present increase was adopted.

The Steel and Coal Dispute.

H. F. McDougall then brought up the Iron and Steel Company trouble with



W. S. FISHER, ST. JOHN.
Retiring President Maritime Board of Trade.

the Coal Company, and offered the following resolution, which was adopted:

Whereas, the Maritime Board of Trade assembled at St John, N.B., on this the 22nd day of August, 1907, feel a deep interest in the successful development of all industries that have for their object the upbuilding and general advancement of Canada, and more particularly that which concerns the Provinces of Nova Scotia, New Brunswick and Prince Edward Island.

And, whereas, this Board is pleased with the progress of development of our coal and iron industries, and the visible and undoubted prospects for their great future advancement;

And, whereas, this Board learns with deep regret that a dispute has arisen between the two largest corporations en-

gaged in those industries in Canada, namely, the Dominion Coal Co., engaged in the development of our largest coal fields, and the Dominion Iron & Steel Co., engaged in the manufacture of iron and steel—both in Cape Breton—and that such dispute is in respect to the supplying of coal for use in the making of iron and steel, and that such dispute has assumed the form of expensive litigation in the courts, and that such dispute and litigation is now and has from its inception hampered and most seriously injured the trade and commerce, as well as the general financial standing of the communities immediately concerned in the successful development of these two very important industries;

And, whereas, the facts relating to this dispute are now before the public, taken in sworn evidence before a judge of the Supreme Court of Nova Scotia, at Sydney;

And, whereas, a continuation of this dispute before the courts threatens one or the other, or possibly both, of those corporations with serious loss and injury, and thereby further hamper and retard the advancement of the industries in question and the progress of the business interests of the country generally;

And, whereas, both these industries are in the enjoyment of important franchises from the public through the Parliament of Canada and the Legislature of Nova Scotia in the form of bounties, duties, mining rights and royalties, and are also enjoying municipal assistance in respect to taxation, etc.;

Be it therefore resolved, that this Board regard it the duty of the Federal Government representing Parliament and the people to call upon the two great corporations involved in this unfortunate dispute and insist upon an immediate friendly settlement, and in so doing have the co-operation and assistance of the Provincial Government of Nova Scotia.

And further resolved that in the event of such immediate settlement being delayed for any unreasonable time the disputing corporations be advised that Parliament and the Legislature of Nova Scotia may be called on to consider the advisability of withdrawing in whole or in part the valuable concessions granted to those corporations for the proper development of those important industries.

The Nominations.

The report of the nominating committee was recited and A. M. Bell, the new president, was asked to take the chair, which he did, amid much applause. The committee reported as follows:

For President, A. M. Bell, Halifax; First Vice-President, Hon. Geo. E. Hughes, Charlottetown; Second Vice-President, W. B. Snowball, Chatham; Secretary, E. A. Saunders, Halifax; Permanent Secretary-Treasurer, Chas. M. Creed, Halifax; Auditor, M. G. De Wolfe, Kentville. Committee—A. E. Burke (chairman); W. L. Loggie, E. H. Armstrong, J. E. De Wolfe.

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Rev. Fat tribute to President, by a vote rose and sa low." Thr Fisher, who

M. G. De thanks to the MacLea carried.

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Among the Logan, M.P Sears, of M.P.P., J.

THE CANADIAN GROCER

It was recommended that \$25 be added to the Permanent Secretary's stipend for present year.

Rev. Father Burke paid a graceful tribute to W. S. Fisher, the retiring President, which was cordially received by a vote of thanks. The whole body rose and sang "He's a Jolly Good Fellow." Three cheers were given for Mr. Fisher, who responded suitably.

M. G. De Wolfe moved a vote of thanks to the Press, and especially to the MacLean Publishing Co., which was carried.

It was decided to meet in Halifax next year.

A special vote of thanks was tendered the St. John Board of Trade for their cordial entertainment of delegates.

The following financial statement was submitted by Mr. Creed and adopted:

St. John, N.B., Aug. 22, 1907.	
The Moncton Board of Trade, to Charles M. Creed, Secretary-Treasurer:	
Dr.	
General expenses	\$137.72
Secretary's salary	150.00
	\$287.72
Cr.	

By balance on hand	\$ 71.48
Salaries paid	265.36
do., unpaid	57.40
	\$394.24

Balance\$106.52
 Examined and found correct.
 M. G. DE WOLFE,
 Auditor.

A Pleasant Excursion.

The convention concluded by a well arranged excursion up the St. John River to Evandale, about thirty miles from the city.

The visiting delegates, and their lady friends were the guests of the St. John Board of Trade. The weather was perfect, the sail and scenery most enjoyable, and the whole event unique from every standpoint. About three hundred guests attended, and dinner was served to part of these on the steamer, and another portion at John O. Vanwart's dining-room, at Evandale. The return trip was made by moonlight, and the scene will not be forgotten easily.

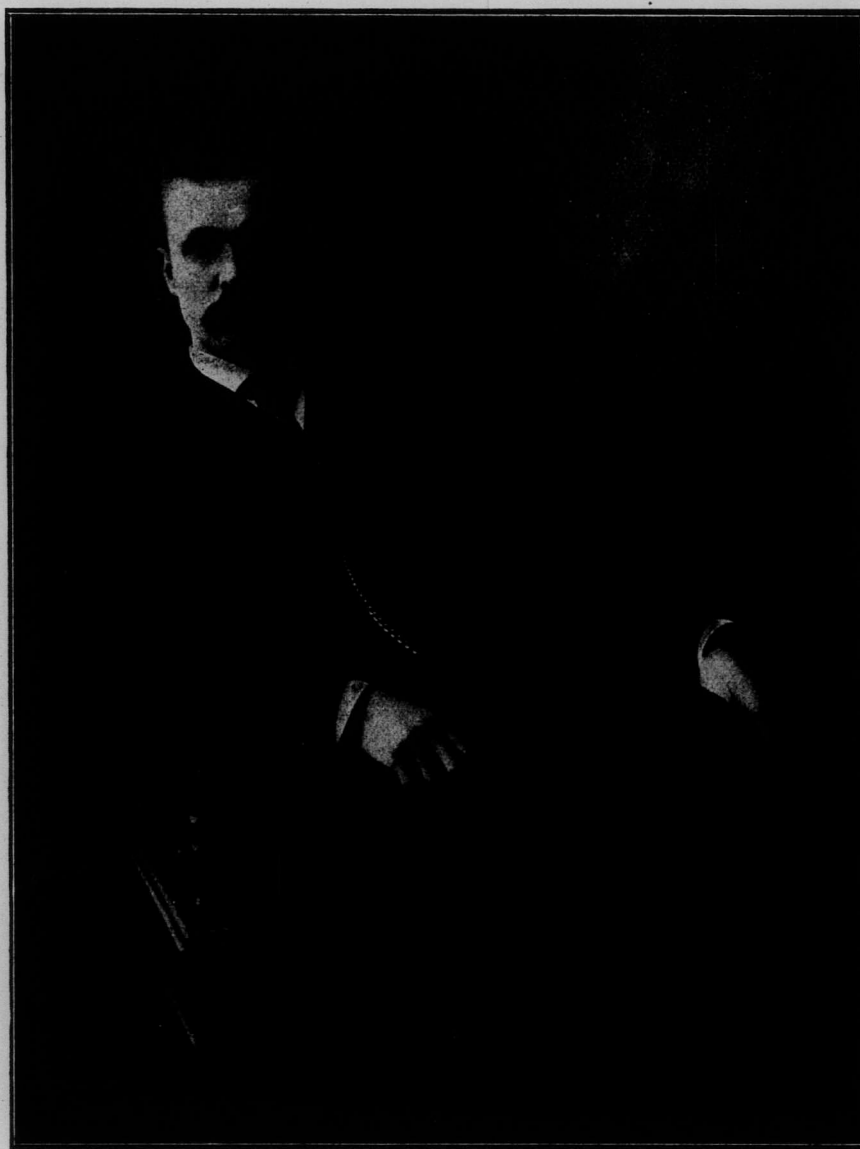
Music was furnished by a first-class orchestra, and songs and speeches filled in the programme. On the way down the majority of the passengers assembled in the saloon, where the witty island clergyman, Rev. A. E. Burke, eulogized the retiring president of the Board, W. S. Fisher. In closing he conferred upon Mr. Fisher "The Order of the Sun Flower," by pinning a handsome life-sized specimen of the flower on his breast. Cheer after cheer, greeted Mr. Fisher, as he rose to respond, "For He's a Jolly Good Fellow" was sung heartily, and Mr. Fisher responded suitably. Among the others who spoke were Mr. Logan, M.P., Hon. Wm. Pugsley, Mayor Sears, of St. John; Geo. Robertson, M.P.P., J. E. Birch, of Prince Edward

Island. A. M. Bell, the new President of the Maritime Boards of Trade, was also called upon, but it was said that he was either too modest, or too busy entertaining the ladies. "We do not see him neither do we hear his tongue," said Rev. Mr. Burke, amid laughter.

Rev. Burke also said that he had been asked by the Prince Edward Island and the Nova Scotia Boards to express their hearty thanks for "the magnificent hospitality" of the St. John Board

Barbour, who were ably assisted by the other members of the Board.

On the excursion a special committee meeting was held, in connection with the resolution passed at the convention, referring to the purchase of railway branches by the Intercolonial Railway. The following committee was selected to interview the Governments of their respective Provinces on this subject: New Brunswick—T. H. Estabrooks, J. H. McRobbie, St. John; W. B. Snowball,



T. H. Estabrooks, St. John, a leading tea merchant of Canada.

of Trade. J. E. De Wolfe at this point extended a cordial invitation to the Maritime Boards to attend the meeting at Halifax next year, when an effort would be made to reciprocate to some extent the kindness of the St. John Board.

"Auld Lang Syne" and the National Anthem brought to a close an excursion that will leave behind memories as unfading as the sky. The committee in charge of the arrangements were T. H. Estabrooks, H. B. Schofield and Ernest

Chatham; John Morrissey, M.P.P., Newcastle; J. T. Hawke, Moncton. Nova Scotia—A. M. Bell, Geo. E. Faulkner, Halifax; F. P. Whitman, Annapolis; P. C. Moore, Sidney; E. H. Armstrong, M.P.P., Yarmouth.

Notes.

Never were the funds of the convention so satisfactory. Charlie Creed won great favor by his excellent financial report. The old secretary seems to get younger and more popular every year.

A number of the old guard were noticeably absent. Although there were four past presidents at the convention, there were such time honored faces missing as those of the Hon. George J. Troop, really the founder of the Maritime Board; also W. M. Jarvis, one of the first presidents.

It was stated that when Rev. Mr. Burke gets that famous tunnel constructed the first passenger train will carry only members of the Maritime Board. "More power to the reverend gentleman" was the general wish.

M. G. De Wolfe, the much liked delegate from Kentville, was as usual busy making others happy. He is looking younger every year, and no man does more to keep up the general enthusiasm than this same gentleman. During the life of the Board, Mr. De Wolfe has the honor of not having missed a meeting either of the Board or of the Council.

The Kentville Board sent six delegates, which is a pretty nice showing from a farming community. Each delegate from this section pays his own expenses, which is unique in itself, and thus tends towards the best of representation.

Mr. Anderson, Secretary of the St. John Board of Trade, did splendid work as an entertainer, and is an ideal official.

The weather for this convention was of the usual brand, "fine," and it is a notable fact that the Board have never had any bad weather during their thirteen years.

"Thirteen" is said to be an unlucky number, but this idea was thoroughly dissipated into thin air by the finest convention in the Board's history. W. S. Fisher will be long remembered for his excellent work. He is a master of the craft of diplomacy.

The influence of the Board is growing every year as was evidenced by the presence of the many Federal and Provincial members of Parliament.

The excellent management of the President and delegates enabled the convention to get through in two days what ordinarily took three and gave practically a whole day for pleasure and sight-seeing.

The Halifax men will have their work cut out for them to equal the St. John convention. Halifax sent a fine delegation and the probabilities are that the Haligonians will acquit themselves nobly.

H. J. Logan, the sturdy M.P. for Cumberland made things lively, as did also Mr. Loggie, the well-balanced member from Chatham.

The St. John ladies took a great interest in the entertainment part and the greatest praise is due them. Mayor Sears is a cordial official, and his well-poised speech on the steamer impressed the visitors.

BEAUTIES OF THE MARITIME PROVINCES

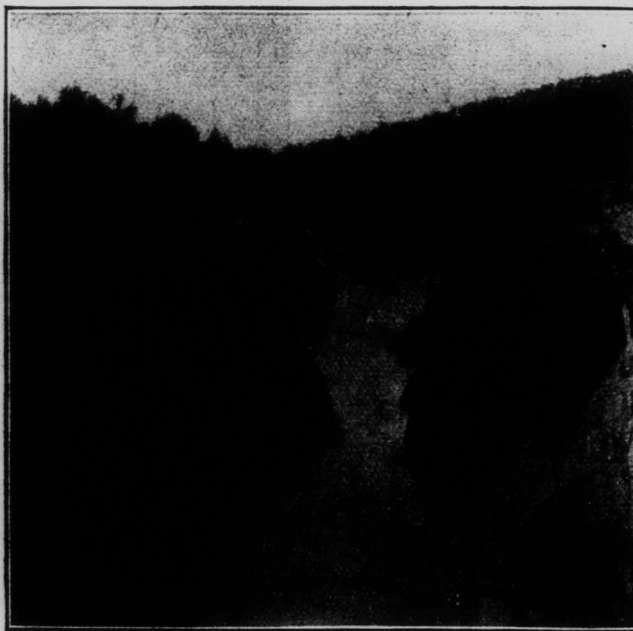
A natural scenic panorama whose beauty is always fresh, and whose attraction never tires.

The charm of the cool summer climate, the magnificent scenery, the endless variety of tourist routes, the unequalled sporting wealth of river and forest, the many places of historic interest are yearly attracting to Eastern Canada an ever-increasing number of summer tourists, and of these, a goodly portion wend their way to Quebec and the Maritime Provinces. The natural Canadian gateways for travel to this portion of the Dominion are Montreal, Quebec, St. John, Halifax and the Sydneys, but to single out one beauty spot for special mention above its many hundred competitors would be a thankless, not to say hopeless, task.

Perhaps with more justice than in the case of any other of Canada's Provinces

Arcadian land. Visiting anglers are welcomed by the people, and strangers who have enjoyed an outing in this charming country are emphatic in its praise. Some of the best fishing in the Province is within easy reach of Halifax. Tuna fishing, which has made Santa Catalina, California, so famous, may be indulged in at Mira Bay and other places in Cape Breton. July and August are said to be the best months, and a well known sportsman tells of a tuna that he played for over seven hours last season in Mira Bay. A delightful trip through the famous Bras d'Or Lakes may be combined with the fishing by strangers who have the time.

The section from Truro to Halifax includes a magnificent farming district.



Grand Falls of the Nipisiguit.

may the term picturesque be applied to Nova Scotia. It is a land where nature seems to have handed out in most abundance her varied assortment of physical peculiarities and glories. Nova Scotia, with all but a few miles of her borders sea-washed, is a land of hill and vale, of lake and river, of waterfall and sunshine; a country of changes, of surprises, of delights. Longfellow has immortalized the glories of old Acadia, the Minas Basin section; but only the Nova Scotia lover who has seen this land from end to end, and revelled in its glories, has any adequate idea of its picturesque beauties.

For the sportsman, for the fisherman, especially, Nova Scotia is indeed the

well watered, and abundantly fertile, a very garden of productivity. West of this lies, too, the famous Annapolis Valley, the land of Evangeline.

The beauties of Halifax—the Arm, the Basin, the magnificent harbor, with its islands and its fleets, the distant hills and forests, and the city itself, with the old historic citadel and suggestive breastworks overlooking the busy streets and delightful public gardens—cannot be forgotten by anybody who has once seen them.

God has been good to Nova Scotia. Though it has seen changes of Governments and peoples which have involved untold suffering and which have made history, it is a land of peace and

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New Brunswick.

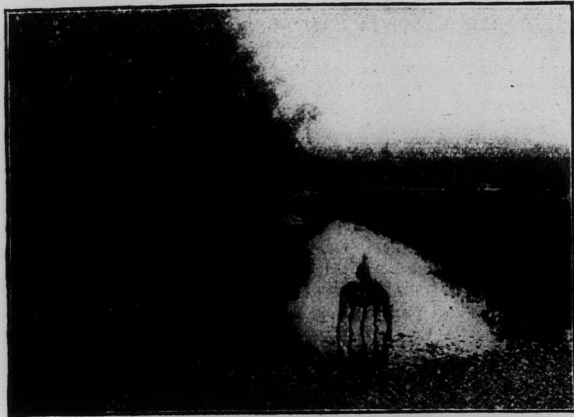
St. John, the capital of New Brunswick, has a history which extends back to the days when the land was Acadia and the banner of France waved from the forts of the harbor and river. But the founding of the city dates from the landing of the loyalists in 1783. The latter, and those who took their places,

yacht may sail for twenty miles without starting a sheet. Indeed, the whole river between St. John and Fredericton will delight the heart of a yachtsman. Gagetown, Sheffield, Mougerville and Oromocto are among the many attractive places along the river and they are in a glorious farming country. There are commodious summer hotels at the Cedars and Evandale.

The situation of Fredericton, at the head of river navigation for the larger

Charlottetown. There is a daily service on each route.

The run across the Strait of Northumberland on a fine day is a most enjoyable trip. There are times when the water is as calm as that of a placid lake. As the island shore is approached the red of the earth and the bright green of the verdure show a most picturesque effect as a background to the smooth stretch of water, in which is mirrored the glory of the sunlight from the west-



Near Antognish on the I.C.R.



In Rockwood Park, St. John.

labored faithfully and well to build a city, and thus they continued to labor for nearly a century, when the fire of 1877 came and the greater portion of the city was swept out of existence in a few hours. The destruction was swift and complete. With a surprising energy, however, considering the far-reaching effects of the calamity, the people began their work anew, and the city of to-day is far more substantial and beautiful than the city of former years.

A sail to Fredericton by the St. John River is indeed one continuous panorama of beautiful scenery. Leaving the city, the lower portion reveals

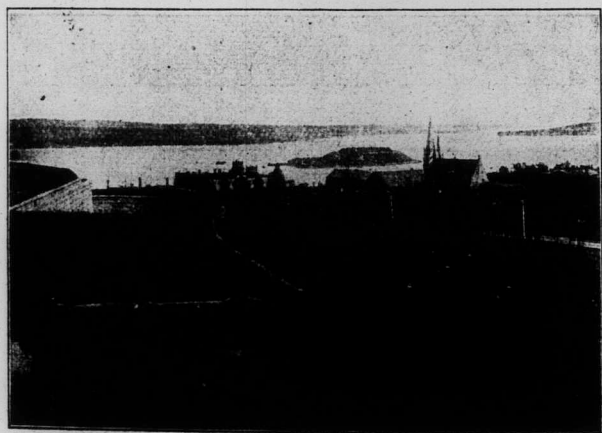
steamers, is most picturesque. Water sports are a feature of the summer pleasures of the Fredericton people, and yachting and canoeing are freely indulged in.

The Garden of the Gulf.

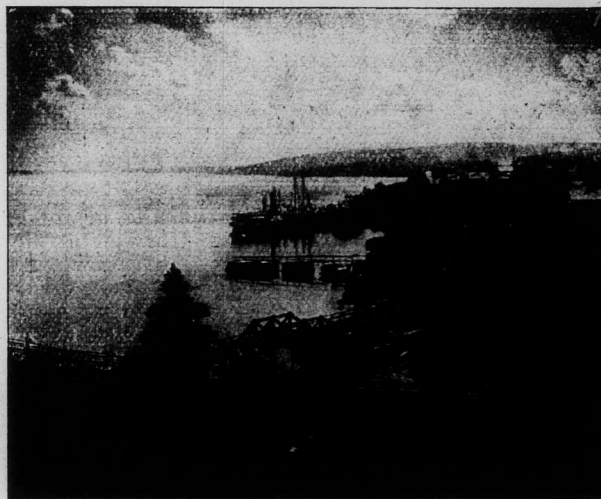
The Garden of the Gulf, as Prince Edward Island has been so appropriately termed, is reached in summer, either from Point du Chene, N.B., or Pictou, N.S., on the fast steamers of the Charlottetown Steam Navigation Company. Going by the first-named route the land-

ern sky. Under such conditions the first impressions of Prince Edward Island must always be such as will long be remembered.

Charlottetown, the capital, and the commercial centre of the island, has a population of over 12,000. It has a fine harbor, and when seen from the water the city makes an especially fine appearance. Of all the magnificent scenery to be seen in the Maritime Provinces, Prince Edward Island, perhaps, contains more than her fair share. Visitors who have spent a summer or part of a



Halifax from the Citadel.



Fort Mulgrave.

some bold scenery with high hills on either side of the noble river. At Grand Bay the reaches widen and on the right is seen Kennebecasis Bay, where the river of that name enters. This bay is a beautiful stretch of water on which a

ing is made at Summerside, and Charlottetown is reached by a journey of forty-nine miles on the Prince Edward Island Railway, which stretches from Souris in the east to Tignish in the west. Leaving Pictou, the trip is direct to

summer, or even a month or a week, in the enjoyment of the remarkable beauty with which nature has endowed the island, return another year with a feeling of intimate affection and admiration as sincere as it is deserved.

HALIFAX

A city of expanding commercial importance.
 One of the finest harbors of the world and the Dominion's Atlantic gateway.
 Some of the more important business houses.

For many years Halifax has been known the world over as one of the important British military and naval stations. This knowledge has largely passed into history, and to-day, Halifax is garrisoned by Canadian troops and is merging into a city of commercial rather than of military importance. It is admirably located for commerce, being founded on a rock and situated on a peninsula. Its time-honored title, "the gateway to the Atlantic," is well-chosen. The Atlantic Ocean appears on the east and west of the city like a tranquil lake, and there forms a harbor unsurpassed in the world. This harbor is open for navigation the year round, and there is friendly rivalry between Halifax and St. John as to which shall be the winter port of the Dominion. At the Maritime Board of Trade Con-

solete. Modern systems of fortification, however, are in vogue all about the city, and a large armament of quick-firing and disappearing guns form part of the equipment.

Nearly every business man in Halifax is wealthy, and his business appears to be more of a pleasure than an aggressive campaign for money. Large manufacturing industries are carried on, including iron castings, machinery, nails, paint, gunpowder, sugar, leather, cordage, boots and shoes, soap and candles, also woodenware and cotton and woolen goods. Local distilleries and breweries are also in evidence. It was only during the second week in August that Halifax celebrated its founding by Lord Cornwallis in 1749. To be accurate, the Hon. Edward Cornwallis, the Earl of Halifax, was the founder of the

are chiefly lumber, fish and agricultural products, and the imports include sugar, rum, molasses and other sub-tropical products. The best evidence of the growth of the city is the steady increase of exports and imports.

During holiday time, such as the carnival week referred to, Halifax business men vie with each other to make social life the dominant note, and the cordial entertainment accorded all visitors would be hard to surpass. Everywhere one sees the avoidance of extravagance in action and word, as well as the harmony of behaviour which is so noticeable in older countries. The celebration of the landing of Cornwallis and his caravel at the North West Arm was carried out in a thrilling and creditable manner. It is the home of sound amateur sport, and the regattas of Halifax are notable for honest competition and spirited rivalry, which are a feature of every event. The streets are well paved; many new buildings are in course of construction, and Halifax seems to have taken on new life and to be sharing the general prosperity of the Dominion.

The J. Frank Crowe Co.

This wholesale grocery company was recently formed into a limited company, with J. Frank Crowe as president and



Halifax and Harbor From the Citadel.

vention this was a live subject, and there is a feeling among the Halifax delegates that their city will yet win out with the government with regard to the mail contract. Halifax is the capital of the province and is provided with excellent railway facilities, including that of the Intercolonial, the Dominion Atlantic and the Canadian Pacific. No guide book of any of these transportation companies can be read without seeing a glowing appreciation of Halifax harbor. This harbor is protected by eleven forts and batteries. At the top of the hill at the base of which the city is built is the citadel. This is 250 feet above the level of the harbor. On it are fortifications begun by the Duke of Kent 100 years ago, and notwithstanding the various improvements made in order to keep pace with the advances in the science of warfare, most of them are now regarded as ob-

solete. Modern systems of fortification, however, are in vogue all about the city, and a large armament of quick-firing and disappearing guns form part of the equipment.

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general manager. The business was purchased by Mr. Crowe in 1897, and under his energetic management has made rapid strides, as evidenced by the necessary incorporation of the company to meet the increased trade. The other members of the firm include A. C. Crowe, vice-president and Rupert J. Boutillier, secretary-treasurer, all of whom are admirably qualified for the carrying on of a large and growing business. Their premises at the head of City Wharf, Water street, are thoroughly fitted up with every modern convenience for carrying on a grocery business. They have many important special lines, which they push vigorously in all parts of the provinces. A competent staff of travelers is continuously employed, and with their sound and detailed knowledge of the business, the Crowe Company are worthy representatives of the wholesale grocery trade.

Moirs, Limited
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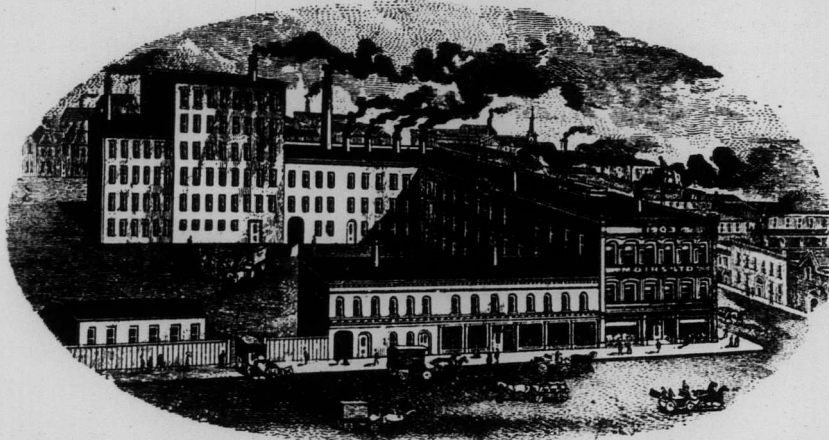
THE CANADIAN GROCER

Moirs.

Moirs, Limited, are one of the oldest firms in Halifax. They manufacture confectionery and biscuits of many varieties, and do business all over the Dominion. They concentrate their energies, however, upon the Maritime Prov-

and gentlemen, the best of baggage and train attendants, so that in all no combination of hotel accommodation could be better than that supplied by the "Halifax." This means that the house is always busy, yet never is there a time when so many guests are taken that any one of them can complain of neglect. What more, then, could a traveler wish for? The house is enviably located, overlooking the harbor in the rear, and with a frontage on one of the most attractive streets, within easy reach of all the chief attractions of the city.

inches, where they stand in the front rank in their line. They have large premises, which are fitted up throughout with modern machinery and facilities for manufacturing high-class confectionery and biscuits in an up-to-date manner. Their holiday goods are known everywhere for their daintiness and purity. Grocers who desire quick selling and attractive novelties for Christmas time will do well to communicate early with this firm. They guarantee satisfaction, and their prices are exceedingly low considering the quality of their goods. Their plant is located in the heart of the city and prompt attention is assured all patrons.



Moirs Ltd, Halifax, largest biscuit and confectionery factory in the Maritime Provinces.

may be assured of all the attention due him, because the organization in every department is complete. His idea is to

THE SMYRNA RAISIN CROP.

According to Consul E. L. Harris, of Smyrna, the Smyrna raisin crop this year is expected to be 40,000 to 45,000 tons. The crop in 1905 was 63,000 tons, but last year it barely reached 25,000 tons. Freight rates to the United States are expected to be lower than ever, owing to the increased number of steamship lines trading between the United States and the Levant. The introduction of American vines into Asiatic Turkey has not been regarded as successful, owing to their producing fruit freely for only ten to twelve

Schwartz Spices.

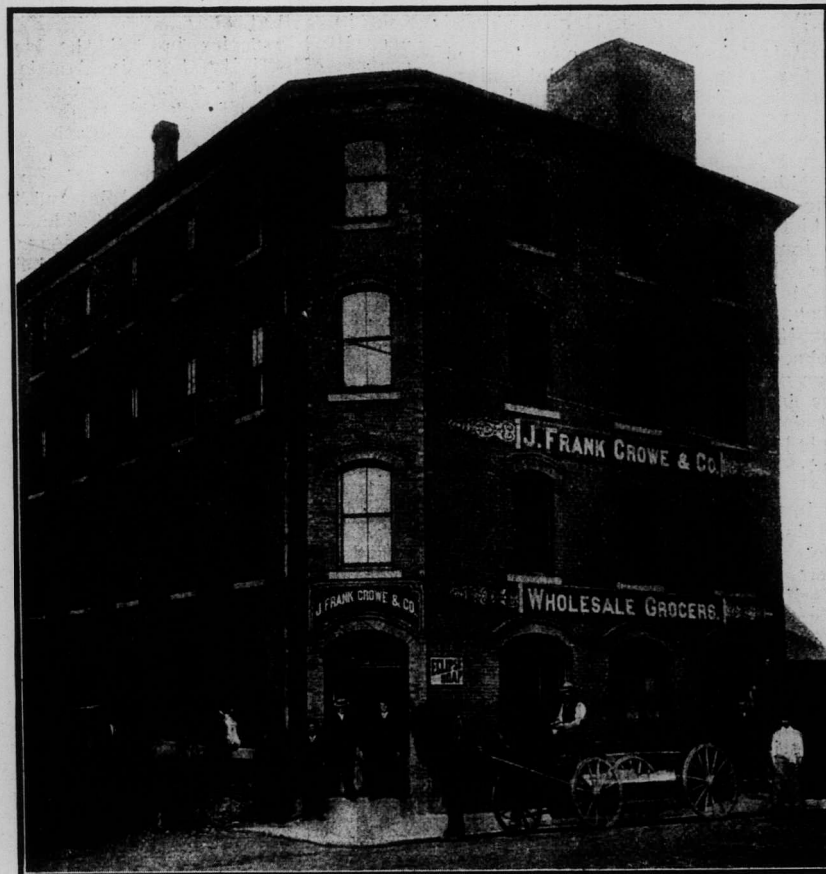
The "Peerless" brand of spices is known far and wide throughout the Maritime Provinces. They are manufactured by the Schwartz Co., of Halifax, who also do a large business in coffee, cream of tartar, etc. The business was founded away back in 1867 by W. H. Schwartz, father of the present owner, W. E. Schwartz. Every modern improvement in the production of spices is included in the mills owned by Mr. Schwartz, and the best testimony of the excellence of his goods is the long list of satisfied customers and the steadily increasing trade. Mr. Schwartz is an expert in spice manufacturing and his coffee selections are known to the grocery trade as thoroughly reliable and difficult to surpass.

The Halifax Hotel.

No one could visit the Maritime Provinces without remembering well the "Halifax Hotel." It is, in fact, the most popular house east of the Chateau Frontenac. By "popular," is meant that it is frequently the home of Canada's leading politicians and most prominent citizens, while celebrities from all parts of the world stop here from time to time. Since 1861, it has been the leading hotel of the Maritime Provinces and especially of Nova Scotia. There is

give his customer something for his money, such as supplying clean, airy sleeping rooms, the best of cuisine, cozy parlors and reading rooms for ladies

years, while the native vines produce fruit up to the age of eighty and even one hundred years and are at their best when about fifty years old.



Warehouse of J. Frank Crowe & Co. Halifax.

ST. JOHN

A city that is coming to its own
after many vicissitudes.
Some of the leading business
houses.

Earl Grey, in a recent speech at Halifax, said: "That he believed that the Maritime Provinces were the front door of America, and the natural entry for all postal matter from Europe to this continent. He hoped to see all mail subsidies given by the British Government paid to vessels heading for Canadian ports. To pay subsidies on steamers plying to New York was a colossal blunder. The laws of nature were on the side of those who recommended that the trans-Atlantic mails from Great Britain should be via Canada and not New York." In the money poured out so freely for harbor improvements, the deepening of the channel, the supplying of magnificent new wharfrage and increased facilities for the handling of the passenger, and freight traffic that must naturally flow into St. John, its citizens have been anticipating the march of Nature.

Fate and Fortune are not over gentle in their dealings with some cities, as with some men. Both the cities and the men seem compelled to climb the most rugged paths, constantly being retarded in the upward climb by the very hand outstretched to help some favored rival. So when by dogged determination, persistent striving, and unlimited enthusiasm, any city has overcome its obstacles, and has reached that position of commercial power and prosperity towards which it so patiently moved, we feel like saying, "Hats off, gentlemen."

The history of St. John has been one of continued loyalty and determined striving. From the days of LaTour, as he fought his life struggle with the wily Charnisey, simply for the mere love and loyalty he felt towards his dear St. John, and that he might have the privilege of being buried in what was to him the dearest spot on earth, until the present day, the story is the same. Patient plodding has been finally successful, and St. John is coming into its own. All honor to its brave, determined and loyal citizens.

St. John means to have what it ought to have, and its citizens are going to get what they have worked for. Of the city itself, volumes could be written: its natural beauty, its business energy; its splendid strategic position in relation to the lines of travel, both by land and water; its grand harbor; its delightful climate; all combining to give the impression, indelible as true, that St. John is destined to become the Liverpool of America. And why not?

The natural beauty in and around St. John is unsurpassed anywhere in Canada. Its location at the mouth of the St. John river, at the head of a large and growing inland traffic, gives it a position, commercially speaking, of great advantage. Its winter port business this year bids fair to far surpass all previous records. And in every industry in the city the cry is "More capital" to keep pace with the growth of the trade in all lines. Direct connection

with every Atlantic trade centre; raw material right at her very doors, such as iron, coal, lime and lumber; splendid facilities from a distributive standpoint; with business men thoroughly alive to the interests of the city, and yet liberal in the extreme towards their fellows; an intelligent and industrious population; St. John to-day calls a halt! not to the natural western march, but certainly to the unnatural western stampede. Look before passing, then possibly there may be no passing.

The Crosby Molasses Co.

This time-tried molasses company easily leads in the provinces, and their trade throughout the Dominion ranks among the largest in Canada. They are among the largest direct importers of molasses in the Dominion, and are prepared to deal with the trade in a large way on the very best of terms. The president of the company, L. G. Crosby, has been engaged in the molasses business for over a quarter of a century and is a master of the buying and selling of this important commodity. They have accredited agencies in all the leading centres of activity, both in Canada and elsewhere, and they are in close touch with the demands of the trade. Mr. Crosby is a native of Yarmouth, where he began in the shipping business away back in 1888. It is now twelve years since they opened in St. John and their trade has steadily increased. They also import large quantities of various products such as shingles, lumber and flour. Mr. Fred. S. Crosby, the secretary-treasurer of the company, is one of the brightest young men in the east and has rare possibilities before him.

John Sealy.

One of the oldest and most highly respected merchants in St. John is John Sealy, who carries on a large and growing trade in all kinds of fresh and cured fish. He has been established on the water front for long over a quarter of a century, and has a firm grip on his trade, not only in the Maritime Provinces, but in the West Indies and in all parts of the Dominion. Mr. Sealy is identified with the best interests of St. John, and took a keen interest in the doings of the Maritime Board of Trade. He carries immense stocks of herring and haddock, and is personally considered an expert in his business. His reputation for fair dealing and right prices places his business in the enviable position of the front rank.

W. A. Simonds.

W. A. Simonds has been established in St. John for some little time. He is the exclusive agent for some of the world's best known lines of fancy groceries and sundries. He is sole agent for Hoffman's, Day & Martin's, J. A. Wright & Co.'s polishes; Lipton's, and E. D. Smith's jams and jellies; White,

Cottell's vinegar; Diamond Crystal Salt Co.; Radnor Water; Sussex Mineral Springs; White Moss cocoanut; Tobler's chocolate; Dr. Johnson Craker People; the G. H. Hammond canned meats, and several other lines. With such a line of goods, success is assured, and, adding to that, energy and push, Mr. Simonds can look forward to a great future.

Bowman & Co.

Starting in the commercial world in 1897, Wm. E. Bowman and Horace W. Cole on that date took over the old-established business of Jardine & Co., dating back to 1847. They gained a connection of considerable size to begin with, a connection that these two young St. John men have enlarged by energy and unstinted labor, until to-day they have established the largest and most complete distinctly fancy groceries house in the Maritime Provinces.

Year by year has seen this concern going ahead by leaps and bounds, and to-day the volume of trade is many times that of the first year's.

This firm is the proprietor of the Tiger Brand of teas, spices and extracts, and very large handlers of Scotch refined sugars.

Thos. McCready & Son.

One of the progressive industries of St. John is that of Thos. McCready & Son, manufacturers of fine grade pickles, vinegar, fruit jams, syrups, etc. The firm dates its inception from 1883, and was incorporated in 1896. To-day it is under the management of J. T. McCready, son of the original proprietor, who keeps in touch with all the different branches of the trade. Three travelers on the road, and things humming all along the line, and with the Maritime business well in hand, the firm is now looking to Dominion trade.

Hall & Fairweather.

Established in 1854; incorporated in 1897, progress and expansion have marked all the passing years with Hall & Fairweather, so that this firm stands to-day in the front rank in the wholesale grocery line. S. S. Hall, one of the original partners of the firm, still continues to take an active interest in the business; while the management is in the eminently capable hands of W. C. Cross. Mr. Cross has been with the concern for twenty-four years, and for the last six has had a controlling interest. Distinctly a Maritime business; four travelers constantly on the road; a large and enthusiastic staff; commodious offices, and abundant warehouse room; the firm keeps well in advance of the yearly increased business believing that to be well prepared is more than half the battle.

Hall & Fairweather are to-day pushing four or five special lines of flour, such as "Lilies," "Crown of Gold," "Cherry Ripe" and "Leader."

Northrup & Co.

Northrup & Co. are one of the old firms in the general wholesale grocery line of St. John, having been established in the early eighties and carrying on a successful and progressive business through all these years. The firm to-day handles some splendid agencies, such as Brown's canned clams, and are the sole agents in St. John for the Lowney goods; both the general line of confection, and also that firm's special line

of chocolate; tried on in is noted for their goods defatigable successful.

New Firm

The Phil organized ing confection Phillips, h large build Nelson str manufacturer candies, creame, ho specialties, known to of the bus Phillips, v be looked

James E the new of Mr. Phillip look after the road. the field v and holiday

Chas. H. the wholes high expect not only in the provin tend him i a fact, but ment has friends. M brand of t for itself on the up brand is be special line careful buy thing in t should be trade. Pra also snecia have fitted wide-awake fools with cess.

Leonard introduced known the ness these where conf tically ev have that get the tra and are al In smoked nan haddie pers are a no better boneless fis Sea, Favor are found for the wi about due, ple.

The fines that of T. tea man. cause it wa because it quality is ment. Adv brainiest, i ing have. and the pos brooks in t

of chocolate. A large business is carried on in the fish trade, and the firm is noted for the superior quality of their goods and attention to orders. Industrious workers, they are, therefore, successful.

New Factor in the Confectionery.

The Phillips & White Co., recently organized to take over the manufacturing confectionery business of Thos. J. Phillips, have taken possession of the large building, 13 1/2 Dock street, and 36 Nelson street, St. John, N.B., and will manufacture a general line of high-grade candies, including fine chocolates, cream, bottle goods, and a full line of specialties, some of which are already known to the trade. The management of the business is in the hands of Mr. Phillips, while the manufacturing will be looked after by Wm. White.

James B. Keenan, also a member of the new company, and who traveled for Mr. Phillips for a number of years, will look after the interests of the firm on the road. The new company will be in the field with a big line for the fall and holiday trade.

Chas. H. McDonald.

Chas. H. McDonald, after one year in the wholesale tea trade, has justified the high expectations held of his ability, not only in St. John, but elsewhere in the provinces. That success would attend him in his venture was accepted as a fact, but the magnitude of his achievement has been a surprise even to his friends. Mr. McDonald's "Red Clover" brand of teas has already made a name for itself, and he is to be congratulated on the up-to-date way in which this brand is being pushed. Bulk teas are the special line, and if direct importation, careful buying, exact blending mean anything in the make-up of teas, his blends should be general favorites with the trade. Practical business training, and also special training in his special line, have fitted this young, energetic and wide-awake business man with the right tools with which to carve a lasting success.

Leonard Brothers.

Leonard Brothers have no need to be introduced to the trade, for they are known the Dominion over. The fish business these days has reached the point where confidence in the shippers is practically everything. Leonard Brothers have that confidence, and consequently get the trade. Their brands are known, and are always above ordinary quality. In smoked fish their "Winter Port" sardines, Yarmouth bloaters and kippers are as good as ever and there are no better on the market. And in their boneless fish the Golden, Gem of the Sea, Favorite, and Satisfaction brands are found the Dominion over. "Ready for the winter trade," which is just about due, is the word from these people.

T. A. Estabrooks.

The finest warehouse in the city is that of T. H. Estabrooks, the Red Rose tea man. Red Rose tea is good tea because it was meant to be good tea, and because it comes from a home where quality is in evidence in every department. Advertising of the brightest and brainiest, integrity and pure, hard grinding have brought its merited success, and the position occupied by T. H. Estabrooks in the trade circles of the Dominion

is one that proves how successful a combination these three can make.

Every nook and corner of our Dominion responds to the touch of the seven-teen travelers of this far-reaching and fast-gripping concern.

At the recent annual reunion of the company, the boys from all over the Dominion voiced the general sentiment with regard to their chief with no uncertain sound, and "For he's a jolly good fellow," rendered from time to time from the lusty-throated company gathered in annual conclave, just went to show that it pays to be the right sort even in business.

Baird & Peters.

One of the finest wholesale houses in St. John is that of Baird & Peters. C. H. Peters, the present head of the firm, started with the late John Baird in 1886. The firm to-day have modern offices, a very large staff, and keep on the road an efficient staff of travelers. This house is one of the leading wholesale

groceries in the Maritime Provinces to-day, with a large and growing business.

The G. E. Barbour Co.

The G. E. Barbour Co., of St. John, N.B., attribute a success, admittedly above the average, partly to the excellence of its staff, partly to the soundness of its business principles, but chiefly to the possession of certain articles of diet which the public found that it wanted. The firm is also characterized by the ownership in bulk of that quality of enthusiastic optimism to which the majority of successful mercantile houses to-day owe their prosperity. It was not long before the public had caught the spirit of the game itself, and had entered into it as heartily as even G. E. Barbour could have anticipated. To-day the city of St. John does not boast a wholesale business more thoroughly representative of its best business traditions, with a more universal spirit of loyalty among its staff, from office boy to boss, or with a rosier prospect before it of future success and public confidence.

GROCERY TRADE NEWS OF NOVA SCOTIA

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Aug. 26.

The Halifax grocery markets are in a very satisfactory condition, and a fair volume of business is passing. The commission are preparing for a busy season, as they expect to handle a large quantity of fruit. Early varieties of Nova Scotia apples are now coming on the market in small quantities, and find a ready sale. Eggs are now showing an upward tendency. With the falling off of receipts the price is advancing, and 20 cents is now asked for fresh stock. Potatoes are now coming in more plentiful and they are quoted at \$1.50 to \$1.75 per barrel. The Nova Scotia crop this year is expected to be heavy. There is very little doing in canned goods just now. Tomatoes are coming in quite plentiful, and there is an abundant supply of beans, but peas are rather scarce. The market is well supplied with cabbage, turnips, beets and parsnips.

The high price and the poor quality of American fruit coming on the market has lessened the demand considerably. Bartlett pears are bringing record prices, the best quality on the market selling at from 60 to 70 cents per dozen. Bananas are not very plentiful, and the quality is only fair. Very few peaches are offered for sale so far. There has been no reduction in the price of beef so far, and it will likely be some time before it gets back to the old figures. Lamb is very high, and there is a great scarcity all over the province. Large shipments of lambs have been made this season from Prince Edward Island to the American markets. The wholesale price for lamb on the local market is 10 to 11 cents. There is very little poultry coming, and the demand is good. The best spring chickens, which do not weigh more than two pounds each, sell for about forty cents. Ducks are quoted at one dollar per pair. The best

fowls are selling at 13 cents per pound wholesale. The meeting of the Prince Edward Island cheese board, held at Charlottetown last week, was largely attended. The buyers present were: Messrs. Haszard, Aitken, Spillet and Biffin. A cable received by the board read as follows: "Liverpool, Montreal, 11 to 11 1/2. Brockville sold at 11 1/2 to 11 1/4." The following factories boarded cheese: Lakeville, 100; Orwell, 80; Union, 127; Hadelbrook, 125; Hillsboro, 60; Red Point, 76; Emerald, 180; Gowan Brae, 70; Red House, 72; New Perth, 100; Kensington, 350; Stanley Bridge, 220; Cornwall, 110; Dundas, 112; St. Peters, 87; Hampton, 56; Winsloe, 80. The bidding started at 10 3/4 and rose to 11 1/2, at which price the board was bought by Mr. Spillet.

Butter is fairly steady, with a good average demand and about average receipts. All the creameries are in active operation. Small dairy tubs are scarce, but this class of butter is always slow coming on the market during the hay-making season. It is expected that as soon as the farmers get all their hay in the receipts will improve.

George A. Ormon, grocer of Dartmouth and A. C. Drake, of Larsen & Co.'s, left last week for Toronto and Montreal, on a three weeks' visit.

Thomas Brown, grocer, Birmingham, has just returned from a three weeks' visit to Boston and New York.

G. W. C. Oland, manager of the Halifax Breweries Company, left on Friday last for Toronto and points in the West to make contracts for barley supply for the season's milling.

Mr. McKinney, of the Welcome Soap Company, and F. G. Carter, of the National Drug and Chemical Company, were among the commercial men visiting Prince Edward Island last week.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Aug. 29, 1907.)

Business continues fairly active and there is a more optimistic feeling among the trade, owing to the continued fine weather, and the encouraging crop reports from all parts of the three prairie provinces. Until the crop is assured buying will not be very heavy, but the wholesale houses are now looking forward to a big fall business.

CANNED GOODS—The canners have withdrawn their prices on Fraser river sockeye and coho salmon, and it is expected that there will be an advance of from 25c to 40c per case over the high opening prices noted last week. The Winnipeg jobbers are still selling on the basis of the opening prices, but this, of course, cannot last very long. Prices have been announced on the new season packs of Clover Leaf salmon, \$7.60 for single case lots, and \$7.50 for 5-case and over. E. D. Smith's new raspberry jams are now in stock. Quotations will be noted below. We quote:

FRUITS.		Group No. 1	Group No. 2 & 3
Apples—			
3's standard, per doz.	1 29½	1 27	
gallons, per doz.	3 47½	3 45	
Cherries New—			
2's, red pitted, per doz. case	2 41½	2 39	
Currants New—			
2's, red, heavy syrup, per doz.	2 9	2 04	
2's black	2 19	2 14	
Gooseberries New—			
2's, heavy syrup	2 31½	2 29	
Lawtonberries New—			
2's heavy syrup	2 41½	2 39	
Peaches—			
2's yellow flats	2 30	2 27½	
3's	3 12	3 09½	
Pears—			
2's, F.B.	1 81½	1 79	
3's	2 39	2 37	
2's Bartlett's	1 96	1 94	
3's	2 59	2 57	
2's Globe, light syrup	1 51½	1 49	
Plums—			
2's Damson, 1's.	1 34	1 31½	
2's Lombard, 1's.	1 39	1 37	
2's Greengage, 1's.	1 44	1 41½	
2's Egg, heavy syrup	1 86½	1 84	
Raspberries—			
2's red, light syrup	2 26½	2 24	
2's black, heavy syrup	2 41½	2 39	
Pineapples, whole, 2 lb., per case.		3 65	
" " sliced, 2 "		4 51	
" " grated 2 "		3 85	
Strawberries (new), per case		4 40	
Raspberry Jam (Smith's)		4 78	
12-oz. bottles per doz.		1 65	
1-lb.		2 20	
4-oz.		4 75	
5-lb tins, each		0 59	
7-lb.		0 80	

SUGAR—		
Montreal granulated, in bbls.		5 00
" " in sacks.		4 95
" " yellow, in bbls.		4 60
" " in sacks.		4 45
Wallaceburg, in bbls.		4 90
" " in sacks.		4 85
Berlin, granulated in bbls.		4 80
" " in sacks.		4 75
Iceing sugar in bbls.		5 60
" " in boxes.		5 80
" " in small quantities.		6 20
Powdered sugar, in bbls.		5 40
" " in boxes.		5 60
" " in small quantities.		5 65
Lump, hard, in bbls.		5 95
" " in 4-bbls.		5 95
" " in 100-lb cases.		5 95

SYRUPS AND MOLASSES—		
Syrup "Crown Brand," 2-lb tins, per 2 doz. case		2 35
" " 5-lb tins, per 1 "		2 75
" " 10-lb tins, per 1 "		2 55
" " 20-lb tins, per 1 "		2 60
" " 1 barrel, per lb.		0 03
" " Sugar syrup, per lb.		0 03
Beaver Brand, 2 lb tins, per 2 doz. case		3 10
" " 5 "		3 60
" " 10 "		3 30
" " 20 "		3 20
Barbadoes molasses in 4-bbls, per gal.		0 40
New Orleans molasses in 4-bbls, per lb.		0 03
Porto Rico molasses in 4-bbls, per lb.		0 04
Blackstrap, in bbls., per gal.		0 31
" " 1/2 gal. betts, each		2 25

COFFEE—

Whole green Rio, per lb.	0 08½
" roasted " per lb.	0 11
Ground roasted Rio	0 12½
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure Mocha	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (O & S) in 2-lb tins, per lb.	0 32
" " 1-lb	0 33
Local Blends—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb.	0 24

MINCE MEAT—

Mince meat, 7 lb. pkgs., per lb.	0 09½
" " 28 oz pkgs., per doz.	0 08½
" " 12 oz pkgs., per doz.	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal. pail.	70
3 "	1 80
5 "	2 75
Crock	65
Bottles, 18 oz., per doz.	2 00
" " 20 " "	2 25
Chow—	
1 gal. pail.	75
3 "	1 95
5 "	3 00
Crock	70
Bottles, 18 oz., per doz.	2 00
" " 20 " "	2 25
Sweet—	
1 gal. pails.	80
3 "	2 15
5 "	3 25
Crock	75
Bottles, 18 oz., per doz.	2 25
" " 20 " "	2 50
Onion—	
1 gal. pails.	90
3 "	2 40
5 "	3 75
Crock	85
Bottles, 18 oz., per doz.	2 50
" " 20 " "	2 75

FOREIGN DRIED FRUITS—There is little that is new in the foreign dried fruit situation. Reports indicate that all California fruits will be held at a high price. It is doubtful, however, if the California raisins can be maintained in this market at the high prices asked, as they are meeting with strong opposition from the Australian raisins, which reach this market about the time when the Valencias are out. We quote:

Australian raisins—	
Brown 1 exias, per lb.	0 08
Extra br. wn	0 08½
Sultana raisins, bulk per lb.	0 12½
" cleaned.	0 14
" 1 lb pkgs.	0 16

CURRANT PULP FOR WINE AND STRONGER BEVERAGES.

Wm. Meyer, of W. Meyer & Co., Patras, Greece, one of the important currant merchants, is now in America in the interest of his firm, and at present is in Toronto, where his agents are the MacLaren Imperial Cheese Co. In company with Mr. Marshall, manager of the brokerage department, he visited the wholesale trade.

Besides selling currants, as the grocery trade knows them, Mr. Meyer is interesting Canadian and American capital in another very important branch of the currant industry. This is currant pulp for the manufacture of alcohol, liqueurs and wines. Every year the Privileged Company of Greece receives about 40,000 tons of currants, which, under the terms of its charter it cannot dispose of as currants.

Currants are grapes and will make as fine wine as any grapes, finer than most, it is claimed, on account of their rich content of grape sugar. The course has been adopted of converting these currants into pulp and disposing of them for manufacturing purposes. Already the trade has assumed consider-

Table raisins, Connoisseur clusters per case.	3 60
" extra dessert.	3 80
" Royal Buckingham,	3 90
" Imperial Russian	3 25
" Connoisseur clusters, 1 lb pkgs, per case (30 pkgs.)	3 35
" Connoisseur clusters, boxes (5½ lbs.)	0 20
Valencia raisins, f. o. s.	1 45
" selected	1 55
" layers	1 10
Trenor's Valencia raisins, f. o. s, per case.	2 70
" selecta	2 55
" layers	2 35
California raisins, muscatels, 2 crown, per lb.	1 10
" " 3 "	0 10
" " 4 "	0 10
" " choice seeded in 1-lb. packages per package	0 10½
" " fancy seeded in 1-lb. packages per package	0 10½
" " choice seeded in 1-lb. packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb.	0 58½
" 80-90 "	0 57
" 70-80 "	0 57
" 60-70 "	0 58
" 50-60 "	0 58
" 40-50 "	0 59
Currants, uncleaned, loose pack, per lb.	0 07
" dry cleaned, Filistras, per lb.	0 07
" wet cleaned, per lb.	0 08
" Filistras in 1-lb pkg, dry cleaned, per lb.	0 08
" Vostizias, uncleaned	0 08
Hallowee dates, new per lb.	0 05
Figs, cooking, in tapnets, per lb.	0 55
" in sacks	0 06
" table, 1 crown "	0 10
" " 3 "	0 11
" " 5 "	0 13
" " glove boxes, per box	0 09
" " square boxes (12 oz) per box	0 08
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 22
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 15
Peaches	0 15
Pears, choice (halves), per lb.	0 13½
" standard	0 13
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice.	0 16

TEAS—The new Japan teas are costing about two cents per pound more this year than last, owing to a partial crop failure. Ceylons are also stiffening and they are held now at one and two cents higher than a month ago. New Indias opened high, but show some indications of a slight decline.

EVAPORATED APPLES — Opening prices of new evaporated apples will be high. There is considerable excitement in this market now, and jobbers are endeavoring to secure their stock now in anticipation of advances.

able proportions. Germany takes 10,000 tons, Italy 10,000 tons, and England 5,000 tons a year. This leaves 15,000 tons to be disposed of annually and Mr. Meyer hopes to find the market for it in America.

A ton (2,000 lbs.) of currant pulp will make from 150 to 600 gallons of wine, according to the strength of the alcohol in it. The pulp contains about 60 per cent. pure grape sugar. The sweeter the wine wanted the less can be made.

In Germany, where the commercial manufacture of alcohol from imported material is prohibited, the entire 15,000 tons of currant pulp is utilized in the production of homemade wine for home consumption. The pulp is simply placed in a barrel and a certain proportional quantity of water added. This is allowed to stand for three or four weeks and is ready for use. It will make a wine with about 12½ per cent. of alcohol. In England and Italy the pulp is utilized commercially.

Mr. Meyer has succeeded in interesting large capitalists in the United States and has prospects of doing so in Canada also.

GIVE US A CALL

When you are in the city during Exhibition time, or any other time, call and see us. We may have something in the way of goods that will interest you, or we may not, however, it will help us to get better acquainted, which is always a help in making business run smoothly.

H. P. ECKARDT & CO.

Wholesale Grocers

Cor. Front & Scott Streets

TORONTO

THE CANADIAN GROCER

CANNED GOODS IN PETERBORO.

(By Canadian Grocer's Special Correspondent.)

The canned goods trade is receiving considerable attention from the grocers in the city just now, and especially those who buy heavily and carry a large stock. One of them discussing the situation this week said: "It appears that the canners so control the trade and are so well acquainted with the demands of the country that they are in a position where they can do just as they please with the

retail grocer." One man who invests several thousand dollars in canned goods every fall said this week that he did not think he would carry any stock. He had been talking with several of the grocers in the city and they all seemed to be of the same opinion. The canners' association has placed the price so that they get every cent of the profit and the grocer hardly breaks even. For instance, when a grocer has to pay \$1.17 per dozen cans, laid down at his store and sell them at \$1.20 per dozen and deliver them to 12 different houses, he is losing money, and would be very

foolish to tie up a couple of thousand dollars for a year. The men referred to have practically decided to let the packers carry their own goods and buy only in small quantities as they want them. The price is the same and at the end of the season the wholesale price will be lower, as it always is. The canned goods problem is another evidence of the necessity of a separate retail grocers' association, which would be active in the grocers' interests. The grocers have only themselves to blame, as a big effort was made a while ago to organize an association.

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Bloomfield Packing Co.....	26	Eureka Refrigerator Co.....	89	Majestic Polishes Co.....	14	St. Lawrence Starch Co.....	23
Borque, T. A., & Co.....	19	Ewing, S. H., & Sons.....	16	Manitoba Canning Co.....	69	'Sugars' Limited.....	27
Bowman & Cole.....	9	Farmers' Canning Co.....	25	Maple Tree Producers' Association.....	31	Symington T., & Co.....	19
Bowser, S. F., & Co., Inc.....	89	Fearman, F. W., Co.....	86	Marshall, James.....	4	St. Croix Soap Co.....	90
Bode's Gum Co.....	70	Fisher, A. D., Co.....	89	Martime Dairy Co.....	23	Terminal Warehouse and Cartage Co.....	92
Borden's Condensed Milk Co.....	92	Foley, F. J., & Co.....	4	Mason & Hick-y.....	65	Tew, Richard & Co.....	4
Bradstreet's.....	4	Fontanel, Leon.....	95	Mason, Geo., & Co., Ltd.....	9	Thompson, G. B.....	4
Brand & Co.....	93	Gillard & Co.....	87	Mathewson's Sons.....	27	Thorne, A. M., & Co.....	70
Branson & Co.....	24	Gillard, W. H., & Co.....	18	Mathieu, J. L., Co.....	22	Tippet, Arthur P., & Co.....	1
Bryce, Chas. C., Co.....	71	Gillett, E. W., Co., Ltd.....	75	Methven, J., Sons & Co.....	4	Tobin Tent & Awning Co.....	85
Burlington Canning Co.....	15	Gorham, J. W., & Co.....	2	Millman, W. H., & Sons.....	2	Toledo Computing Scale Co.....	29
Business Systems Limited.....	73	Gorman, Thos.....	96	Mitchell, H. W.....	4	Toronto Pottery Co.....	inside back cover
Cailler's Chocolate.....	73	Gray, Young & Sparling.....	56	Minto Bros.....	28	Toronto Salt Works.....	68
Campbell's, R., Sons.....	inside back cover	Greig, Robt., & Co.....	15	Moirs Ltd.....	72	Truro Condensed Milk Co., Limited.....	69
Canada Sugar Refining Co.....	18	Greening, Thos. B.....	4	Montreal Packing Co.....	65	Tuckett, Geo. E., & Son Co.....	82
Canadian Cannery.....	5	Guelph Soap Co.....	27	Mooney Biscuit and Candy Co.....	71	Turner, James, & Co.....	29
Canadian Castile Soap Co., Ltd.....	89	Hamilton Cotton Co.....	73	Morse Bros.....	92		
Canadian Coconut Co.....	73	Hillock, John, & Co.....	88	Mott, John P., & Co.....	73	Underdown & Crichton.....	25
Canadian Salt Co.....	10	Holbrook's Ltd.....	14	National Licorice Co.....	8	Vernet, Stewart Co.....	78
Capstan Manufacturing Co.....	22	Honeyman, Haultain Co.....	2	Nestle's Chocolate.....	78	Wagstaffe Limited.....	17
Carman, Escott Co.....	4	Hovell & Co.....	27	Nicholson & Baird.....	12	Walker, Hugh, & Son.....	77
Carter S. J., & Co.....	80	Humphrey, Guy, H.....	22	Nishimura, Shaw T.....	10	Wallaceburg Sugar Co.....	21
Central Canada Exhibition.....	87	Imperial Syrup Co.....	17	Northrup & Co.....	80	Warren Bros.....	28
Chase & Sanborn.....	33	Improved Match Co.....	21	Oakey, John, & Sons.....	inside back cover	Warren, G. O.....	2
Chaput Mills.....	30	James Dome Black Lead.....	16	Oakville Basket Co.....	4	Watson, Andrew.....	77
Chouillou, C. A., & Co.....	25	Jarvis, C. E., & Co.....	4	Old Homestead Canning Co.....	inside back cover	Watt, John J.....	4
Christmas, W. C.....	62	Kingery Mfg. Co.....	4	O'Mara, Joseph.....	69	Welome Soap Co.....	22
Clark, W.....	78	Kinnear, Thos., & Co.....	10	Ozo Co.....	85	Western Canada Flour Mills Co.....	72
Cl ex, J. R., & Co.....	77	Kirouac, Nap. G., & Co.....	70	Park, Blackwell Co.....	66	Whiteley, J. H.....	outside back cover
Codina, Sebastian & Co.....	77	Kit Coffee Co.....	17	Paterson, R., & Sons.....	11	White & Co.....	72
Codville-Georgeson Co.....	65	Kops Breweries.....	13	Patrick, W. G., & Co.....	2	White & Co.....	77
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Common Sense Mfg. Co.....	4	Lambe, W. G. A.....	95	Power, B. H.....	26	Wilson, Archdale.....	68
Computing Scale Co.....	72	Laporte Martin & Co.....	32	Purnell, Webb & Co.....	87	Windsor, J. W.....	21
Connors Bros.....	79	Lea Pickling & Preserving Co.....	36, 37	Ratray, D., & Sons.....	16	Wiseman, R. B., Co.....	65
Cote, Joseph.....	83	Leitch Bros.....	79	Robertson, John, & Son.....	14	Wood, Thomas, & Co.....	94
Cowan Co.....	73	Leonard Bros.....	81			Woods, Walter, & Co.....	68
Cox, J., & G.....	71					Young, W. F.....	28

OUR FRIENDS AND CUSTOMERS

are cordially invited to call and see our SAMPLE ROOMS, also visit our stands for

E. D. SMITH'S JAMS and CEREBOS SALT

in Manufacturers' Building at The Exhibition.

W. G. PATRICK & CO., Importers

29 and 31 Melinda St.

TORONTO

LEA'S

The Pickle with the Home-Made Flavor

MR. RETAILER,-

If you desire to try a small lot of our Pickles, give your order to our Wholesale Traveller at once, as the Vegetable Crop will be a very short one, and from present outlook our entire pack will be sold this Fall.

You may also look for higher prices and some trouble in getting your orders filled in the Spring.

Yours respectfully,

THE LEA PICKLING & PRESERVING CO., LTD.,
Simcoe, Ont.

**TEAS, GROCERIES,
PROVISIONS,
WINES and LIQUORS**

The Largest Stock The Greatest Variety

OUR POLICY

**Low Prices Quick Turnover
Big Business**

A FEW TRIAL ORDERS WILL CONVINCING YOU OF

OUR RELIABILITY

**Best Equipment Competent Staff
Perfect Organization**

Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

Limited

MONTREAL

The Most Liberally-Managed Firm in Canada

PROVISIONS OF QUALITY

We solicit your patronage for Smoked Meats, Lard and all lines of provisions and produce.

"CORONA" goods insure the quality that will please your customers.

HAMS
CORONA
LARD
BACON
BUTTER

Good enough for anyone. Write us for prices.

The Montreal Packing Co., Limited

MONTREAL

Representative for the Maritime Provinces—JAS. DILLON, 11 Germain Street, St. John, N.B.

A SPECIAL OFFER

We are spending a great big sum of money in advertising our

Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE-GEORGESON CO.,
WINNIPEG, MAN. Limited

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

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

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality
of our
Mild Cured Hams
Boneless Breakfast Bacon
Skinned Smoked Backs

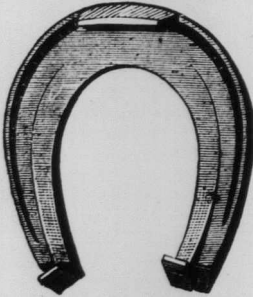
meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Creamery Butter

We have a large stock of both prints and boxes and are daily receiving supplies. Write us for quotations or send us your orders, to be charged for at market price.

F. W. FEARMAN CO.
HAMILTON Limited



**"HORSESHOE" BRAND
HAMS AND BACON**

Will make money for you.
Have you tried them?

JOHN DUFF & SON
HAMILTON, CANADA

**We Extend
A Cordial Invitation**

to all of our customers from out of town to visit us during

Fair Time

and would be pleased to have them make our office their headquarters.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Country prices for cheese keep up in a surprising manner. This week quotations show an advance of $\frac{1}{8}c$ over a week ago. For finest Ontario dealers are asking $11\frac{1}{2}c$, which figure is not tempting to buyers. Yet there are some who ask as much as $11\frac{3}{4}c$. At either figure it is not the easiest thing in the world to do business with Old Country buyers, who do not seem to want Canadian cheese at prices which are so high.

Because of this hesitancy on the part of English houses buyers in the country do not willingly pay the advance asked, thought they must put up the money if they are to secure the goods. So far this year profit to exporters has been very small indeed. All along there has been trouble in convincing importers that Canadian prices were the best it was possible to make. This has not even yet been realized on the other side. Expectations there are that the figures cabled by dealers here will decline, and because of this anticipation, purchases are not large.

Making it still more difficult for Canadians to make sales, the production of cheese in England this year is larger than it was last year, and until they use up what they have they are not anxious to pay advanced prices for what we have to offer.

Some believe that there has been a marked shrinkage in the make since the end of June, as compared with last year, estimating the falling off at from 35 to 40 per cent. There certainly has been a decrease in the make, as one will have noticed by the figures published weekly.

Last week receipts were 79,521 boxes, against 91,763 boxes for the corresponding week of 1906. Total receipts since May 1 have been 1,262,143 boxes, against 1,383,705 boxes for the same period last year. These figures show how much receipts have fallen off, compared with a year ago.

Exports for the past week were 60,759 boxes, against 89,507 for the same

week last year. Shipments since May 1 amount to 1,106,883 boxes, against 1,293,463 boxes for the same period of 1906.

The butter situation is not a great deal better than the cheese. Conditions are, in many respects, the same. In both, high prices are demanded in the country, and must be paid if supplies are to be obtained. Also in both articles, prices quoted in Canada are too high for the ideas of Old Country houses.

English buyers are not anxious to pay present figures. The markets there are being well supplied with good quality of butter from Denmark, Siberia, Russia and Ireland, and with supplies arriving so freely fear of a shortage is unknown, and there is no reason why they should pay a round figure for Canadian butter when they can secure other makes of the same quality, or better, for prices which are more favorable to them.

To-day dealers are asking $22c$ to $22\frac{1}{4}c$, according to quality, which prices are too high for English ideas. At most, they do not want to pay above $22c$ for the best. Very little trade is being transacted at ruling quotations. Last week sales were made at figures very near correct, one dealer selling a round lot at $22\frac{1}{8}c$.

Receipts last week were 14,780 packages, as compared with 26,344 packages last year for the same week. Total receipts since May 1 amount to 265,589 packages, against 411,614 packages for the same period of 1906. It will be seen from these figures that receipts this year are not a great deal more than half of what they were last year, both as regards weekly receipts and total receipts for the season.

Shipments for the past week were 3,688 packages, against 26,307 packages for the corresponding week of 1906. Total shipments since May 1 amount to 47,689 packages, against 242,716 packages in 1906.

Dairy butter is very scarce and prices are advancing, being one cent higher than last week to-day.

a very unreceptive mood, it is not strange the packers would like to reduce their holdings. The two exceptions seem to be lard and short cut. Both are firm. The packers are now seeking to take only enough hogs to keep their plants going.

The American market is not lending any strength to the situation. The Journal of Commerce, reviewing last week, says:

"These markets have been a smaller side show to the grain markets the past week than the week before; but they have sympathized speculatively with them, although to a very small extent, without stimulating activity in any branch of the trade. In fact, it has only affected the option trade at all in hog products by searing in the small short interest to cover, not on what has happened in these products, but rather on the fear of what might happen, as the telegraph strike has not improved between this market and the packing centres, and, in fact, has been worse, as the daily receipts of hogs have not been reported or known by official despatches, and they have been in doubt all the week at all points, even Chicago being unreported part of the time. This made the few shorts uneasy in view of the strength in the grain markets, and especially in corn, owing to the cool weather all over the corn belt this week and of the frosts in the Northwest threatening a short corn crop, on which the shorts in corn have been heavy buyers, putting up prices very sharply, and running in the provision shorts in sympathy. This, however, has not been a large enough interest to produce activity or more than a fractional advance, confined entirely to the options, with which spot prices have refused to sympathize, as cash trade has remained at the minimum summer volume all the week, with packers willing to sell at old prices and unable to do so in more than job lots for current wants which have been very small. This is all there has been to the market for hog products, as the packers have not appeared in sight, though it is assumed that they sold what the shorts wanted, else there would have been more advance in prices, if, indeed, there was any considerable short demand, which some doubt, so small has been speculation in these products this season."

THE PROVISION SITUATION

The live hog market is on the down grade because of the unfavorable conditions existing in England, where the bacon market is in bad shape. The f.o.b. price for live hogs this week is \$6.35, and next week it will be at least a quarter lower, the packers say. As usual, on a declining market, the farmers keep their hogs at home, and still the packers are getting all they want. Receipts last week were about 20,000.

The Old Country market is very disappointing, and is at least 4s. lower this week. The slump is due immediately to

large deliveries of Danish and Irish bacon. American shipments also have been large. Canadian shipments appear to be about normal, and include too much heavy stuff. Buyers in England are holding off in anticipation of lower prices, and heavy lines are moving particularly slow.

As might be expected, the domestic provision situation is somewhat weak. Packers are all holding pretty heavy stocks of Canadian cuts, and, with the live hog market declining rapidly and the Old Country market for product in

PROVISION MARKETS

MONTREAL.

PROVISIONS—Demand for smoked meats continues very satisfactory. Store trade business makes up the bulk of orders being filled. Lard is also selling freely for the season. Export orders are good, large shipments of Wiltshire ba-

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

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

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

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

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

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

con, particularly, being sent out of the country. Hams are being sold for export in quantities also. Prices are steady, with little likelihood of a decline for a month or so, when hogs will be more plentiful.

Lard, pure, tierces.....	0 11½	0 11½
" " " 56-lb. tubs.....	0 11½	0 12
" " " 20-lb. pails, wood.....	0 10½	0 10½
" " " cases, 10-lb. tins, 60 lbs. in case.....	0 11½	0 12½
" " " 5-lb. ".....	0 1½	0 12½
" " " 3-lb. ".....	0 12	0 12½
Lard, compound, tierces, per lb.....	0 10	0 11½
" " " tubs.....	0 11½	0 11½
" " " 20-lb. pails, wood.....	0 11½	0 11½
" " " 20-lb. pails, tin.....	0 10	0 10½
" " " cases, 10-lb. tins, 60 lbs. in case.....	0 10½	0 11½
" " " 5-lb. ".....	0 10½	0 12
" " " 3-lb. ".....	0 10½	0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	22 00	22 60
Canadian short cut clear.....	21 50	23 75
American fat back.....	23 00	23 50
Breakfast bacon, per lb.....	0 13½	0 16
Hams.....	0 12½	0 16
Extra plate beef, per bbl. various sizes.....	9 00	23 00

BUTTER—Butter is about the same as last week. Dairy is higher, owing to its scarcity, the make being poor. To-day dealers are asking fully a cent more than they were a week ago, Creamery prices continue high in the country, although it is difficult to make sales to the Old Country based on present buying prices.

Creamery, choice, boxes.....	0 22½
" " " pound prints.....	0 23
Dairy, tubs.....	0 19 0 21

CHEESE—Prices remain firm with business but fair, owing to the high figures demanded. Buying in the country is being done at prices which are hard to get from English buyers. Local trade is not very brisk since cheese is not in great demand at this time of year.

Cheese, old.....	0 14	0 16
" " " new, large.....	0 11½	0 11½
" " " twins.....	0 12	

EGGS—Eggs are firm this week at prices ranging from 18c to 19c for No. 1, and 22c, and sometimes 23c, for selects. Quality of eggs arriving is better, but receipts are falling off, being hardly sufficient to supply the local demand. They are not arriving in large enough quantities to warrant storing. Prospects are that there will be some export trade this year, as already inquiries are being received from Great Britain.

HONEY—White clover honey has been short and prices are firm. Buckwheat looks good, and it is likely that prices will be lower, although it is a little early to say what will be the yield. Prices this week are easier.

White clover comb honey.....	0 13	0 14
Buckwheat, extracted.....	0 07	0 07½
Clover, strained, bulk.....	0 10	0 11

TORONTO.

PROVISIONS — Business continues pretty active, but the market generally is easy with prices about the same as last week. Lard, however, is firmer and dressed hogs are lower. The lumber camp trade is opening and is making an outlet for a good deal of long

clear. Packers generally are pretty well stocked with Canadian cuts. Short cut is in demand and higher.

Long clear bacon, per lb.....	0 10½	0 11
Smoked breakfast bacon, per lb.....	0 15½	0 17
Roll bacon, per lb.....	0 11	0 11½
Small hams, per lb.....	0 15	0 15½
Medium hams, per lb.....	0 14½	0 15½
Large hams per lb.....	0 13½	0 14
Shoulder hams, per lb.....	0 19½	0 11
Backs, plain, per lb.....	0 16½	0 17
" " pea meal.....	0 17½	0 17½
Heavy mess pork, per bbl.....	19 50	20 00
Short cut, per bbl.....	22 50	23 00
Lard, tierces, per lb.....	0 11½	0 11½
" " " tubs.....	0 11½	0 11½
" " " pails.....	0 12½	0 12½
" " " compounds, per lb.....	0 10	0 10
Plate beef, per 200-lb. bbl.....	12 50	13 00
Beef, hind quarters.....	9 00	10 00
" " " front quarters.....	5 50	6 00
" " " choice carcasses.....	7 50	8 25
" " " common.....	5 00	6 00
Mutton.....	0 08	0 10
Lamb.....	0 12	0 13
Hogs, street lots.....	8 75	9 25
Veal.....	0 08	0 09½

BUTTER—The market continues firm, but there is not the buoyancy to it that the burnt-up condition of the pastures in Ontario might be thought to warrant. While the make here is undoubtedly smaller, Quebec has been more freely supplied with rain, and Montreal is offering Toronto finest creamery prints at 22½c. In addition, the export business is in very small compass this season. Some wholesalers think prices are now at winter level. For choice, prices are about a cent higher than a week ago. Special brands of creamery being as high as 26c.

Creamery prints.....	0 24	0 25
Creamery solids.....	0 22	0 23
Dairy prints, choice.....	0 22	0 23
" " " ordinary.....	0 18	0 19
" " " tube choice.....	0 20	0 22
" " " tube, ordinary.....	0 17½	0 18
Baker's butter.....	0 17	0 17

EGGS—Receipts are a little freer and prices are steady. Straight run of candled are firm at 19c. Selects are graded above that according to price.

Eggs, candled.....	0 19
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CHEESE—Prices are ¼c. lower.

Cheese, large.....	0 12	0 12½
" " " twins.....	0 12½	0 12½

HONEY—The market is very firm. Comb honey is very scarce.

Honey, strained, 60 lb tins.....	0 11
" " " 10 lb tins.....	0 12
" " " 5 lb tins.....	0 12
" " " in the comb, per doz.....	2 00
Buckwheat honey, per lb.....	0 05
" " " in comb, per doz.....	1 25

POULTRY—There is an active demand this week on account of the exhibition and prices for dressed fowl are rather higher. Next week they are likely to be down again. Supplies of ducks and turkeys are light.

Live Weight.	
Spring chickens, per lb.....	0 12 0 13
Old fowl.....	0 09 0 10
Ducks.....	0 15

Dressed weight.	
Spring chickens, per lb.....	0 18
Old fowl.....	0 12
Ducks.....	0 14
Tom Turkeys.....	0 16
Hen.....	0 16

A PLACE FOR EVERYONE.

Manager—I can't do a thing with Smith, the new clerk. I've had him in three departments, and he sleeps all day long.

Proprietor—Put him at the pajama counter and fasten this card on him: "Our night clothes are of such a superior quality that even the assistant who sells them cannot keep awake."

There is Only One

FLY PAD



THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.

ARCHDALE WILSON, - HAMILTON



The Ideal Quick Lunch

When your lady customer comes to you in a hurry for something "for a quick lunch" or when she asks for something for the unexpected guest's meal recommend

CLARK'S LUNCH TONGUE

It fills the bill every time and you add so much more to *your* reputation. Then there are **86** other lines put up by *Wm. Clark*. We are sure you want to know more about our canned specialties. Write for catalogue.

WM. CLARK - MONTREAL

O'MARA'S BACON

Satisfaction
Guaranteed

Quality the
First Consideration

PRICES RIGHT

JOSEPH O'MARA
Pork Packer PALMERSTON

O'MARA'S BACON

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable



Preferable



Saleable



Profitable

Truro Condensed Milk Co., Limited
TRURO, N.S.

CEREALS AND CONFECTIONERY

Wheat Markets, Again on the Advance, Led by Unfavorable Crop News From All over Europe and America—Flour Trade Quiet—Confectionery Profits.

The wheat market is on another strong upward move, and flour prices must follow. It seems to be the turn again for unfavorable crop reports, and they are coming from all over Europe and America.

A gentleman just returned from a three months' sojourn in Germany says he has heard nothing but talk of poor crops and high prices the coming year, and says the opinion there is that America will be able to sell all her grain export surplus at her own prices this crop. The hay crop was not all cut on the fifth of August from Berlin to Hamburg on account of the previous six weeks' wet, showery weather that prevented harvesting, and the potato crop was considered in great danger of being very short also from the same cause.

Flour is feeling the advance in wheat, and American prices for winter wheat flour have improved some, but demand is not yet very active, and buyers are rather inclined to a waiting policy. They would like some more definite information on the outcome of the present crop. The fall cereal trade has not started yet, either, and while a fair business is passing, the mills, as a whole, are not rushed.

Confectionery.

The possibilities in business for the man with energy to invest, are simply illimitable. The grocer who does not see good profits in confectionery is simply letting possibilities go by him. Like any other line of foodstuffs, it requires to be handled with discretion, to be well displayed and advertised. In business, as everywhere else, it's the little things that count. The grocer cannot afford not to handle good lines of confectionery. Every day he delays to do so he is missing money.

MONTREAL.

FLOUR—This week the market is very firm and an advance would not surprise. Some little excitement was felt owing to reports of frost in the west. Export demand has been very satisfactory, and importers seem willing to pay for flour, while local trade has been all that could be desired.

Winter wheat patents.....	5 00
Straight rollers.....	4 40
Extra.....	4 20
Straight rollers, bags, 90 per cent.....	1 75
Royal Household, bags.....	5 10
Glenora.....	4 50
Manitoba spring wheat patents.....	5 10
" strong bakers.....	4 50
Five Roses.....	5 10
Buckwheat flour.....	2 25 2 30

FEED—Since last week there has not been the slightest improvement in the feed situation. To-day, highest winter prices are being paid, which is certainly something extraordinary. As far as can be seen ahead, there is no sign of improvement in market conditions, and it

looks as though present quotations would rule for a long time to come.

Ontario bran.....	18 00	19 00
Ontario shorts.....	23 00	24 00
Manitoba shorts.....	23 00	24 00
Manitoba bran.....	23 00	24 00
Mouillie, milled.....	23 00	30 00
straight grained.....	28 00	30 00
d flour.....	1 35	1 45

ROLLED OATS—There has been an advance in rolled oats since last report. Supplies available are limited, and, as the new oats are not yet fit to flake, prices have been put up. Demand is good.

Fine oatmeal, bags.....	2 60	2 75
Standard oatmeal, bags.....	2 60	2 75
Granulated.....	2 60	2 75
Golddust cornmeal, 98 lb bags.....	1 70	2 00
White cornmeal.....	1 65	1 75
rolled oats, 90-lb. bags.....	2 55	2 65
" 80-lb. bags.....	2 45	2 55
" bbls.....	5 20	5 50

TORONTO.

FLOUR—Trade is picking up again and the higher wheat prices have given a much firmer tone to the market. Millers report local trade quite brisk and foreign buyers are said to be coming up to prices asked.

Manitoba Wheat.	
60 per cent. patents.....	4 90 5 00
85.....	4 60
Strong bakers.....	4 20 4 40

Winter Wheat.	
Straight roller.....	4 25 4 35
patents.....	4 45 4 65
Blended.....	4 35 4 40

CEREALS—Prices continue unchanged and trade is only fair. The fall trade is expected to come with a rush after September 1.

Rolled wheat in barrels, 100 lbs.....	2 75	3 00
Rolled oats, in wood, per bbl.....	5 25	5 50
" in bags, per bag 90 lbs.....	2 50	2 55
Oatmeal, standard and granulated, per bbl.....	5 55	5 65
in bags 98 lbs.....	2 65	

BENEFIT OF TRADE JOURNALS.

Trade journalism has developed so rapidly that to-day there is scarcely any line of business that does not have one or more journals devoted exclusively to its interests. These journals wield a strong influence in their respective fields—in many lines they are considered the final authority. Aply conducted by men who fully understand the conditions and requirements of the trade they represent, these papers contain a wealth of information in every issue, and are closely studied by their readers, who are kept fully abreast of the times in all matters pertaining to their field of business.

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

Every copy of a good trade journal hits the mark. It is bought because it means dollars and cents to the buyer; its contents refer directly to his work; it is not read for pastime or amusement, but because the information it contains is of a practical, every day use. A trade journal is read more carefully and with greater interest than any other form of publication.—C. C. Prescott, in Selling Magazine.

TWINE, PAPER, BAGS, Jute Goods and Stationery

We carry these lines and carry mighty good stuff, too. Write or phone us for particulars.

PHONE MAIN 5348

A. M. THORNE & CO., 77 Front E. TORONTO

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

NAP G. KIROUAC & CO.,

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

125 St. Peter St., QUEBEC.

On other... tion of the Canadian p... ready mark... lowing hint... to the meth...

Do you

or Tar... Powde... If you... the be...

Calculu

Better... use... quotat...

CHARL

43

LONDO

48 Highest

WALT



Register U. S. Pat.

ments of

Walter

Establish

Branch

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McLAL

ENGLISH MARKET FOR PEARS.

**Some Suggestions for Canadian Shippers
—Packing.**

By J. B. Jackson, C.C.A., Leeds.

On other occasions I have made mention of the opportunities which await Canadian pear exporters for securing a ready market for this fruit, and the following hints should be of some value as to the method of packing now in vogue.

To export pears, is, of course, a totally different thing to exporting apples. The former ripen in much quicker time than the latter, and for this reason they should be packed in a hard, green condition to enable them to "come up" during transit. When a pear is being packed for export it should always be remembered that it has to arrive here in such a condition that it obtains a ready sale, as it passes through the hands of the importer, the merchant, and the retail shopman, and, even after this, has also to be in a fit condition to please the actual consumer.

Packing.

On the all important question of packing there is very little room for improvement in the French system, and Canadian exporters are advocated to adopt it. Under this system the fruit is packed two layers in a box, the usual quantities being as follows: 30 large sized pears, 48 medium sized pears, 96 smaller sized pears.

On account of their very soft nature it is advocated that each pear should be wrapped in tissue paper, as should any of the fruit happen to become too ripe during transit it absorbs the juice. In the case of exceptionally small pears, these, it may be mentioned, are shipped loose in crates and are usually sold by the pound. If tissue paper is not used for packing, a layer of wood fibre should be placed above and around each layer.

Importance of a Name.

If Canadian exporters intend to seriously compete with other countries in supplying pears to the British market, it is essential that they should give their fruit some good "selling name" by which it will be known by. French shippers, for instance, have adopted the names, "Duchess," "Williams," "Louie-bourne," "Jargonells," "Boncues"; while from Ghent comes supplies of "White Philips," "Grey Philips," etc. As an appropriate name for Canadian pears, "Choice Canadians," or something similar would meet the case, and at the same time, would prove a very effective advertisement for this class of Canadian produce. In any case, the word "Canadian" should, in some way or other, appear prominently on the box in other to distinguish the fruit from that grown in the United States.

A new line of cleaner has made its appearance on the Canadian market, and its advent is felt by the old lines. The name, "Snap," speaks volumes, it does its work quickly and well. The Canadian company at Montreal are behind with their orders. Grocers can find out full particulars by addressing the Snap Company, Montreal.

Do you use Cream of Tartar

or Tartaric Acid in your Baking Powder or Self-Raising Flour? If you do, you are not using the best up-to-date materials. You should use our

Calcium Acid Phosphate

Better for health and cheaper to use. Write for samples and quotations.

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street

LONDON, E.C. - - 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

Business-Bringing Biscuits

That's the kind that ought to interest you, Mr. Grocer.

McLAUGHLAN'S CREAM SODAS

are just that kind. People like 'em so they keep coming back. Wouldn't it pay you to keep them? Ask us about them.

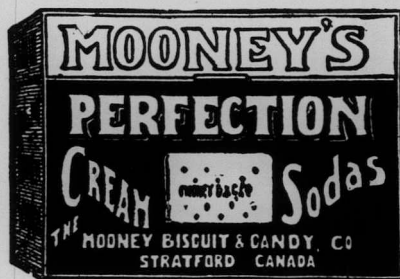
McLAUGHLAN & SONS CO., - - OWEN SOUND, ONT.

"Incomparable"

Mr. Grocer! When the women of Canada are so unaminous in their opinion regarding our

**Perfection
Cream Sodas**

can you afford to stock other biscuits? Your customers must have told you again and again that



are "Incomparable" Judge them as you will, that verdict stands. There are reasons for the marked superiority of

Perfection Creams

We would like to tell you why in the following series of ads.

**The Mooney
Biscuit & Candy
Company,**

LIMITED

STRATFORD, - CANADA



**COX'S
GELATINE**

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents: **J. & G. COX, Ltd**
C. E. Colson & Son, Montreal
D. Masson & Co., " **Gorgie Mills**
A. P. Tippet & Co. " **EDINBURGH**



**Manufacturers of High Grade
Chocolates and Confections**

Moirs Chocolate packages are tastefully gotten up and have a clean, inviting look that whets the appetite for what's inside.

The quality of Moirs Chocolates is what it has ever been — deliciously fresh, wholesome and possessing that indescribable something which is sure to bring your customer back for another box.

If you have never handled Moirs Chocolates, we would advise you to place a trial order at once.

MOIRS, Limited - Halifax, N. S.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



Offices:

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

It pays you to pay for quality.

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

PURITY

**EXPERIENCE IS BETTER
THAN ADVICE**

If you will put in a trial order of our flour you won't need our advice to induce you to order again. Experience will teach you that your best trade want our brands

**"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands**

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED
BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Produced in Switzerland)

Don't fail to call at the Cailler Chocolate booth when visiting the Canadian National Exhibition, Toronto—

If you can't find time to see the Fair, drop us a line and we will give you a personal demonstration. Write for particulars.

General Agent for Canada:

WM. H. DUNN

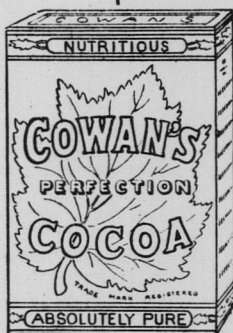
396 St. Paul St.
Phone Main 685
MONTREAL.

27 Front St. East
Phone Main 7658
TORONTO.

PURITY

ABSOLUTE
UNQUESTIONED

Qualifies all our goods



Cowan's
Cocoa
and
Chocolate

A Canadian Product
which Canadians appreciate.

Do You Appreciate
the opportunity you are missing in not pushing it?

THE COWAN CO.
TORONTO LIMITED

Dealers are requested to write for special free deal.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The best work in the cooking and baking line can only be done by perfect goods. That is why

Mott's

"Diamond" and "Elite"
brands of
Chocolate

are preferred by householders who know.

Every jobber sells them.

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

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jes. E. Huxley
Winnipeg

Arthur Nelson
Vancouver



SURPRISINGLY SUSTAINING

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

Remember



Full weight in every package of McLean's White Moss Coconut and costs you no more. "Ask for it."

Canadian Cocoanut Co.
Montreal, Canada

About Private Price Marks

Some Important Secrets of the Cost and also Prices Ciphers of the Big Retail Stores that may be Used by the Country Retailer if Desirable.

Almost every merchant has a secret price mark. It is a business necessity. The greatest point in its favor is that the dealer who marks his articles with a code is not subject to comparisons of price, which the one price dealer always has to complain of.

The majority of dealers have a secret code from which to determine the price. A great many of them so arrange this code that they can tell the cost as well at a glance.

Most frequently the price code is arranged on a word of nine or ten letters, in which word there are no two letters alike. The letters correspond with the numbers from one to ten, like this:

man u s c r i p t
1 2 3 4 5 6 7 8 9 0

This is the commonest and easiest way of marking the price. All dealers are familiar with it, but they seldom change their key-word, on account of the difficulty of looking up a new word or the bother of becoming accustomed to the new code.

It is essential that the key be changed often, for when two or three persons, aside from the clerks, know the key it is useless as far as any idea of secrecy is concerned.

Nine Little Price Marks.

Here is a list of nine-letter words which can be used for keys. They are all adapted to the use, they offer great variety, and are difficult to decipher. These being nine lettered words, the o, or last number, can be used as it stands, or any other letter or sign substituted for it.

Thus.

sign a t u r e
1 2 3 4 5 6 7 8 9 0

Similar nine letter words are:

cavernous	machinery
blasphemy	manifesto
clerkship	monastery
dangerous	nocturnal
drinkable	numerical
dropsical	obscurity
duplicate	observant
facetious	outwardly
fisherman	outspread
gunpowder	prudently
hamstring	pneumatic
harmonize	porcelain
heptacord	subaltern
labyrinth	voluntary
longevity	

"Abruptness" also may be used in this class by substituting O for the final "s."

The advantages of the nine letter word are many, they are simpler to remember, simpler to read (on account of the O), and more inexplicable than the ten letter words. The nine letter word, however, is not used as often as the ten letter word.

List of Ten Letter Words.

The following list of keys of ten letters will aid the dealer in picking out a new price mark:

background	lachrymose
birthplace	manipulate
blacksmith	manuscript
chivalrous	plastering
daughterly	pneumatics
deaconship	profligate
fishmonger	formidable
handsomely	phlegmatic
importable	forgivable

The following eleven letter words, also may be used by dropping the final letter, or using it as a repeater:

Candlestick
Disturbance
Neighborly

The two words, "birthplace" and "blacksmith," in the ten letter list, are well fitted for pricemarks. Being double words and each word containing five letters, they are much easier to remember and far simpler for the clerk to decipher.

The simplicity is seen from the above, the first word ends with the number five and the second begins with number six, the letters being equally divided in the compound word makes the key much simpler.

Using Hyphen for Figure.

But even more suitable is the hyphenated word. There are few, if any, dealers who have discovered and used this class of words for keys. They are ideally adapted to such use.

hailstone
1 2 3 4 5 6 7 8 9 0

Other hyphenated words, which are suitable for price marks, are:

back-slide
hail-stone
make-shift
ship-board
shop-lifter
yard-stick

The word "fish monger" also may be used, the same as "shoplifter," by cutting off the final letter.

Five is the most frequent number occurring in price marks. There usually is a five somewhere in the combination, and for this reason the type of words above makes the ideal work key. At a glance the clerk can read the dash or hyphen and it is confusing to the curious customer, who cannot account for a figure in a letter code, unless it represents a figure one or a naught. The five never is thought of by the investigator and easily thought of by the clerk. In those two points lies the beauty of such a word for a price mark.

Letter X for a Repeater.

The figure x, as a rule, is used for a repeater thus, with "manuscript" for the key;

Mstx—\$V.

It will be found in key words that the p's and m's predominate and words beginning with those letters are used by the majority of dealers. For that reason it would be advisable to pick out one beginning with a letter other than p or m.

There is some humor in price marks; for instance, "shoplifter," as a constant reminder and warning to the clerk; "yardstick," how ironical it must sound to the "counter jumper." Think of a clerk determining the price of face powder from the key "gunpowder." And how suitable the code "labyrinth" is to the new clerk winding in and out among the letters of the word in a vain effort to find the price of a 5-cent cake of soap.

With the introduction of the spelling reform there has been an innovation in price marks. It opens up a wide field, and articles marked on such a key surely are inexplicable. For instance, among the novelties are the following:

Sell th gudz.
Charg enuf.
Plez be onist.

The keys are novel and intricate, but it is not seriously thought, however, that many of the dealers will adopt this scheme of marking.

Phrases Better than Words.

Some merchants use phrases instead of words. For instance, a big wholesale jewelry house in New York uses the legend, "Now be sharp." A firm in Chicago uses, "Be watchful." Some houses think that phrases have certain advantages over mere words.

Many merchants form keys upon their business names, for instance:

Klein Bros.	C. L. Hornsby.
Born & Smith	Jones Drug.
Yalding Co.	S. & G. Penfold.

There is a personality about such a key that makes it of value to the merchant, and it is, as a rule, hard to decipher.

A simple device, which is preferred by many, is plain figure marking. The real figures are written down as a stock number, in a row.

For instance, in 2468793: \$4.80 would be the price mark. Beginning with the first number and using every other number as a blind, this is read easily and not as liable to mistake as the word method. This may be varied, beginning with the first and skipping every other one, reading backwards, and divers other ways. The merit of this lies in its readability and simplicity, together with the fact that it is usually taken for a stock number, instead of a price mark.

(Continued on page 80.)

As a merchant you hate like the mischief being imposed upon when buying; so do **your** customers. When they want the **best** Worcestershire Sauce they expect to get

LEA & PERRINS' SAUCE

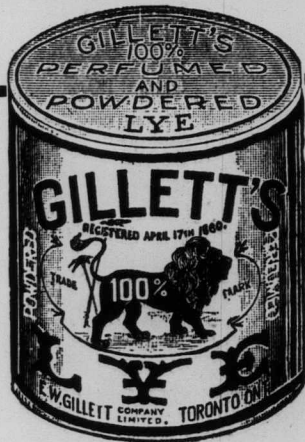
"The only original and genuine."

The Golden Rule is a good business guide to follow—Applied to table sauces it's **LEA & PERRINS'** every time.

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



Millions of People Use Gillett's Lye.

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

GILLETT'S LYE EATS DIRT!

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



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Onions, green per doz.	0 15
Onions, Spanish, per case	2 75
Cabbage, Canadian, per bbl.	1 50
Beets, new, per doz. bunches	0 25
Carrots, Canadian, per doz. bunches	0 25
Lettuce, Canadian leaf, per doz. bunches	0 25
Radicchio, Roseland, per doz.	0 25
Cucumbers, Canadian, per basket	1 50
Cauliflower, per doz.	0 25
Beans, green, per basket, home grown	0 25
Beans, green (Canadian), per basket	0 40
Tomatoes, Canadian, per basket	0 25
Parasol, per doz.	0 25
Egg plant, per basket	0 40
Corn, new, per doz. (green)	0 11
Celery, Canadian, per doz.	0 35
Celery, imported, per doz.	1 00
Vegetable Marrow, per doz.	0 35
Green Peppers, per basket	0 90
Red	1 00

FISH—The eastern fishermen are evidently wise to the fact that Toronto has got to have fish in abundance for the next two weeks. Anyway, pretty nearly all prices are away up, and some of them may go higher before the fortnight is out. Finnan haddie is quoted again and bloaters are expected on the market within a week.

Perch, large, per lb.	0 08	0 09
Blue pickerel, per lb.	0 08	0 09
White fish, Georgian Bay, per lb.	0 10	0 12
Whitefish, winter caught, per lb.	0 10	0 10
Haddock, fresh caught, per lb.	0 07	0 08
Herring, medium, per lb.	0 08	0 09
jumbo, per lb.	0 10	0 10
Sea salmon, per lb.	0 20	0 25
Trou, fresh, per lb.	0 10	0 11
Clupea, per basket	1 00	1 25
Labrador herring, per bbl.	4 75	
Cod, fresh caught, per lb.	0 08	0 08
Hallibut, fresh caught	0 08	0 10
Shredded cod, per lb.	0 08	0 08
Shredded cod per doz.	0 90	
Halifax fish cakes, case	2 40	
Live lobsters	0 20	0 30
Bluefish, small white, per lb.	0 07	0 12
Mackerel, mediums, each	0 10	0 10
Finnan Haddie, per lb.	0 10	0 10
Oysters, per gal.	1 85	

A NEW FRUIT FOR TORONTO.

The first car of Californian Malaga grapes to ever come to Toronto was received by White & Co., and sold Tuesday last. Considering it was all one variety, and 1,000 cases in the car, the prices realized were very satisfactory, varying from \$2.25 to \$3 per crate.

The high prices of Californian fruit, such as peaches, pears and plums, have been remarkable. Monday, at White & Co.'s auction, the record price of \$5.20 was realized for Bartlett pears in boxes.

A NEW OLIVE MAN.

Sasserno, Piccon & Maurier, one of the oldest established olive oil houses in France or Italy, are to be congratulated on having recently secured the services of Joseph P. Sgueglia, who for some time past has been connected with the firm of Osw. Cagnoli & Cie, of Nice, France. Mr. Sgueglia is one of the best posted men in the business, and is certain to bring added prosperity to any house with which he is connected.

200 Bags French Peanuts

Keen prices for cash buyers.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

SEBASTIAN CODINA

GANDIA, PROVINCE VALENCIA

(Spain)

EXPORTER OF

RAISINS, ONIONS, PEANUTS,

Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

2nd Week of Exhibition ARE YOU COMING ?

Lots to Show You Lots to Tell You

You will find us in our New Building,
N.E. Cor. King and Church.

THE LARGEST AND BEST OF ITS KIND

**Wholesale Fruit, Produce and Fish Dealers,
Apple Exporters, Commission Merchants**

THE HOUSE FOR THE PEOPLE—8 PHONES

WHITE & CO., Limited

TORONTO

WANTED—Bright young man about 20 years of age, with some experience in butter and eggs, to learn wholesale produce business. Good permanent position for right man. White & Co.

For Extreme Goodness

Buy Only

"ST. NICHOLAS," "HOME GUARD," "KICKING," "PUCK" LEMONS
W. B. STRINGER & CO., TORONTO

If you have any

Apples, Plums, Honey, Butter, Eggs, Poultry

ship to us. We will get you good prices.

THE DAWSON COMMISSION CO., Limited, TORONTO

FOR FANCY TRADE

CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN

is

"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON

Established 1861

Guelph, Ont.

FOODSTUFFS NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., Aug. 26.

Business in the local market has been very good during the past week. The presence in the city of a large number of merchants from all over the provinces who were here to attend the meetings of the Maritime Board of Trade, afforded an opportunity for them to visit the wholesale houses and book orders in many lines.

Dried fruits of all kinds are very scarce and high-priced, as are also canned fruits. Sugar is very firm, while American plate beef has advanced from \$15 to 15.75 and \$16. Lard has declined to 12¼ and 12½ cents a pound.

In green fruits, California plums are already off the market. Dealers say that California peaches, oranges and other fruits are selling for just about double the price of last year. New apples are arriving from Boston, but they are very poor in quality and are quoted at from \$3.50 to \$6 per barrel. In the produce line raspberries are selling at 10 to 12 cents a box by the crate; blueberries are fairly plentiful and all kinds of new vegetables are down in price. Butter and eggs are about the same as last reported.

Reports from the farmers indicate that this year is likely to be a poor one

with the crops. The wet weather has spoiled a great deal of hay. It is feared that grains will not ripen before frost comes and fruits are said to be very backward. About the only crop that seems to be satisfactory is the potato, though murmurings are even now heard about the fear of rust in consequence of the recent heavy rains.

Tea importers here are pleased about a change that is to be made in the testing of teas by the customs authorities. In future all teas imported into St. John will be tested in the local office instead of samples being sent to Ottawa. John Finley, of the local customs service, is now in Ottawa receiving the necessary instructions to carry out the work.

Imports of tea through this city are at least equal to the business done through Montreal and the change will be of considerable benefit to St. John importers, as a delay of about four days will be saved. Hitherto no tea could be taken out of bond until samples had been forwarded to Ottawa and a result of the analysis received.

David St. Pierre, of David St. Pierre and Co., grocers, Fraserville, is dead.

THEY SELL GOOD CHEESE.

To the Editor Canadian Grocer:

We wish you would call your readers' attention to what we believe is a misleading statement in the article under the heading of "Canadians Don't Eat Cheese," which appeared in The Canadian Grocer of August 23rd. In it you say: "The fact is that the great bulk of our good cheese goes to feed the working classes of Great Britain, while the culls are kept for home consumption."

In a general way this may be true, but in fairness to ourselves, who distribute very large quantities of Canadian box cheese to the home trade, as well as doing our export business, we wish to say that, regardless of its destination, our buyer, Mr. R. Johnston, a gentleman who has had a lifelong experience in the cheese business and is well known as an expert judge of the article, buys only selected cheese of the highest quality, carefully rejecting anything that is not up to the highest standard as demanded in the English market.

Moreover, for our Canadian trade we cure cheese on the latest scientific principles—and grocers can at any time obtain thoroughly matured stock from us. Whilst we are quite aware that there are some grocers who will not pay for the additional cost incurred for maturing cheese, but prefer buying green stock fresh from the factories, and not having the facilities for keeping and curing such stock, pass it on to their customers regardless of its condition, nevertheless our experience is that grocers are becoming more discriminating, as is proved by the fact that we have a large and constantly increasing list of customers who buy but properly cured cheese, and who not only pay the slightly higher price for it, but claim to be increasing their business by doing so—and what is more, making much higher profits.

Yours truly,
MacLAREN IMPERIAL CHEESE CO., LTD.

A FIRST-CLASS CANADIAN SOAP.

The advertisement will be noticed, on another page of this issue, of the Welcome Soap Co., of St. John, N.B., who manufacture a soap which is gaining considerable hold on the Canadian market. The product they call Naptho, and many advantages are claimed for it. It can be used with either hot or cold water as any laundry soap, and yet will do anything that the special soaps will do. It will not injure anything that water leaves unharmed and will remove grease spots, paint, fruit stains, etc., without leaving the material marked. It is also of particular advantage in washing woollens. The Welcome Soap Co., St. John, N.B., will be glad to tell grocers and the trade generally more about their product.

C. H. Coulson, of C. Coulson & Sons, Montreal, agents for Crosse & Blackwell, is in Toronto this week.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

SALT

Season advancing.

YOUR STOCK ?

Avoid usual Fall delays by securing it now.

VERRET, STEWART & CO.
LIMITED
MONTREAL

Brunswick Brand Trade Winners!

MR. GROCER, especially the Maritime Grocer, we have not a great deal to say to you, we would rather let our goods talk, but if you are in search of real merit, first quality in Canned Fish, order our

"Famous Brunswick Brand"

You will never be disappointed. We are now packing Brunswick Brand

Sardines, Clams, Scallops,
Finnan Haddie,
Kippered Herring, Herring in Tomato Sauce.

Give us a trial order. We guarantee every tin.

YOURS FOR QUALITY,

Connors Bros., Ltd., - Black's Harbor, N.B.



**Throwing
 Away
 Money**

is all very well if you can afford it, but it is not necessary if you deal with the right house. Our prices will suit you.

VALENCIA RAISINS

Still selling "**Fine Selected**" and "**Fine Off Stalk**," to arrive by first steamer via Liverpool. Very few remaining unsold.

OLD HOMESTEAD CANNED GOODS

Factory reports short pack on many lines. If you want to get in, send your orders **at once**.

S. J. CARTER & CO.

Wholesale Grocers
 58 McGill St., Montreal

Northrup & Company,

Wholesale Grocers,
 Flour, Fruit and Fish

Saint John, N.B.

To obtain satisfied customers
 you should sell

BROWN'S CANNED CLAMS

Far superior to the fresh article.

We Specialize in

Standard Flour,
 OLD GRIST MILL,
Coffee and Entire Wheat Flour

ABOUT PRIVATE PRICE MARKS.

(Continued from page 74.)

First Figure is Blind.

An even simpler way is to use merely one blind, as, 6,148.

Price would be \$1.48.

Any letter or figure may be used for the blind.

One objection to this is that an article marked to sell at less than a dollar often is sold for more, and the scarcity of figures would lead the customer to believe that the price came in two, rather than three figures. This easily may be overcome by using an extra figure, a plus sign, or an x, before the number to make the price look greater.

This method often is used as a cost mark, the selling price being found by adding whatever per cent. profit is to be figured.

A new method of cost marking which would be almost impossible to solve, and yet one which the clerk could handle and learn easily, is the following:

For example, 61483: 6 is the blind; 148 is the cost; 3 is the figure which, multiplied by the cost, will give the selling price.

Curiosities in Cost Mark.

Often a buyer picks up a line of goods at a bargain which he either can afford to sell cheaply as a leader, or which he prefers to get a better profit from. By this system of marking he can get whichever price he wishes and still know the original cost simply by looking at his price mark.

There are some curiosities in price marks, which can be seen once in a while. For instance, a haberdasher in Clark street, in Chicago, uses Stevenson's "dancing man." The marks are curious but almost impracticable.

The solution is that the numbers correspond to the various parts of Stevenson's famous "dancing man."

The various limbs must be made with care and even then there are frequent mistakes in the reading. The adoption of such a cipher scarcely is advisable.

Probably the best mark possible never has been used. It is most simple and could be adopted with great safety for it is practically unknown. There is no code to it, nothing to remember, nothing to figure out. It is simply this, in putting down a price mark merely use the preceding figure in the numerical scale instead of the real figure.

An article to be priced \$17.50 would be marked 0649. What could be more simple? What could be more practical?

Or, by reversing the process the article priced at \$17.50 would be marked 2861, according to the following table:

2 3 4 5 6 7 8 9 0 1
1 2 3 4 5 6 7 8 9 0

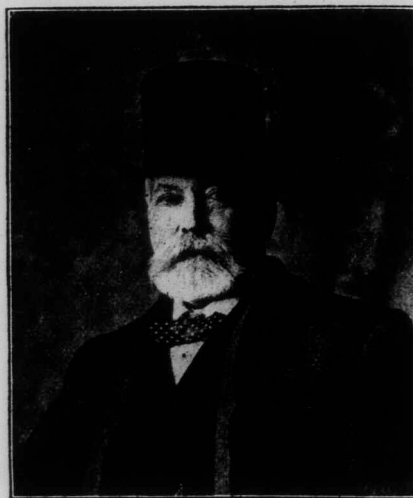
There are thousands of different price marks in use to-day, and more coming in, as the advisability of an exclusive mark grows upon the dealer. It is a business necessity, as is the frequent changing of the code or cipher for the sake of protection.

R. C. BROWN.

PIONEER GROCER GONE.

James Simpson, Hamilton, for Many Years Prominent in Wholesale Trade.

In the death at Hamilton on Aug. 13, of James Simpson, the Canadian wholesale grocery trade has seen pass away one of the pioneer wholesale merchants of Ontario. Particularly in the City of Hamilton will his death be deeply regretted in grocery circles. There for over fifty years, to be exact, fifty-three years, he has been a striking figure in trade. The late James Simpson was born in Corstorphine, Scotland, Sept. 17, 1832. Was apprenticed to the grocery trade in Edinburgh. After serving his time and acquiring a thorough knowledge of the business, he came to Canada in the fall of 1854, settling in Hamilton. Here he formed the wholesale grocery firm of Simpson, Stuart & Co., which became an energetic, progressive and leading factor in the grocery trade



The Late James Simpson, Hamilton.

of Ontario. After the dissolution of Simpson, Stuart & Co., he entered the grocery, brokerage and commission trade as James Simpson & Son, and until his retirement, five years ago, was a well-known figure in the jobbing trade of Ontario. He was for many years prominently connected with several Hamilton mercantile concerns, notably president of the Canada Clock Co. and the Dominion Insurance Co.

In his younger days, Mr. Simpson was an enthusiastic curler, and the well-known Simpson rink is still remembered by curlers of the 70's and 80's. It was this famous rink, skipped by Mr. Simpson, which brought the world's championship to Hamilton.

The late Mr. Simpson was twice married. He left one son by his first wife, William Simpson, of Winnipeg, and four sons and one daughter by his second wife. They are Mrs. R. S. McIndoe, of Toronto; James Simpson and R. R. Simpson, of Hamilton, Ont.; Arch. T. Simpson, of New York, and Edward Simpson, of Dawson City. Thos. Hood,

Hamilton, and John Hood, New York, are stepsons.

The Canadian Grocer extends its sympathy to the family. The writer recalls many kind attentions and pointers given him by Mr. Simpson when he came into business contact with him in his apprenticeship days in Hamilton, and his optimism was a great encouragement and help, and his genial smile, cheery words and hearty handshake will be a pleasant memory.

THE SCARCITY OF LOBSTERS.

The Grocer was speaking to J. W. Windsor, Montreal, regarding the lobster scarcity, and having just returned from the east, he was able to give some interesting information regarding the past season.

"The weather was exceedingly rough this year," said he, "and the catch was small in consequence. Under ordinary circumstances, and with decent weather, we count upon having about seventy fishing days in the season; which opens April 20, and closes July 10. This year we could not start when the season opened, owing to the ice in the gulf, ice that stayed until well on in May. The result was that we were late in getting our traps set, and with the dirty weather we had all through, we did not get more than thirty to thirty-six fishing days in the whole season. Along the Gaspé shore it was very rough, and while it was bad enough in Prince Edward Island, conditions were slightly better and the catch may be considered fair when one remembers the weather experienced. I believe the packers are quite cleaned out, and anybody having lobsters to-day can get a good price for them, as there are no more to be caught until next spring.

"I believe the codfish industry is being harmed by the nasty weather also. They have all the fish they want down there, but not having favorable weather to dry them, they cannot take care of the fish and they are simply rotting on their hands.

"The kippered herring pack has been an average one. We are practically sold out for the season."

AN INTERESTING BOOK.

A very interesting little book, one well worth reading by any retailer, has just been issued by the Spatula Publishing Co., Boston. It is called "One Thousand Ways and Schemes to Attract Trade," and the matter therein is "gathered from actual experience of successful merchants." Irving P. Fox is the author. Contained in the book are numerous valuable hints on window dressing, paragraphs on trade winning ideas, stories of schemes which have built up declining trade, and other information equally valuable to the grocer and to the next retail merchant. It is worth reading.

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EASY MONEY

There is no line in a grocer's stock that will pay him better to work up a trade on than

Halifax and Acadia Codfish

It's a line that once introduced will continue to increase in popular demand. The only reason why people have not in the past eaten more fish is because they couldn't get it prepared right. "Halifax" and "Acadia" are boneless and ready for cooking at a minute's preparation.

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The most delicious of all imported Sardines is the

"King Oscar" brand

The care that is exercised in curing and packing and the absolutely pure olive oil used make the "King Oscar" Sardines the delight of the epicure. Your customers want the best if they want Sardines at all. They will want "KING OSCAR" brand once you sell them a tin.

For sale by leading Jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents HAMILTON.

LEONARD BROS.

Wholesale Fish Dealers

ST. JOHN, - N.B.

Packers of

Boneless and Prepared Fish

Finnan Haddies,
Yarmouth Bloaters,
Kippered Herring.

How the Grocer Can Increase His Business and Corner the Paying Trade.

You can increase your business steadily by stocking a brand of tobacco talked about all over the Dominion by the men who pay the bills. Every lover of the pipe who knows the real, genuine, soothing goodness of **T. & B.** will smoke no other tobacco.

T. & B.

is by all odds the best pipe Tobacco on the Canadian market. The Grocer who is wise enough to appreciate tobacco quality and its influence can easily make more money by stocking **T. & B.**, Cool, fragrant, delightful—not a nip in a ton of it. And

T. & B. sells more than Tobacco

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

Maritime Grocers !

How are profits? Sometimes they are anything but good and you are at your wit's end to increase them. If to-day they are not as you would wish, we can help you to build them up. We have a money-making proposition.

Hogen-Mogen and Royal Sport Cigars

are King pins in the profit way.

These cigars are standards of quality; the product of years of experience; the work of skilled cigarmakers who use absolutely the best tobacco obtainable. Consequently their sale is enormous; they are known and smoked everywhere good tobacco is appreciated.

For this reason it is easy to sell them, and our selling price being reasonable your profit is large, and you want large profits.

—Write us for further particulars.—

The Sherbrooke Cigar Company,
Sherbrooke, P. Q.

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GROCERY STAFF PICNIC.

Jolly Outing for J. A. McCrea & Son's
Employees, Guelph.

One of the jolliest crowds that Mr. Ted Spragge's four-horse tally-ho ever carried left the front of J. A. McCrea & Son's Noted Tea Store and China Palace, Guelph, Thursday of last week on the occasion of the staff picnic. The party, including the married men's wives, numbered twenty-one, and from the time that Bugler Alex. McGibbon started the stirring notes of the bugle, till the late evening, when he blew the last call, there was not a slow moment. It seemed as if the weather man had saved up a good day, and from the prosperous look of the country it does not look as if the hard times that are foretold will ever mature.

Arrived at Puslinch Lake, Mine Host Marriott conveyed the party in his gasoline launch-trailer to the island. There had been a considerable amount of discussion over the races, and from the fact that there were numerous and valuable prizes, the competition was very keen.

The programme was as follows:

Cigar Race—1, box of cigars, Mr. Jack Hack; 2, ash tray, Mr. Jos. Harris.

Unmarried Men's Race—1, cash prize, Mr. Charles Edwards; 2, monster water melon, Mr. William Dougherty.

Ladies' Early Call Race—1, cash prize, Miss Jean Weatherstone; 2, china jug, Mrs. Ethel Botts.

Ladies' 25 Yards, Backward—1, \$1 coffee, Mrs. Ethel Botts; 2, 60 cents, coffee, Mrs. M. Dougherty; 3, 40 cents, coffee, Mrs. J. Weatherstone.

Men's Early Call Race—1, cash prize, Mr. Albert Vass; 2, china statute, Mr. Chas. Edwards.

Watermelon Eating Contest—1, 25 lbs. Snowdrift flour, Mr. Rex Holland; 2, jardiniere, Mr. A. Hack.

Married Men's 200 Yards, Dash—1, bunch bananas, Mr. Andrew Hack; 2, Mr. Albert Vass.

Soda Biscuit Contest—1, 25 lbs. Snowdrift flour, Mrs. Edith Long; 2, china ornament, Miss A. Hack.

Sack Race—1, box eating raisins, Mr. Jos. Harris; 2, Mr. Jack Hack.

Ladies' 50 Yards Dash—1, Miss Letta Drever; 2, Master Stanley Vass (aged 8) allowed to run with the ladies.

Notes.

The cigar race was very amusing, the competitors had a lady apiece to assist them. The ladies each took a cigar and three matches to the other end of the course and the men raced to their partners. The ladies lit the cigars for the men and the first man back with a lighted cigar won. Everybody was in this race but Albert Vass, who is a non-smoker.

In the watermelon eating contest Mr. Rex. Holland and Chas. Edwards secured some snapshots. If they pan out we will publish them later.

In the married men's 200 yards dash Jos. Harris ran the pluckiest race of

the day, and if he had not fallen he would in all probability have landed the bunch of bananas.

The lake is a beautiful spot, about nine miles from Guelph. It boasts of a hotel, gasoline launch, boating, fishing and summer girls. If we ever get a street car line down there and some extra attractions it will prove a most popular spot.

Even as it is, the picnic trade considerably helps business in the summer time.

Altogether, everybody said it was the best picnic they had ever attended. Everything went with a swing and a dash. When the prizes were being distributed the boys gave three ringing cheers for their popular head clerk, Joseph Harris, when he stepped forward to get his.

Everyone felt grateful for the Thursday half-holiday, which made the picnic possible and if they have the half-holiday next year the staff picnic is an annual affair.

A picnic like that makes a pleasanter feeling between employer and employe. It makes one feel that the whole staff is working agreeably for the common object—more business.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

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

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes
Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,

Office and Sample Room: 188 St. Paul Street, Phone 1272,

Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given
Occasionally by
T. Johnson Stewart.

A few candid friends point out to me that while I sling lots of ink about "Effective Advertising," yet, I fail—fail deplorably, in every attempt to describe, portray or reveal how to produce advertising that will sell goods. Now, isn't that cute? Here I sit enthroned in state, doubting many things soothing to the souls of the just, but fondly believing that my writings were as transparent as the heavens above, distinct as the first love of youth or the all-fired passion of an old maid, but, apparently, I've been hugging a whole series of delusions, and, of course, it's against my religious principles to hug anything quite so ephemeral. One of my wise friends called the other day. He looked grave and grieved. After reporting favorably regarding her ladyship, and the heir-apparent, my friend flung some copy on my desk, which he termed, "The Advertising Stunts of an Amateur." If I didn't carry an endowment policy I would print a few of these "stunts" for the amusement of the nation in general and the gayety of grocers in particular. They are all picturesque, some are pathetically so, and a few of them are balanced with sentences just as majestic and wilder than any that ever throbbed between the temples of Macauley. I read them over carefully, or seemed to do so, and the unknown advertising genius requested me to deliver an honest verdict instanter. But the Scotch were ever an obdurate race and politic. Policy caused my tongue to clave to the roof of my mouth and devil a word could I spake." That's a free and somewhat Irish translation of Ovid's description of being up against a stiff proposition. Well, I was up against a moonstruck, silly giant, who had been toying with the wine when it sparkled. And finally I said:

"Bill! that's superb advertising matter. It will boost your business like dynamite. Go home and swear out a warrant for the publisher's arrest because—because if that stuff had been set up properly, you'd been in a government position long since. I'll write to Sir Wilfrid to-day and have you railroaded to the Senate. A man with your ability shouldn't be tearing around loose. We must get you a job in the Cabinet at least."

Bill was too grateful to utter a word. He shook my hand kindly and went out to demonstrate to the citizens of this burg that he did not even belong to a collateral branch of the camel family.

Tell a man how to write ads! Why, gentlemen! the thing can't be done. All that the best of us can do is to hint—and that somewhat vaguely—how good, sales-compelling copy can be produced, but I do not think that there is a man on the continent, earning a respectable salary, who could tell you exactly how he writes his ads. I have told you how most advertising might be made more

effective; I've pointed out lots of things many grocers could and should do, and now I am going to make a long quotation from an article written on "Some Advertising Don'ts," by George P. Wadsworth. I don't quite agree with all the "don'ts" of Mr. Wadsworth, but I am convinced that his view-point will be extremely interesting to all men who are out for more business.

"The general advice of all experts and authorities on publicity is 'Advertise! advertise! advertise!' Keep at it continuously; never stop.' In this article I want to give my readers a few of the Don'ts of advertising:

"Don't advertise unless you know how. It will only be waste.

"Don't advertise unless you have something to sell that is worth the price you ask for it. The public are fairly well educated, and if you fool them once, then you will not have a second chance. There are always some who are ready for a 'gold brick' or 'Spanish prisoner' chance, but these people, as a rule, are not much use to the regular trader.

"Don't think a simple announcement of you name and address in the paper will bring 'live' results.

"Don't put a good advertisement in the paper and let it remain issue after issue without changing.

"Don't advertise in the lowest-priced paper, simply because it sounds cheap. The paper with 20,000 circulation, at 3s per inch, is much cheaper than the one with 1,500 circulation at 6d per inch.

"Don't use papers that do not circulate extensively in the district whence you can draw your business.

"Don't be afraid of a little white space in your advertisement. Most advertisers like to put as much matter in their space as they can possibly get in. If yours has plenty of white showing it will stand out prominently and be seen more easily.

"Don't be over-persuaded to advertise in a theatre programme. I have found from practical experience that it does not pay.

"Don't take a page in a bazaar hand-book. Visitors to a bazaar go to buy at the stalls, and are not interested in your business. If you want to help the cause for which the bazaar is held then give them a subscription, or else send them something they can sell.

"Don't use bill-posting stations unless you have something to sell that is in general demand all over the country. This form of publicity may occupy a place as part of an advertising scheme, but is not an advertising scheme in itself.

"Don't be too hard on the printer. It is a mistake to try and get his estimate down to the very lowest figure. In order to reduce the cost he will be compelled to take it out of the quality of

work or paper. Just remember that the printer is in business to stay just the same as you are, and that it is his interest to please you and make you a regular customer. It is greatly against his interest to overcharge you. Of course, I take it for granted you go to a printer who can both set up your matter and print it well. The other sort of printer is no good.

"Don't use jokes or comic pictures in advertisements. They may be attractive and the public may laugh over them, but unless you are the editor of a comic paper they will fail in the purpose you have in mind, i.e., to sell your goods.

"Don't get into the habit of exaggerating your statements. Exaggeration is only a polite, honeyed name for Lying. The public are not slow to see through a lying advertisement, and, naturally, will place you and your store on a level with your announcement.

"Don't talk about price and forget quality. If your goods have quality, tell all about it. Price will be forgotten long before the quality.

"Don't go in for spasmodic advertising. If your appropriation is only small, then go in for small advertisements, but keep at it continually. One large fire occasionally under a boiler won't give any great result compared with a continuous small fire.

"Don't drop your advertising in the quiet seasons. This is the time when you should strive to make business. You will not only mend the quiet times, but the rush will be better when the season comes 'round.

"Don't use the same copy twice. Have fresh matter every time your advertisement appears. This may seem a tall order, but the advertisers who are getting the best results are those who always change the copy.

"Don't try to sell everything in your line of business. Specialize and keep good stocks. Advertise a few lines until you have impressed the public that your store is the store for that class of goods. Better have a good trade on a few lines than a moderate turnover on many different kinds.

"Don't think that everybody knows you and your store, and that you are so well known that there is no need to advertise. The new firm advertises, and in time will be much better known than you, if you don't adopt modern methods and advertise.

"Don't forget that there are experts in advertising.

"Don't think that advertising is simply a hit or miss affair. "Scientific publicity" pulls business, and if you pay for an advertisement that brings results it is much better than filling space with copy that does no good.

"Don't regard your advertising costs as expenses; they are an investment, and the value they attain by persistent and consistent advertising is one of the finest elements of 'good will' in any business."

We do not reproduce any ads. this issue, because out of a number sent in we have none to suit our space. Next issue we intend to reproduce an ad. written for a retail grocer by an advertising expert. It will pay you well to study its make-up and general style.

BIRKMYER'S WATERPROOF FLAX-CANVAS

Thousands in use.

Best Waterproof in the country.

Just as cheap as the common ones, but infinitely better.



For Horses, Wagons, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa
201 Sparks St.

Toronto
125 Simcoe St.

Montreal
28 St. Peter St.



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each insertion.

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker
156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

\$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

\$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

If you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

GROCERY CLERK Wanted.—A competent man to take charge of our Grocery Department. Give experience and state salary expected. Must understand window dressing. Geo. G. McKenzie & Co., Campbellton, N.B.

FOR SALE.

FOR SALE.—General Store Business, principally lumbering trade; Dwelling, Store and Warehouse also. In a good Lumbering District in Western Ontario. Stock about \$6,000; Annual turnover \$40,000. This is a rare chance; no opposition; satisfactory reasons for selling. Box 157, Canadian Grocer, Toronto.

Expert Bookkeeping

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

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

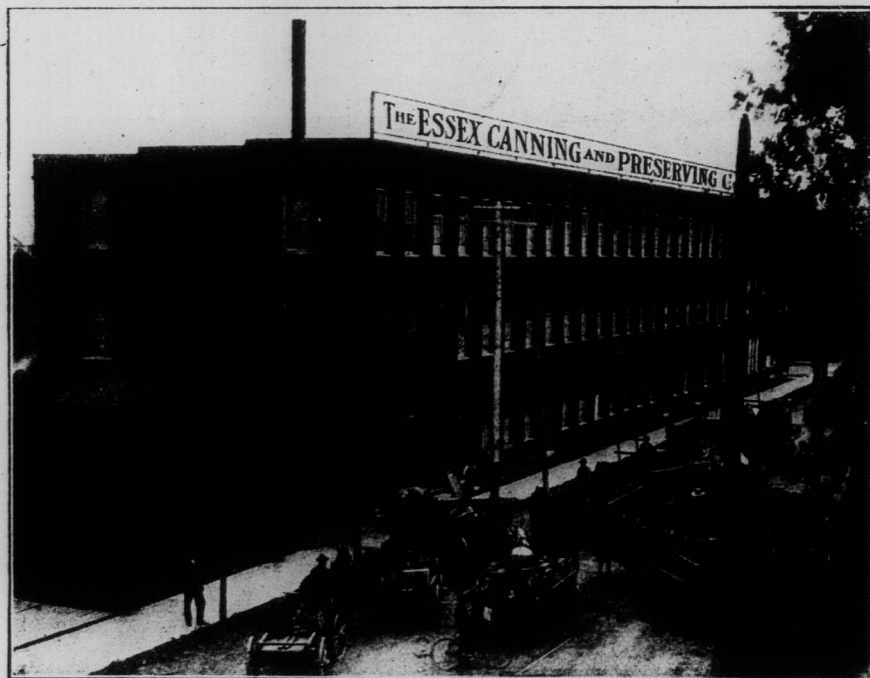
CANNING FACTORY THAT NARROWLY ESCAPED DYNAMITING IN ESSEX

The accompanying illustration shows the factory of the Essex Canning Co., which, like most buildings in the town, had a narrow escape from destruction when the car of dynamite exploded there recently. As it was, every pane of glass in the building was broken and the upper storey was slightly disarranged, but none of the machinery was injured and after the commotion had subsided and the muck cleared away, work was resumed as usual. The factory was four blocks from the explosion and was largely protected by the town hall which stands between it and the station.

Operations on tomatoes were begun at the factory last week. Mr. Ball, the manager, in conversation with a representative of The Canadian Grocer yesterday, said his factory would put up this season the largest pack of tomatoes

able jobber in the country who won't hold up both hands and vote the law an emphatic success. When we get it all running right there will be some pleasure in being a grocer and selling the nation food that is food.

"We had no idea how far away from decency we had drifted in this matter of serving up goods that would sell, rather than goods that were wholesome and entirely suited to health. Manufacturers had evidently been blinding themselves to the real welfare of the consumer in their race to put out the goods that would sell best. They were bleached and colored and artificially flavored and preserved till there was real danger, let alone an undesirable uncertainty, and we were so engrossed in the commercial side of the question that we entirely forgot the consumer.



The Essex canning factory which escaped the dynamite explosion.

ever put up by a single factory in Canada. Since last season he said they had doubled their capacity, and they had 400 acres of a splendid crop. The outlook for the pack of both corn and tomatoes was excellent he said. The quality of the corn was good, too. The total pack in the province, he thought, would be smaller than last year. More packers were putting up peas this year, but the pack would be short notwithstanding.

PURE FOOD A RELIEF.

"Talk about the grocery trade being antagonistic to Dr. Wiley and the rest of the Pure Food authorities," said a New York jobber the other day; "people don't know what they are talking about. I don't believe there's a reput-

able jobber in the country who won't hold up both hands and vote the law an emphatic success. When we get it all running right there will be some pleasure in being a grocer and selling the nation food that is food.

GENERAL BISCUIT CO.

H. B. Grubbs, a St. Louis man, has formed a \$30,000,000 biscuit company in New York, known as the General Biscuit Co., and a consolidation of about 100 independent biscuit baking companies. It is said that two strong financial institutions in New York are financing the concern and that New York will provide the chairman of the board of directors.

MERCHANTS' OWN FAULT

If Farmers Buy From Mail-Order Houses—A Farmer's View.

A farmer makes a few statements in answer to the occasional articles that appear in print about the mail order houses. He tells merchants that if they quoted prices and facts as do the mail order houses they would obtain more business as a result. He says:

"If the mail order houses get \$100 each month out of this county that belongs to the home merchants the fault is with the merchants themselves. The mail order houses advertise and give us prices on everything they offer for sale. They tell us what they have and what they want for it. Of course, we get soaked once in a while, and if we do, we can try some other house. Most of the home merchants who advertise at all, don't quote prices. They neglect to tell us what we want to know—the price. Of course we can go to the store and ask the price of this article and that, but you know how it is, one doesn't know so well, exactly, what he wants to buy when he gets in the store as when he is at home. And here is where the mail order houses make their hit. They send us their advertising matter into the homes and we read it when we haven't anything else to do, and every member of the family who reads their stuff usually finds something that he or some other members of the family wants, and many orders are made up and sent out just at such times.

"Right here is where the home merchant falls down. If he talked up his business to us in our homes the same as the mail order houses do, the people would be in to see him the next time they came to town, and in many cases extra trips would be made to get the things at once that we didn't know we wanted until they were brought to our attention.

"The home merchant can save the expense of getting out a catalogue. We people read the home papers more carefully than we do a catalogue. and if the merchant wants to talk business with us, let him put his talk into the home papers, and put it in so that we know he means business. The home merchant, likely, nine times out of ten, sells his goods as cheaply as the mail order houses, and I believe on many things they are much cheaper, but how are we to know it if he doesn't tell us about it?

"A merchant must not think that even his best customers know his goods so well that they can tell what he has without being shown.

"It is none of my business how the home merchant runs his business, but I don't like to see these roasts in the paper all the time about us fellows who get a little stuff shipped in once and a while, and never anything said on the other side. There are always two sides to a question and I have given you mine. If it is worth anything to you you can take it."

GI

GI



HIS MA

R. S. McIndoo

There's a

in offer
best to
goods
profit a

P
Sauce

stand a
quality
English

PURNE

Apply to Agent

R. JARDIN
H. HANZ
R. MITCH
C. S. HAR
BICKLE &
CARMAN
O. F. JAR
KYLE &
MESSRS.

*If you desire to handle High Class English Specialties,
then order from your wholesaler,*

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.



HIS MAJESTY THE KING

Sole Proprietors:

GILLARD & CO.,
LIMITED
London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

There's a Peculiar Satisfaction

in offering what you know to be the very best to your customers. That class of goods yields a remarkable percentage of profit also, as you know.

Purnell's

Sauces—Pickles—Vinegar

stand at the top rung of the ladder of quality. They are thoroughly reliable English goods, in a class by themselves.

They Satisfy Particular People.

PURNELL WEBB & CO., Ltd.
Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

R. JARDINE,	ST. JOHN, N.B.
H. HAZARD,	CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co.,	26 St Peter St., QUEBEC.
C. S. HARDING, Room 46, Canada Life Building,	MONTREAL.
BICKLE & GREENING,	HAMILTON, ONT.
CARMAN-ESCOTT Co.,	722 Union Bank, WINNIPEG, MAN.
C. F. JARVIS & Co.,	VANCOUVER, B.C.
KYLE & HOOPER,	27 Front Street East, TORONTO.
MESSRS. ERB & RANKIN, Commission Brokers	HALIFAX.

CENTRAL CANADA

EXHIBITION

AT OTTAWA

September 13th to 21st, 1907

\$15,000 in Cash Premiums with 37 Gold Medals as Special Prizes

Fine grounds and up-to-date buildings

The best special stand attractions and a grand night show

Exhibit of Live Stock always a feature

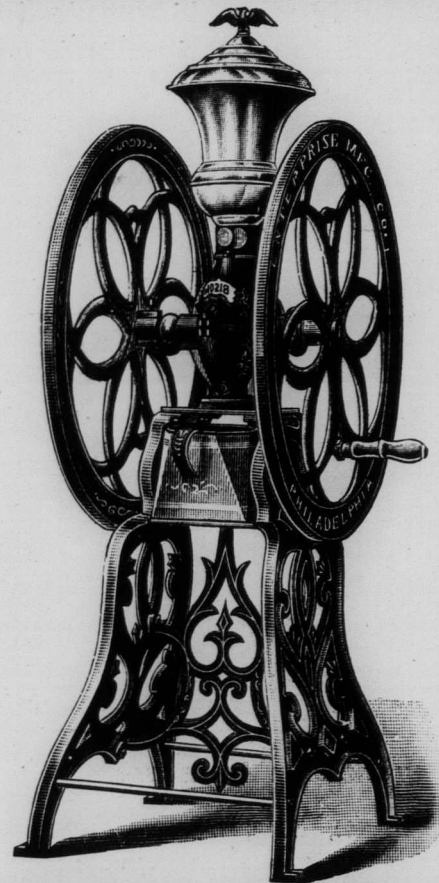
Write E. McMahon, Secretary, for all information

MARKED
"ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

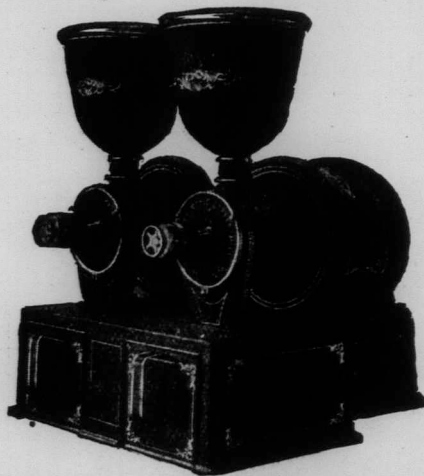
The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.



COLES Electrically Driven
Coffee Mills

Single and Double Grinder Pulverizing and Granulating

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



Our
Grinders
Wear
Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

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

AGENTS:

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

The PERFECTION CHEESE CUTTER



This Cutter has been giving complete satisfaction for over four years to many thousands of Retail Grocers. Any one of them will tell you "it paid for itself in the first ninety days" in time, accuracy and the saving of scraps. You sell all your Cheese and make an absolute Profit of as much as you desire. It attracts and satisfies a new Cheese trade.

Be sure you are getting a Perfection. There is no other as simple, as accurate, or as good.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

—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.

CANADIAN CASTILE SOAP

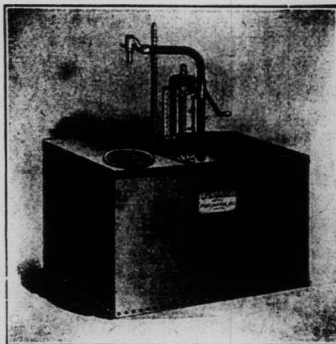
sells more than soap. It is pure—the only distinctly Olive Oil Laundry Soap on the Canadian market. Women talk about **CANADIAN CASTILE SOAP** in a way that pleases the man who stocks it. It does sell more than soap!

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

A FIRE-PROOF OIL TANK



Cut 19—FIRST FLOOR OUTFIT.
Any Size, any Capacity.

That's the Bowser Self-Measuring Tank

BECAUSE—

The Bowser is leak proof, evaporation proof and waste proof. It prevents spilling and overflow. With it there are no oil-soaked floors, no oily waste, measures, funnels and cans, no explosive vapors. The oil in the tank cannot get out nor can fire starting from some other cause get to the oil.

As an insurance policy alone the Bowser will pay you, for it's the only tank that is always safe—the only fire-proof oil tank.

It is always the most economical, the cleanest, the most convenient and the greatest labor-saving oil tank possible to secure.

Explained in Catalogue B. Send for it.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

Past Due Accounts.

We have just issued an eight page booklet regarding our Collection Department. If you have not received one write us. It will interest you.

The Beardwood Agency

Claims, Collections and Commercial Reports

313, New York Life Bldg., MONTREAL

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

TO MANUFACTURERS' AGENTS:

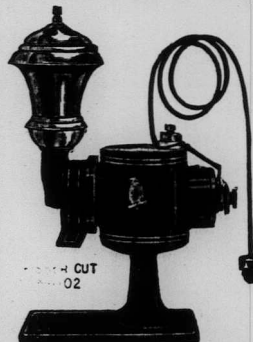
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

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

Aug. 30, 1907.

Baking Powder.

Table listing baking powder products like 'Cook's Friend' and 'Imperial Baking Powder' with prices per doz.

W. H. GILLARD & CO.

Table listing 'Diamond' brand baking powder products with prices.

IMPERIAL BAKING POWDER.

Table listing 'Imperial Baking Powder' in various sizes with prices.

MAGIC BAKING POWDER.

Table listing 'Magic Baking Powder' in various sizes with prices. Includes an image of the Magic Baking Powder tin.

ROYAL BAKING POWDER.

Table listing 'Royal Baking Powder' in various sizes with prices.

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Table listing 'Cleveland's Baking Powder' in various sizes with prices.

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Table listing 'Crown Brand' baking powder products with prices.

S. GEORGE'S BAKING POWDER.

Table listing 'S. George's Baking Powder' in various sizes with prices.

Beverages.

Table listing beverage products like 'John Hope & Co. Agents' and 'Club Soda' with prices.

Stave

Table listing 'Keefe Oxford' and 'Gillette's Mammoth' stave products with prices.

JAMES' DOME' SLICE LEAD.

Table listing 'James' Dome' slice lead products with prices.

Cereals.

Table listing 'Wheat' and 'Cotton' cereal products with prices.

Chocolates and Cocoas.

Table listing chocolate and cocoa products like 'Cocoa' and 'Chocolate' with prices.



Table listing 'Queen's Dessert' and 'Parisian' chocolate products with prices.

Table listing 'The following unsweetened' and 'The following sweetened for household purposes' products with prices.

Table listing 'Iceburgs for cases' and various chocolate products with prices.

Table listing 'Chocolate' and 'Caramels' products with prices.

Table listing 'Cocoa' and 'Confectioners' products with prices.

Agents, O. E. Colson & Son, Montreal.

Table listing 'Bensdorf's Cocoa' products with prices.

JOHN P. MOTT & CO. R. S. McIndoe, Agent, Toronto. J. A. Taylor, Montreal. Jos. E. Huxley, Winnipeg. Standard Brokerage Co., Vancouver, B.C.



Table listing 'Elite', 'Prepared cocoa', and 'Mott's breakfast cocoa' products with prices.

WALTER BAKER & CO., LIMITED.

Table listing 'Premium No. 1 chocolate', 'Breakfast cocoa', and 'Caracas Sweet chocolate' products with prices.

Table listing 'Canadian Branch' and 'Breakfast cocoa' products with prices.

Table listing 'Premium chocolate' and 'Milk chocolate' products with prices.

Table listing 'Diamond sweet chocolate' products with prices.

Cocoanut.

Table listing 'Cocoanut' products like 'Packages', 'Bulk', and 'White Moss' with prices.

Condensed Milk.

Table listing 'Borden's Condensed Milk Co.' products with prices.



Table listing 'Truro Condensed Milk Co.' products with prices.



Table listing 'Jersey Cream' and 'Reindeer' products with prices.

Coffees.

THOS. LIPTON

Table listing coffee products like 'Mocca', 'Damascus', and 'Cairo' with prices.

E. D. MARQUEAU, Montreal.

Table listing coffee products like 'Old Crow Java', 'Condor Java', and 'Arabian Mocha' with prices.

THOMAS WOOD & CO.

Table listing coffee products like 'Gilt Edge' and 'Canadian Souvenir' with prices.

Table listing 'Patterson's Camp Coffee Essence' and other coffee products with prices.

Cheese.



Table listing 'Imperial' and 'MacLaren's' cheese products with prices.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

Table listing 'Coupon Books' with prices.

Allison's Coupon Pass Book.

Table listing 'Allison's Coupon Pass Book' with prices.

Cleaner.

Table listing 'Brunswick's Easybright' cleaner products with prices.

Wholesale Agent. The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN  **SUN PASTE**
STOVE POLISH  **STOVE POLISH**
 IN CAKES IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
 14-38 Grey Nun Street, MONTREAL



Unexcelled in their line and the most perfect milk products of the day are

BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk and "PEERLESS BRAND" Evaporated Cream

Every grocer in Canada knows them. Let your customers profit by your knowledge—stock them.

WM. H. DUNN, AGENT

27 Front Street East, TORONTO.

394 & 396 St. Paul St., MONTREAL.



(Unsweetened)



BR

Extract of LAPORTE, MARTIN Vita Pasteurized Extra

Bottles 1-oz., case of 2	1
" 2 " " " 1	1
" 20 " " " 1	1
" 20 " " " 1	1

Fly
 Wilson's Fly 50 1/2 c. packets three boxes for

Infants'
 Robinson's patent barley
 " groats

Jams and
 BATER'S WHOLE FRUIT
 Agents, Rose & Lafami Toronto
 1-lb. glass jar, sc. ew top, 4

UPTON
 Compound Fruit Jams—
 12-oz. glass jars, 2 doz. in case
 2-lb. tins, 2 doz. in case...
 5 and 7-lb. tin pails, 8 an
 crate...
 7 and 14-lb. wood pails...
 30-lb. wood pails...
 Compound Fruit Jellies—
 7-oz. glass jars, 3 doz. in c
 7-lb. tin, 2 doz. in case pe
 5 and 14-lb. wood pails, 6 p

30-lb. wood pails...
 Home Made Jams—about
 1-lb. glass jars (16-oz. gen
 case...
 5, 7, 14 and 30-lb. pails, p
Lard.

THE N. E. FAIRBANK O LARD COMPT



THE A 1 SAUCE

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

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

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



Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
Vita's Pasteurized Extract of Beef.
Per case.
Bottles 1-oz., case of 2 doz \$3 20
" 2 " " 1 " " 3 00
" 4 " " 1 " " 4 50
" 20 " " 1 " " 4 75
" 20 " " 1 " " 9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 1-c. packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley 1-lb. tins \$1 25
" " " 1-lb. tins 2 25
" " " 1-lb. tins 1 25
" " " 1-lb. tins 2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.
1-lb. glass jar, set w/ top, 4 doz., per doz 2 20
T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz \$1 00
24-lb. tins, 2 doz. in case, per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in
crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails, per lb. 0 06 1/2
Compound Fruit Jellies—
7-oz. glass jars, 2 doz. in case, per doz 1 00
7-lb. tins, 2 doz. in case per lb. 0 07 1/2
5 and 14-lb. wood pails, 6 pails in crate
per lb. 0 07
30-lb. wood pails, per lb. 0 06 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in
case, per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb. 0 08 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.



Tierces \$0 11 1/2 20-lb. tins 2 23
4-bbls. 0 11 1/2 Cases 3-lb. " 0 12 1/2
Tubs, 60 lbs 0 11 1/2 " 5-lb. " 0 12
Pails 2 33 " 10-lb. " 0 11 1/2

Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can 2 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans, per can 2 00
Licorice lozenges, 5-lb. glass jars, 5-lb.
20 5-lb. cans, per can 1 50
"Purity" licorice 10 sticks, 14c
100 sticks, 0 75
Dulce large cent sticks, 100 in box,

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and
Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Lafamme, Montreal and
Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85

Lye (Concentrated).

GILBERT'S PERFUMED. Per case
1 case of 4 doz. \$3 60
2 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.

Wetley's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins, per doz. \$1 40
" 1-lb. tins, " " " 2 50
" 1-lb. tins, " " " 5 00
Durham 4-lb. jar, per jar. 0 75
1-lb. jar, per jar. 0 25
F.D. 1-lb. tins, per doz. 0 85
" 1-lb. tins, " " " 1 45

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins, per lb. \$0 85
" 1-lb. tins, " " " 0 35
" 1-lb. tins, " " " 0 35
" 4-lb. jars, per jar 1 80
" 4-lb. jars, " " " 0 25

Old Crow," 12-lb. boxes—
1-lb. tins, per lb. 25
" 1-lb. tins, " " " 0 23
" 1-lb. tins, " " " 0 22 1/2
" 4-lb. jars, per jar 0 70
" 1-lb. jars, " " " 0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pts. 24's 6 50
" 1-pts. 24's 4 25
JOHN HOPE & CO., AGENTS.
Barton & Guestier Olive Oil—
Quarts, 12's \$ 8 50
Pints, 24's 9 50
1/2 pints, 48's 10 50
Less 5 per cent. discount.

Orange Marmalade.

T. UPTON & CO.
12-oz. glass jars, 2 doz. case, per doz. \$1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case,
per doz. 1 75

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75

Soda.

COO BRAND.
Case of 1-lb. contain
ing 60 packages pe
box, \$3 00.
Case of 1-lb. (con
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 30
1-lb. and 60 1-lb.
pkgs), per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per
box, \$3
MAGIC BRAND. Per case.
No. 1, cases, 60 1-lb. packages \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 60 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75



Soap and Washing Powders.

GUELPH SOAP CO.
1 case. 5 case.
Royal City Soap (bar) 2 50 2 40
Peerless Soap (bar) 2 50 2 40
Standard Soap (cake) 2 40 2 30
Crystal Soap Chips, per lb.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross \$10 20
" black, 15 00
Oriole soap, 10 00
Gloriosa soap, 12 00
Straw hat polish, 20 00

Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. carton, \$ 0 06 1/2
No. 1 " 8-lb. " " 0 06 1/2
Canada laundry, 0 05 1/2
Silver gloss, 6-lb. draw-lid boxes, 0 07 1/2
Silver gloss, 6-lb. tin canisters, 0 07 1/2
Edward's silver gloss, 1-lb. pkg. 0 07 1/2
Kegs silver gloss, large crystal, 0 06 1/2
Benson's satin, 1-lb. cartons, 0 07 1/2
No. 1 white, bbls. and kegs, 0 07 1/2
Canada White Gloss, 1-lb. pkg., 0 06
Benson's enamel, per box 1 25 to 2 50
Oullina y Starch—
Benson & Co.'s Prepared Corn, 0 07
Canada Pure Corn, 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 50 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 58 1/2
Finest Quality White Laundry—
8-lb. canisters, cases of 48 lb. 0 06 1/2
Barrels, 100 lb. 0 06 1/2
Kegs, 100 lb. 0 06 1/2
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07 1/2
6-lb. toy trunks, 8 in case, 0 07 1/2
6-lb. enameled tin canisters, 8
in case, 0 07 1/2
Kegs. ex. crystals, 100 lb. 0 06 1/2
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$ 0 07 1/2
Canadian Electric Starch
Boxes of 40 fancy pkgs. per
Celluloid Starch—
Boxes of 45 cartons, per case

**BATGER'S
LIME JUICE
CORDIAL**

"A high-grade lime juice cordial affording the dealer a fair profit." The opinion of a large dealer on Batger's Lime Juice Cordial.

ROSE & LAFLAMME
Agents
MONTREAL and TORONTO



"The man who rests on his oars is apt to be capsized by the breakers."

The grocer who is slow to take up a good thing is not likely to be successful in business. If you are not already handling

**PATERSON'S
WORCESTER
SAUCE**

we would advise you to get in line.

ROSE & LAFLAMME,
Agents, MONTREAL and TORONTO

**PURITY
AND
MODERN METHODS**

There's the whole story of the excellence of

**RIVERDALE BRAND
CANNED GOODS**

From the very moment the fruit and vegetables—the best that can be procured—are selected, to the time the product leaves the factory.

Riverdale Brand Pays Good Profits

The **Lakeside Canning Co.**

LIMITED
WELLINGTON - - ONTARIO

Wholesalers!

We desire to inform you that we have opened an office in

Paris, France, 20 Rue Reaumur

The possession of this branch will enable us to **expeditiously** procure the products of any French, Italian, or Spanish manufacturer desired by our patrons.

Full information regarding our specialties will be furnished on request.

Any wholesaler not at present receiving our price list will oblige us by informing us of the fact. Let us know also what lines particularly interest you.

Leon Fontanel & Co.

General Agents

4 and 6 St. James St. - Montreal

20 Rue Reaumur, Paris, France

CLASSIFIED LIST OF ADVERTISEMENTS.

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Davenport, Pickup & Co., Winnipeg.
- Awnings, Tents, Rope, Etc.**
Tobin Tent & Awning Co., Ottawa.
- Baking Powder.**
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.
- Beer—Non-Alcoholic.**
Kops' Breweries, London, S.W.
- Biscuits, Confectionery, Gum, Etc.**
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Cowan Co., Toronto.
Kingsley Mfg. Co., Cincinnati.
McLaughlin, Sons & Co., Owen Sound.
Moire Ltd., Halifax.
MONEY Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Phillips & White Co., St. John.
- Brooms, Brushes and Woodenware.**
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.
- Canned Goods.**
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Farmers Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe.
Napuee Canning Co., Napuee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.
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Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.
- Cocoas and Chocolates.**
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestle's Chocolate, Montreal.
- Cocoa-nut.**
Canadian Cocoa-nut Co., Montreal.
- Computing Scales.**
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.
- Concentrated Lye.**
Gillett E. W., Co., Toronto.
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Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.
- Crockery, Glassware and Pottery.**
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.
- Dairy Produce and Provisions.**
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Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
Maritime Dairy Co., Sussex, N.B.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
- Power, E. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
- Decorations, Table.**
Hovell, A. J., & Co., London, W.C.
- Delivery Wagons.**
Abbott H. G., & Co., London, Ont.
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Star Egg Carrier & Tray Mfg. Co.
Rochester, N. Y.
- Financial Institutions & Insurance**
Bradstreet Co.
- Fish**
Atlantic Fish Co., Halifax, N.S.
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Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Sealey, John, St. John, N.B.
Windsor, J. W., Montreal.
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Capetan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.
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Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
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Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Leonard Bros, St. John, N.B.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McBride, John T., & Co., Montreal.
McWilliam & Everist, Toronto.
Northrup & Co., St. John, N.B.
Rattray, D., & Sons, Ltd., Quebec
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Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
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Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
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Nicholson & Brock, Toronto.
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Crowe, J. F. & Co.
Gorman, Thos.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
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Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
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Ozo Co., Montreal.
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Burnell & Lindsay, Winnipeg.
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Honeyman, Haultain & Co., Regina.
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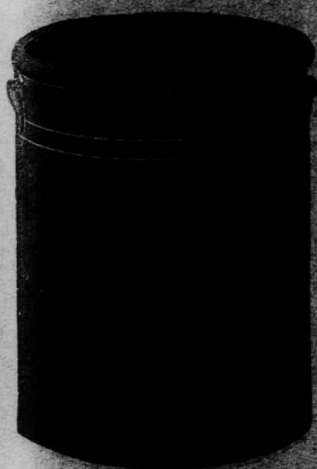
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"Cow Brand" Baking Soda

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" BETTER TO-DAY THAN EVER."

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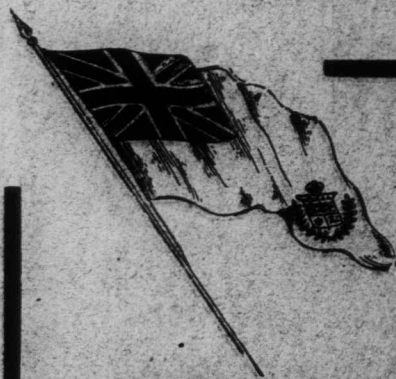
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See what we can do for you in these. The trial will please you both as to prices and terms.

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The Wants of Women—Study Them

MR. GROCER! You may invest more money in your business; you may advertise the best lines of staple groceries on earth; you may know your trade from beginning to end; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir! since these facts are indisputable, and since the women of Canada have almost unanimously declared that

OLD HOMESTEAD BRAND

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VOL. XXI.



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