

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.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII.

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NO. 39.



You'll Be Asked for

Robinson's Patent Barley

This most healthy and nourishing food for children is having a steadily increasing sale among grocers. Druggists used to sell it exclusively, but as it is a **food**, it should be sold by grocers. The profit is a good one. Why not make it?

Write for sample and particulars, or ask your jobber for it.

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

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support. Ordinarily the question of STARCH is a serious one with the housekeeper, but

Benson's "Prepared" Corn for cooking purposes
AND
Edwardsburg "Silver Gloss" Starch for the laundry, make it easy for all these labors.

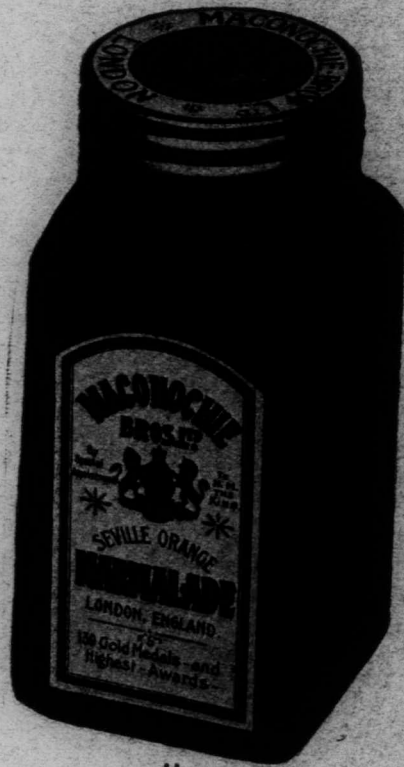
It Pays to Sell Only the Best

EDWARDSBURG STARCH CO., Limited

53 Front St. East
TORONTO, Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.



A Peerless Product Seville Orange Marmalade

We have never introduced to the Canadian grocery trade an article that commanded more attention or warranted more searching criticism than

Maconochie's Orange Marmalade

Maconochie's Marmalade is made at one of the most original, complete and scientific factories in the world from Seville Oranges and Sugar—and is undeniably pure.

The motto of the firm is to combine quality and price; to produce a standard article that will create business and pay a good profit.

Ask your jobber to show you the new stone jar to retail at 10 cents. It will be worth your while.

MacLaren Imperial Cheese Co.
Toronto Limited

General Agents for MACONOCHE BROS., Limited, London.

THE CANADIAN GROCER

"OLD MISSION"
BRAND CALIFORNIA
OLIVES

NEARLY a century and a half ago, a little band of Spanish soldiers and priests, under the leadership of Father Junipero Serra, sailed into the bay of San Diego, California, and landing, took possession in the name of King Carlos III. They established a "Mission" and planted out orchards of olive trees and fields of grain, and in a short time had a thriving colony.

RIPE OLIVES

are a delicious novelty which the Mission Fathers bequeathed to those who succeeded them. The olives are allowed to ripen, so that when picked they are of a brown to purplish color, and rich with the natural oil. They are "cured" and packed in cans in such manner that they retain the natural color of the ripe olive, and, like all ripe fruit, are rich and mellow. They are packed without the use of any coloring matter or preservative. These olives received the Highest Award at the great Expositions at St. Louis and Portland.

During recent years improved methods of packing have made it possible to ship the delicious, matured, ripe olives. No more healthful food can be conceived, no more delicious delicacy can be placed on your table than the

"OLD MISSION"
BRAND RIPE
CALIFORNIA OLIVES

Not to be nibbled, as are the green olives, at banquets, etc., one or two at a time, but to be eaten freely, alike by young and old, as a delicious, health-giving, wholesome food, delightful alike to the "gourmet" or the child. They are generally served covered with cracked ice, just as they come from the can, and are eaten as a relish with fish, flesh and fowl alike.

MAY BE OBTAINED FROM

CHAPUT, FILS & CIE.

MATHEWSON'S SONS

FORBES BROS.

MONTREAL

Arthur P. Tippet & Co., Sole 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 Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
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27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 33

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT
AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

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

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents
and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

TORONTO.

TAPIOCA
We have both
Medium Pearl and Seed
ON SPOT and our prices are right!
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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

Don Storage & Cartage Co.
Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND
COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - QUEBEC

(Continued on page 4.)

Something a Little Better than Anything You
Have Ever Seen in Canned Goods

**“ANCHOR” Brand—
CHERRIES, RASPBERRIES and
STRAWBERRIES**

Packed in Gold Enamel Lined Sanitary Cans—As fine as glass goods at the price of ordinary goods.

ALSO **“NIAGARA FALLS”**

SOLID PACK TOMATOES

3s and
Gallons

Both sizes packed in Gold Enamel Lined Sanitary Cans.

ORDER NOW

Only a limited quantity left.

EBY-BLAIN, LIMITED

Sole Wholesale Agents

TORONTO

FORGE AHEAD!

Are **YOU** forging ahead, or merely holding your own, or, worse still,
going back?

THE WAY, in these days of fierce competition, is only **OPEN** to
those who insist upon their **TEAS** being of undoubted **QUALITY**
and **VALUE**. Our **TEAS** are the product of long experience, expert
skill and knowledge, and the **PRICES**, too, are **RIGHT**.

YOU CANNOT GO WRONG with a full assortment of

Blue Ribbon Teas

to supply your customers with.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St. - Montreal

Manufacturers' Agents—Continued.

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

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Wholesale Commission Merchants
and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

BRACK & KIRKLAND
Grocery Brokers,
and Manufacturers Agents
Warehousemen and Distributors
Track Warehouse, 137 Bannatyne Ave. E.
WINNIPEG, MAN.

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

W. H. ESCOTT
Wholesale
Grocery Broker and M'rs Agent
Winnipeg, Canada.
Branch at Calgary.

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

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

WINNIPEG.

GEO. ADAM & CO.
Wholesale Grocery Brokers
and Manufacturers' Agents.
430½ Main St., - - Winnipeg
Established 14 years. Correspondence solicited

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

Oakey's The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Canisters
**'WELLINGTON'
KNIFE POLISH**

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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

BASKETS

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

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

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

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

**Coffee, Its History,
Classification and
Description**

By Joseph M. Walsh

This is the most exhaustive, inter-
esting and instructive book ever pub-
lished on Coffee. It is attractively written
and richly illustrated, and should be
read by all who deal in or use Coffee.
The contents include,

- Cultivation and Preparation.
- Commercial Classification and Des-
cription.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the
greatest authorities in the world upon
the subjects of Tea and Coffee, will be
mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

**MACLEAN PUBLISHING
COMPANY**

Technical Book Department

10 Front St. East, - TORONTO

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

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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
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TORONTO, ONT.

WILLIAM G. BRADSTREET, Gen. Mgr. Western Canada, Toronto.

A Safe Platform For The Merchant

Political platforms and policies are being much discussed this fall. The merchant is always interested in a "platform" or method that will help him to do more business. There is no retailer so big or so little that he can afford to overlook studying schemes for improvement.

Handle Canadian Canners' Fruits and Vegetables

and you will be standing on a progressive platform. There isn't a single unsound plank in it. Our Factories are located in the choicest districts. Sanitary and successful methods are a scientific study with us. The result is Canned Goods that would grace the King's table.

ORDER FROM YOUR JOBBER:

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Cannery), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Cannery, Limited

Hamilton, Canada.

Quality Does Pay

in more ways than one—not only in the confidence it inspires in knowing that you are offering to the consumer a superior class of goods, but the fact that satisfied customers mean increased business. Business that comes and remains as a direct result of square-dealing methods. You cannot sell inferior goods and be successful. In order to establish a feeling of confidence with the retailer you must offer him the best. His business requires it and it is to **your** best interest to see that he gets it. There is nothing that the consumer is so particular about as canned goods—he demands quality in this line almost more than any other. You will make no mistake if the next time he asks for canned goods you offer him

OLD HOMESTEAD BRAND Canned Fruits and Vegetables

They are made from rich, ripe, juicy fruits and vegetables—sound, wholesome and clean—prepared by up-to-date canning methods that preserve the natural flavor and nutritious qualities of the contents. Old Homestead Brand of goods are honestly prepared. Every possible method is employed to ensure their cleanliness and purity. We have made this feature the basis of our reputation, and the ever-increasing number of “repeat” orders we are receiving, offers a most convincing argument in favor of their quality. All the best jobbers carry Old Homestead Brand: all the best class of customers demand it.

The **Old Homestead Canning Co.**
Picton, Ontario

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CEYLON T

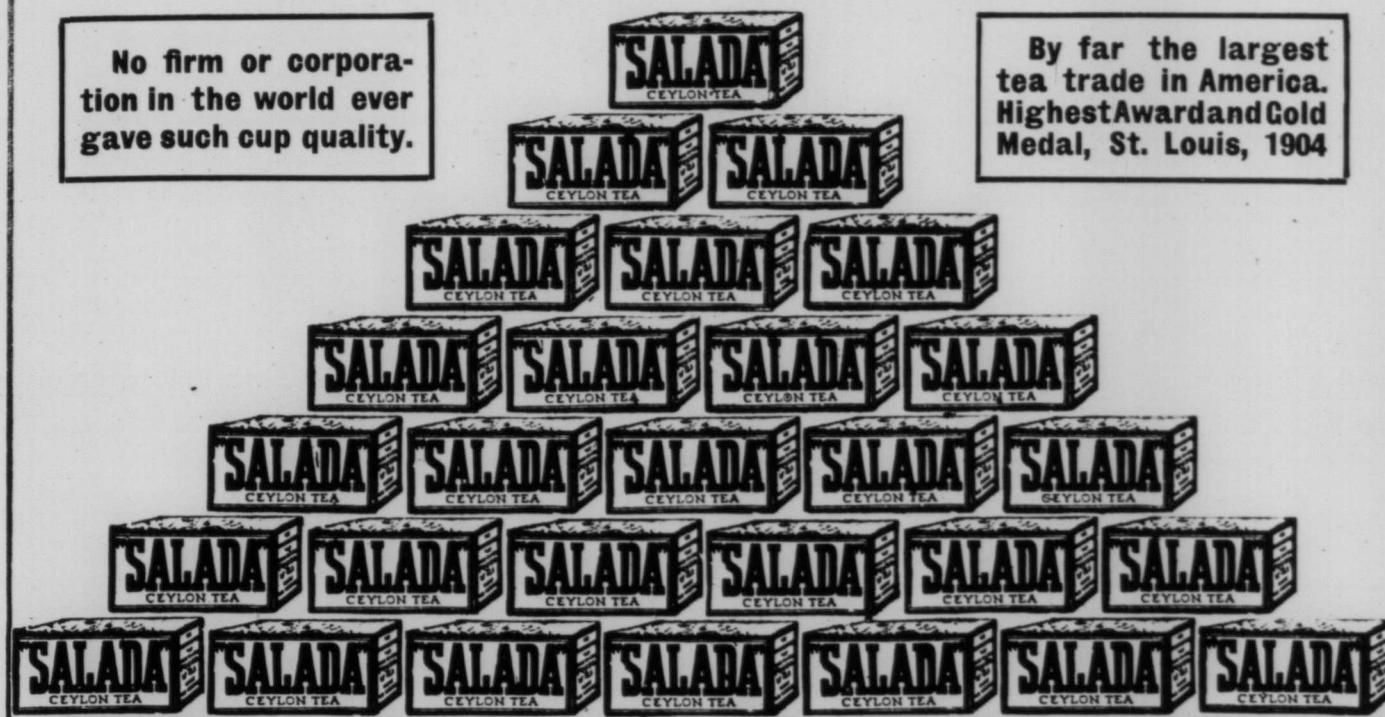
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THE TEA THAT "QUALITY" MADE FAMOUS

No firm or corporation in the world ever gave such cup quality.

By far the largest tea trade in America. Highest Award and Gold Medal, St. Louis, 1904



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 full particulars and prices write our Agents :

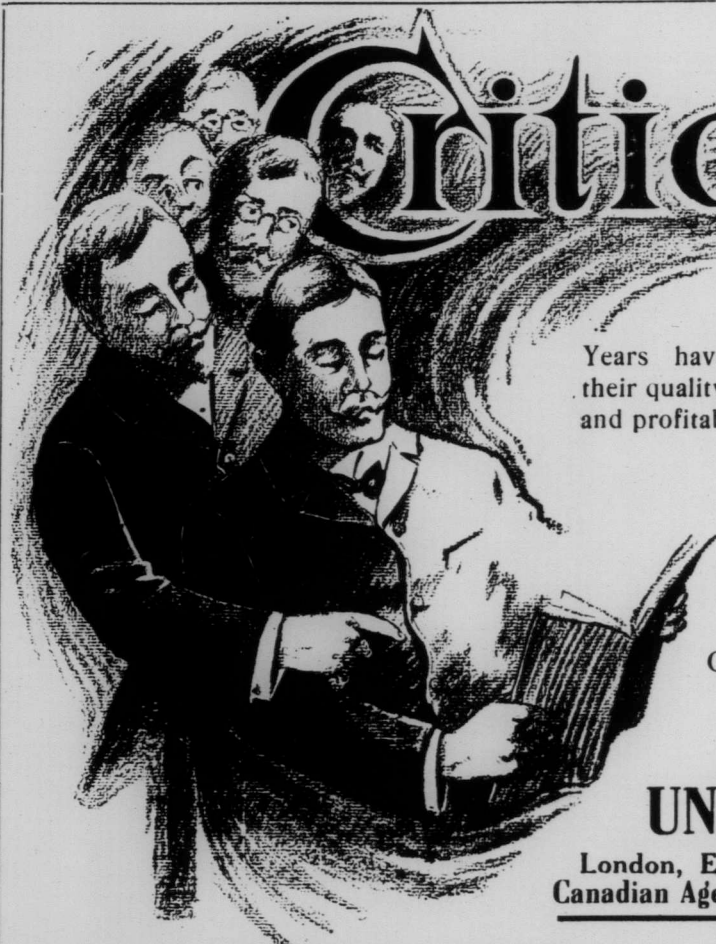
GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.



BRAND & CO., LONDON - ENG.

LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall,



Criticism

is fatal to the grocer unless it is favorable. Years have established these high-class raisins securely—their quality above comparison. The dealer is sure of a steady and profitable business who stocks

F. W. ROWLEY & **S. BODI**
DENIA DENIA
Extra Fine Selected Finest Selected

Brands that mean **RAISINS**

Our 14-lb. and 28-lb. boxes of
Shelled Almonds
 are winners.

UNDERDOWN & CRICHTON

London, England Valencia, Spain Denia, Spain
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Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ams Patents

Advertising Cannot Make People Continue to Take Something They Don't Like

It is possible with good advertising to get the consumer to **TRY** a new article, but the best of advertising won't make people continue to buy it. Just stop and consider the remarkable growth of the Red Rose Tea business in so short a time. It has been well and consistently advertised, but could advertising alone do it? No; but

Unequaled and Strictly Uniform Quality Can

When Red Rose Tea was introduced on the Ontario market we were told that there was **no room for another package tea**, but Red Rose was not "another" one; it was a **better one**, and there is always room for the best. Will you try a package in your home and compare it with any other tea at the same price? When you do you will **KNOW** its value and recommend it with confidence to your trade, as

It Pays to Recommend the Best.

RED ROSE TEA

"Is Good Tea" and always good.

BRANCHES

3 Wellington E., Toronto
315 William St., Winnipeg

T. H. ESTABROOKS

ST. JOHN, N.B.

Canadian-made Licorice
Y. & S. Brand
 All Druggists



MANUFACTURED
 by
 NATIONAL LICORICE CO.
 MONTREAL

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

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Winnipeg Sales Agency—

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

St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
 (IN TINS)

2's, 3's 5's, 10's, 20's
 1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
 (IN TINS)

2's 3's 5's 10's 20's
 1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott.	Winnipeg.
C. DeCarlot.	Kingston.	R. G. Bedlington & Co.	Calgary
Jas. N. McIntosh.	Ottawa	Teas & Pearce.	Edmonton.
Geo. Musson & Co.	Toronto.	Wilson & McIntosh.	Vancouver
J. W. Bickle & Green'ng.	Hamilton.	C. Leonard Grant.	P. E. Island
G. H. Gillespie.	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

AT
\$7 A CASE, AND UP

you will find that you have one
 of the best propositions on the
 market in

Marsala Wine

As an after-dinner beverage it
 is unequalled. Order a trial
 case and see how your cus-
 tomers will appreciate it.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

STOCK THE BEST.

"KIT"

COFFEE

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

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

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

Agents in the Dominion—Montreal City,
 Mathewson's Sons, 202 McGill St.; Que-
 bec City, Albert H. Dunn, 67 St. Peter St.;
 Ontario, A. E. Bowron 18 King William
 St., Hamilton; Winnipeg, Mason & Hickey
 108 Princess St.



Lea's

Our Faith in the Canadian Consumer Confirmed

We have packed and shipped more pickles in the last 45 days than we sold last year, and we are still 4,000 cases behind.

Does this not prove to you that the Canadian consumer will support home industry, when the goods have quality? We are packing as fine goods as firms of international reputation, and at a price that will appeal to the pocket of your customer in every walk of life. Do not doubt this, but try a small quantity if you have not already done so, and be convinced, as hundreds of retailers have been in the last year. This is proven by our sales.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh,
Vancouver

THE CANADIAN GROCER

VINEGAR

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET

TORONTO

Quaker Salmon

JUST ARRIVED!

Finest Fish ever offered the Grocery Trade

FLATS, - - \$2.15

TRADE MARK



SONS

ESTABLISHED 1834.

TALLS, - - \$2.00

Order **NOW**, before stocks are exhausted

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

Ask Any Man

what is the best blacking to buy and he will say almost invariably "2 in 1." Why? Simply because he has read more about it, heard more about it and got better satisfaction from it than any other blacking he ever used.

2 in 1

SHOE POLISH



Aren't you going to share in the profits that come from handling this staple article. Get in line to-day with the wide-awake dealers who are selling it. Our advertising will bring you trade, while the merits of 2 in 1 will hold it.

The F. F. Dalley Co., Ltd.

Hamilton, Canada

Buffalo, N.Y., U.S.A.

Japan Teas

The close of the season is rapidly approaching, and we solicit the balance of Import Orders from Canadian Jobbers promptly. : : : :

S. T. Nishimura & Co.

Montreal and Japan

The Purest Goods are the Easiest to Sell

In these days of adulteration the consumer is constantly on the lookout for goods that are free from the taint of adulteration. Knowing this you may offer him

E. D. S. Brand Jams and Jellies



with every confidence, realizing that our personal guarantee is backed up by that of the Dominion Government. Government analysts have proved that E.D.S. Brand is one hundred per cent. pure.

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

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

Unequaled in Quality and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.

FRUIT JARS

Wire your Orders

Wide Mouth Pints Imperial Quarts
Wine $\frac{1}{2}$ Gallons

Thomas Kinnear & Co.

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

When selecting your supply of

BRUSHES and BROOMS

be sure to see that the **BRAND** or name of a first-class reliable maker is behind the goods as a guarantee of **quality** and **durability**.

In choosing the

Keystone Brand

you get the best value in the market besides securing this guarantee of quality.

Manufactured by

Stevens - Hepner Company
LIMITED
PORT ELGIN, ONT.

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.
Hamilton and Winnipeg

The Question is

Can you afford to carry on business without a

"Duplex"

Counter Check Book

Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.



The Carter-Crume Company Limited,
Toronto and Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St., E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT" PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

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

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

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

Thos. Symington & Co. EDINBURGH

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



Grocers can safely sing the praises of—

STERLING BRAND PICKLES

and tell of their merits to their best customers.

Here's a Canadian-made pickle that wins the approval of Canada's most particular people.

Order from your jobber or direct.

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada

PHONE PARK 376

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO



The Oldest, Best, Purest and Safest of all

Borden's Brands

Condensed Milk and Evaporated Cream

"Eagle Brand"
Condensed Milk

and "Peerless Brand" Evaporated Cream
stand out superior in every way to all other
similar products—They hold your trade.



WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

Unsweetened



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. C. Patrick & Co., Toronto and Montreal

R. B. Seeton & Co., Halifax, N.S.

Georgeson Co., Ltd., Calgary, Alberta

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

Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.



A Little Thing Multiplied Many Times
Becomes a Big Thing.

If you were to put all the money you get selling Mathieu's Nervine Powders into one Till you would be surprised at the largeness of the profit. This headache cure sells awfully well—little profit, multiplied many times becomes a big profit. Your order now please.

Merely to remind you that Mathieu's Syrup of Tar and Cod Liver Oil is in demand all through summer.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

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

MOLASSINE MEAL MOLASSINE DOG CAKES MOLASSINE POULTRY MEAL

The Unique and Wonderful Foods for
Horses, Cattle, Pigs, Dogs and Poultry

Ask for Particulars and Free Booklets

FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square

MONTREAL

CAPSTAN Brand High-Grade Tomato Catsup



Put up in 10, 16 and 20 oz.,
bottles of a new design and
is very attractive. This cat-
sop is far superior to many
others and is giving perfect
satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

TO THE TRADE:

England consumes nearly
four times as much of

CEYLON TEA

as of all others, save India, although she
has been getting it only one-eighth as long.

“WHY?”

Mainly because, of all Western
peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to
the United States $1\frac{1}{4}$ lbs. of tea per capita. Every
English Grocer knows tea; he has made it a study.

Facts Worth Noting

Our Four leading lines in Extracts and Jelly Powders are Sure Sellers. You are sure to please your customers. You are sure to please your salesmen. You are sure to satisfy yourself in having a good profit and quick sales.

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

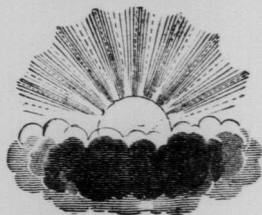
{ These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our Club jelly powders, with Club Cream in same packet, have proved a great success. They pay the storekeeper to buy them, and delight the customer who tries them.

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

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

"SNAP" is a Snap

for wideawake grocers. Every trial tin you sell means a regular customer for Snap from that time on.

Snap

is a hand-cleaner — the best hand-cleaner ever made. No soap or other article can come near it for instantaneously cleansing hands from all kinds of dirt, grease or paint and leaving them soft and white.



Give It a Trial

Order a sample case from your jobber; and we are willing to abide by results.

Snap Company,

Limited

Montreal, - - Quebec



You May Fool a Customer once by selling her an inferior grade of flavoring extract; but she won't forget the spoiled pudding or special dish. A customer seldom does forgive an imposition. You needn't hesitate in offering

Shirriff's Flavoring Extracts

she will like them because of their strength and purity of flavor.

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

Tartan

BRAND

WIN YOUR FAITH TO LIST BELOW.

ALL TRADE WINNERS

Tartan Vegetables and Fruit	} Are the finest goods packed.
" Salmon	
" Tea, 25, 30, 40, and 50c., packed at the Gardens.	
" Coffee, Spice and Extract—Absolutely pure and guaranteed high grade	
Imperial Vinegar—Undisputed Quality.	Lea's Pickles—With the home flavor.
Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.	

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Quality Dwells in every can of

FARMER BRAND

Canned Fruits and Vegetables

We don't pack goods of poor quality—don't have to. Our three thousand acre garden provides us with all the really good garden stock we need. Besides that our ideas of what a canning factory should be like in point of method, manning and cleanliness, are right in line with modern scientific advancement. You run NO RISK of being over-stocked when you order FARMER BRAND, because quality makes FARMER BRAND a good seller all the time.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

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

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

“BEAVER” BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable.

Packed by
Mahiques Domenech & Co
Denia, Spain

Canadian Agents:
Rose & Laflamme, Limited
Montreal and Toronto

WE WANT YOUR ORDERS
FOR

“Balmoral” Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.

For Quality and Flavor it has no equal.

We ask no favors. “Balmoral” sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

THE
STA



If Inter
CANAD

DR TIBBLES' V-Cocoa

A leading British line
well-known and
largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

J. WALTER SNOWDON
23 Burton Ave.,
Westmount, Montreal

Ontario Agents:

GREEN & CO.
25 Front St. E., Toronto

WRITE OUR AGENTS FOR PRICES, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes
made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust. No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross.
10c. size, per gross.

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."



"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing
Always Ready to Use
Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE

for
ALL kinds
of
Black
Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross
Excellent for old rubbers.

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. 1/2 lb. boxes
Per doz. 1/4 lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross
"BOSTON JUNIOR"
10c. size, per gross
Also in Russet and Ox Blood

"ELITE" Combination

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross
"BABY ELITE" Combination
10c. size per gross



"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross
Star Russet Combination
10c. size per gross



Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . . .
Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for
CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET
CAMBRIDGE, MASS., U. S. A.

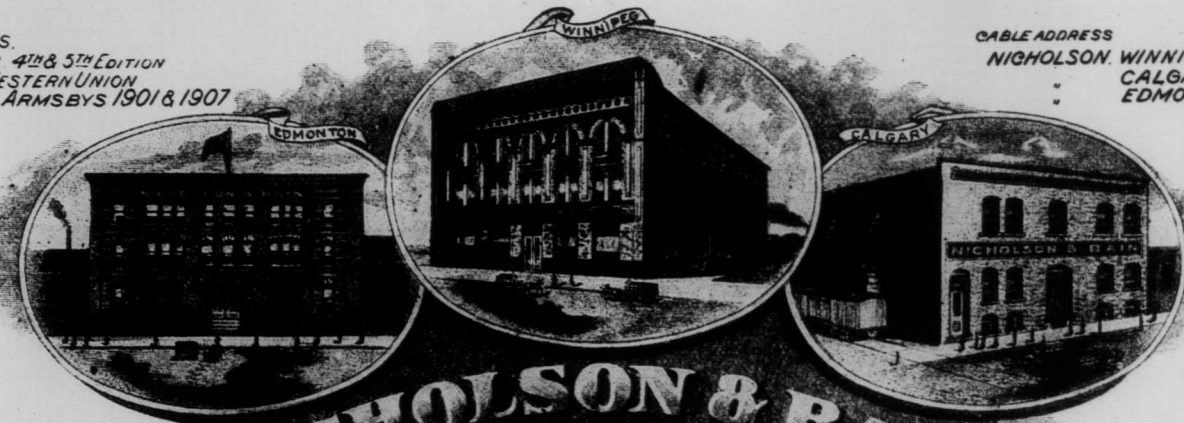
Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

E NICHOLSON

D H BAIN

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

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

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

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

JELL-O

FOR DESSERT

This is the famous preparation that is revolutionizing the grocer's trade in dessert goods as well as the housewife's dinner calculations.

It is being advertised so effectively that the people know about it and want it.

We hope you, friend Retail Grocer, will get a large share of the benefit.

JELL-O FLAVORS: Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach and Cherry.

JELL-O ICE CREAM POWDER

for making ice cream is also being advertised by the distribution of booklets.

The Genesee Pure Food Co.

LE ROY, N.Y.

“WHITE SWAN GOODS ARE GOOD GOODS”

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

To ensure success when pickling order

PURNELL'S PURE MALT VINEGAR

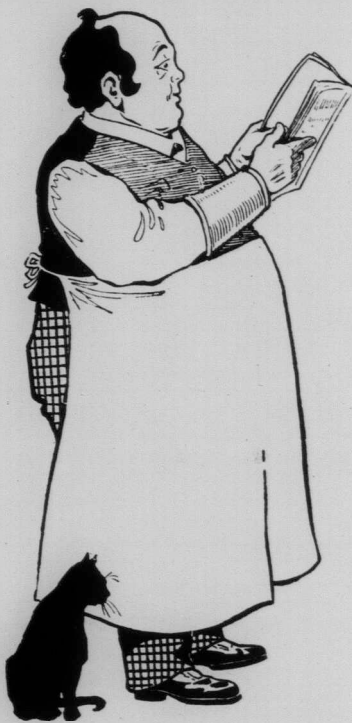
The best known brand on the market
Brewed from the finest English Malt

Since 1750 we have been perfecting our brewing plant and machinery, and now have the largest capacity. Contractors to the Admiralty and Government.

Supplied in casks and bottles. Celebrated for its fragrant aroma and pungency.

AGENTS EVERYWHERE

Purnell & Panter, Limited - Bristol
Sauce, Pickle and Vinegar Makers



I WONDER HOW ANY GROCER

could think of Baking Powder without thinking of ST. GEORGE'S.

I always feel safe when I sell a can of St. George's because I know it is going to make a customer for me.

ST. GEORGE'S BAKING POWDER

is an absolutely pure Cream of Tartar Baking Powder, that is everywhere recognized as one of Canada's choicest pure food products. A grocer, who wants to add to his reputation for handling goods of quality, ought to always have St. George's Baking Powder.

Write us if your wholesaler can't supply it.

NATIONAL DRUG & CHEMICAL CO. OF CANADA, Limited
MONTREAL

WHITE DOVE COCOANUT and ALMOND PASTE

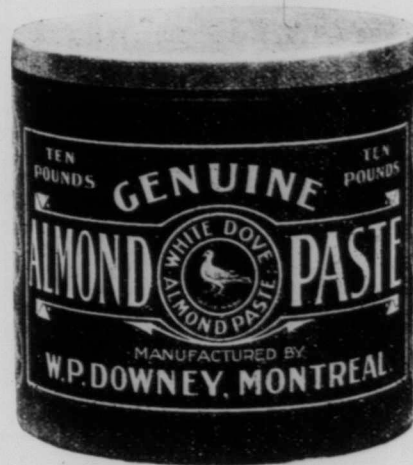


My Attractive Package:
1/2, 1 and 5 lb. tins.

Here They Are!

The best that money can buy. If your wholesaler cannot supply you, write direct for prices and samples.

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



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

Manufactured by

W. P. DOWNEY,

24 and 26 St. Peter St.,

MONTREAL

Canned Fruits from the Model Factory

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

THE

"Pride of Niagara Falls" brand

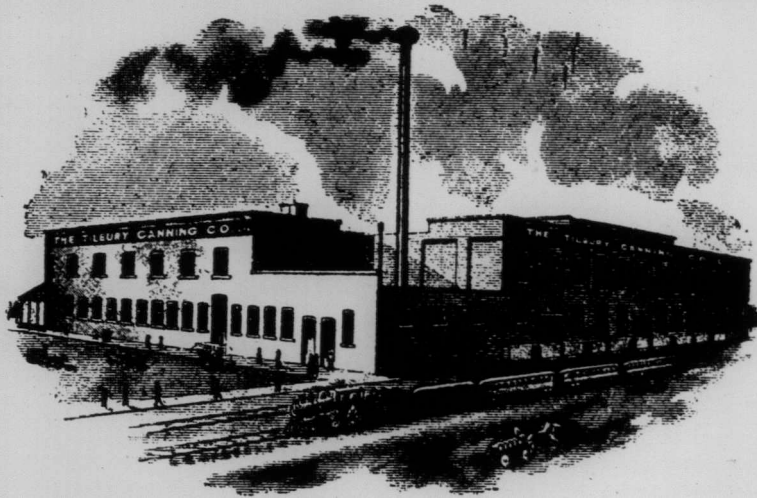
of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED CANS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

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

Selling Agents—EBY-BLAIN CO., LIMITED

Our travellers will show you samples of the above.

TORONTO



"Tilbury Brand" Canned Goods

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

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

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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

ESTABLISHED OVER 200 YEARS

CHAMPION'S

**IS THE BEST
VINEGAR**

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



*Begin the day well with
Kidway's Tea
Largest sale of High Grade Tea
in the World!
why?*

CANADIAN OFFICE. - VANCOUVER, B.C.

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

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

You Can't Cut Out
A BOG SPAVIN or
THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad.

IN THE

Canadian Grocer



Superior Quality Canada First Brands

**Evaporated Cream
and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton

W. H. ESCOTT

WHOLESALE

GROCERY BROKER

and Commission Merchant

Manufacturers' Lines Handled on Commission to the Wholesale Trade

TRACK WAREHOUSE ACCOMMODATION

BEST REFERENCES

141 BANNATYNE AVE. EAST

WINNIPEG, - CANADA

AND WEST TO THE ROCKIES

Wagstaffe's

Wagstaffe's fine old English Plum Puddings and Mince Meat now ready for delivery. Kindly get prices and see samples before buying elsewhere. To be had of all Wholesale Houses in Canada.

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton



MADE in the finest factory in Canada
FROM Purest Milk obtainable
BY Skilled Operators
FOR Grocers to Sell who
HAVE Particular Customers.

PRICES ON REQUEST

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL

Whenever you want

SOAP

When you want in quickly, no matter what kind, and at reasonable prices write to us.

SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory: 1653 Notre Dame St. E.

Offices: 235 Coristine Building

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested?

Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

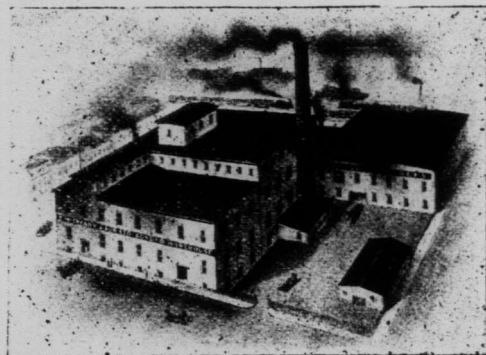
You Can Stand Behind

an article that has the quality to back it up like

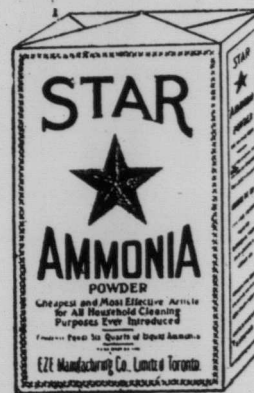
James Dome Black Lead

It's just Stove Polish, nothing else. All Shine, NO DIRT or DUST. Gives a lasting brilliant shine.

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



THOS. McCREEDY & SON, Ltd.
Bonded Vinegar and Pickle Manufacturers
Est. 1883. ST. JOHN, N.B.



Its Merit Brings Repeat Orders

White Moss Cocoanut

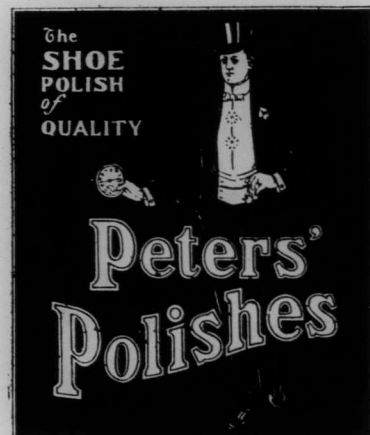
Sells
Everywhere



Standard
For Years

MADE BY

The Canadian Cocoanut Co., - Montreal



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

AT THE FAIRS

We have been demonstrating the superiority of our Pure Maple Syrup,

"PRIDE OF CANADA"

in this way assisting the grocer very materially. The people of Canada are using our goods more than ever before. Are you in on this?

IT PAYS

The Maple Tree Producers' Association

WATERLOO,

QUE.

TORONTO BRANCH: 512 Dundas St., Phone Park 308

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto



Re Valencia Raisins

In store Trenor's Blue Eagle Selected

VALENCIA RAISINS

PRICE RIGHT

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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	Bowser, S. F. & Co. 67	Fels & Co. 19	Mott, John P., & Co. 56	Stewart, I. C. 68
	Brack & Kirkland 4	G	Museo Commerciale Italiano 10	Stringer, W. B. 61
	Bradstreet's 7	Genesee Pure Food Co. 23	N	Symington T., & Co. 15
	Brand & Co. 7	Gibb, W. A. Co. 64	Napanea Canning Co. 49	T
	Brayley & Co. 18	Gillard, W. H., & Co. 20	National Drug Co. 24	Thomas, J. P. 2
	Brophy, D. McL. 4	Gillett, W. W., Co., Ltd. 55	National Licorice Co. 10	Thomas Bros. 54
	Busy Man's Magazine 70	Girard, P. J. 58	Nelson, Dale & Co. 56	Tibbles Vi-Cocoa 21
C	Campbell's, R., Sons inside back cover	Gorham, J. W., & Co. 2	Niagara Falls Canning Co. 25	Tilbury Canning Co. 40
	Canada Maple Exchange 58	Grant, W. J. 65	Nicholson & Bain 22	Tipnet, Arthur P., & Co. 1, 49
	Canada Sugar Refining Co. 20	Greig, Robt., & Co. 23	Nickel Plate Stove Polish Co. 66	Todhunter, Mitchell & Co. 15
	Canadian Cocomanut Co. 30	H	Nishimura, S. T. & Co. 12	Toronto Salt Works 54
	Canadian Cannery 5	Hamilton Cotton Co. 66	Norton Mfg. Co. 29	Truro Condensed Milk Co., Limited. 63
	Canadian Condensing Co. 28	Hillock, John & Co. 68	O	Tuckett, Geo. E., & Son Co. 41
	Canadian Shredded Wheat Co. 56	Holbrooks, Ltd. 62	Oakville Basket Co. 4	Turner, James, & Co. 31
	Capetan Manufacturing Co. 16	H. P. Sauce 22	Oakroy, John & Sons 43	U
	Carman Brokerage Co. 4	Horton Cato Co. 52	O'Connor's Fish Market 4	Underdown & Crichton 8
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	Casson, John, & Co. 58	I	O'Mara, Joseph 52	Verret, Stewart Co. outside back cover
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	Ceylon Tea Ass'n. 17	Ingersoll Packing Co. 51	Onward Mfg. Co. 15	Wagstaffe Limited 38
	Champions Vinegar 29	James Dome Black Lead 29	Oxol 64	Walker Bin & Store Fixture Co. 46
	Christmas, W. C. 8	K	P	Walker, Hugh, & Son 61
	Clark, W. 55	Kingery Mfg. Co. 58	Paradis, C. A. 58	Warren, G. C. 2
	Clawson & Co. 2	Kinnear, Thos., & Co. 14	Patriot W. G., & Co. 2	Watson, Andrew 16
	Connors Bros. 63	Kit Coffee Co. 19	Peters, Michael 30	Watson, Stuart 4
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	Cox, J., & Co. 57	Lea Pickling & Preserving Co. 11	Queen City Oil Co. 4	Windsor, S. K. & T. C. 64
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		McCabe, J. J. 60		

News of the Canadian Grocery Trade

Western Province Notes

Excellent Fruit Prospects in British Columbia—New Zealand Canned Goods Coming Into Vancouver—Saskatoon is Receiving Large Fruit Shipments.

VANCOUVER.

September 19.—Advices from the interior are that the fruit crop will be much better than it was thought earlier in the season. The prune crop, in particular, which was reported very short, will be nearly a full crop, and of excellent quality. On the coast, the apple crop is not quite up to the average, but in the interior it is excellent. The pear crop is the only one that may be regarded as light, although in some districts, notably Kelowna, it is up to the usual standard. At Peachland and Summerland the peach crop is fine, while at Salmon Arm it is up to the standard, with grading and packing a great improvement over former years. Other main line points, such as Ashcroft, Lytton and Kamloops show their usual high quality. An expert, discussing the subject, stated to The Canadian Grocer that a great difficulty here is the lack of adequate arrangements for cooling fruit after picking. He points out that this should be done in the shortest time possible after the fruit is removed from the trees, and the low temperature maintained until it reaches its destination. No matter how well the cars may be iced, unless the fruit is thoroughly cooled before starting it will not carry in the same good condition as if these precautions were attended to.

Great expansion is noted in the fruit growing industry in the Province, and according to data furnished the Provincial Board of Horticulture, the investment now totals \$15,000,000, as compared with \$3,000,000 fourteen years ago. Thomas Cunningham, one of the members of the Board, says it is reasonable to expect that in five more years this will have increased 100 per cent., at the present rate of increase. That it pays to grow fruit free from insect pests is further demonstrated by the quest of a buyer from Australia who is after 75,000 boxes, but who will only take fruit absolutely clean. On one day 1,800 boxes of California fruit were condemned in Victoria; and the same amount in this city. The State of Washington, following in the steps of this Province, has adopted very stringent laws, with the result that the fruit coming from there is very much better than in former years. British Columbia imports considerable early fruit from the South, and the utmost vigilance is exerted to keep out any that may bring pests into the country.

Canned products from New Zealand are making their appearance on the market here and with good quality are quoted just a trifle under the same kind of Canadian goods.

An instance indicating the amount of fresh prunes shipped from British Co-

lumbia is the ten tons which were shipped from Victoria on Tuesday of this week, a whole carload being sent through in unbroken shipment to Regina. This fruit grows well on Vancouver Island. The Progress Fruit Packing Company, a new organization, shipped.

It looks as if butter will be higher than ever this Winter in Vancouver, and it is not improbable that it will climb over the 50c mark. It has not been very plentiful all Summer, and word comes from Australia that there is a famine in butter there. Much butter is brought from Australia in the latter part of the Winter, and it may be that, as it is Spring in Australia by that time, the market will be in better condition. Eggs, too, are climbing up. Select eastern are quoted as high as 35c this week, with other grades at 28c and 30c.

T. Booth, fruiterer and confectioner, of North Vancouver, has taken H. S.

James Sargent, Secretary of the Commercial Travelers' Association, of Toronto, was in the city this week. He is here on a combined business and pleasure trip.

The death took place at Princeton of George W. Fish, manager of the A. E. Howse Company, general merchants. He was formerly with W. J. McMillan & Company, wholesale grocers, of Vancouver.

What might be called an avalanche of fate last week overtook C. Dynes, who was proprietor of a grocery store at Sapperton, near New Westminster. On the 9th instant his store was burned out, he and his family having a narrow escape, and on the 10th he was run down by a street car in New Westminster and instantly killed.

The Okanagan Fruit Union, with a capital of \$250,000, has been organized at Vernon to handle the output of Okanagan orchards. C. G. Guy is provisional Secretary, while the committee to look after the details of incorporation is composed of W. C. Ricardo, J. Kidston, W. R. Pooley, R. H. Agur, R. M. Palmer, J. Barnett, B. McDonald, E. M. Carruthers, and W. T. Shatford.

A tobacco plant was on exhibition last week in Vernon that was eight feet



CANADIAN STORE INTERIORS—VIEW OF STORE OF A. J. CLARK & CO., LONDON.

Aikens into partnership, and the business will be enlarged.

B. C. Rainsford, wholesale fruit dealer of this city, is building a handsome residence in North Vancouver.

S. R. Bailey, managing director of the Bailey Broom Company, of Kingston, Ont., is on a trip to the coast.

in length and had made its growth from a seedling in six weeks. Another, a foot longer, will be exhibited at the Fall fair. The plants were grown under canvas, the plan advocated by Felix Charlan, tobacco expert of the Dominion Government.

SASKATOON

September 21.—The grocery business of Young & Co., on Avenue C, has been purchased by J. F. Friesen, who was lately in business at Dalmeny, Sask.

J. F. Cairns has returned from a business trip to the east, where he has been in connection with the forming of a company of wholesale grocers to be established here at an early date.

A plentiful supply of fruit is on the market at the present time. Several grocers have received car lots and are making special displays in their windows. The Rogers Fruit Co. were in receipt of six cars of California fruit on Thursday.

The Canadian Northern Railway have announced the rate on which wheat will be handled from points on the Goose Lake line, just under construction. The

rate will be 23 cents per 100 pounds to the lake front. The rate from Saskatoon to Port Arthur is 22 cents.

Asquith, some 30 miles west of here, on the C.P.R., has been incorporated as a town. Many new buildings have gone up lately, amongst which is an elevator for the G.T.P.

A. Creighton, of Saskatoon, has bought the store occupied by the branch of J. F. Cairns. He will run it in conjunction with his Saskatoon business.

Misses E. and H. Walker have recently built a restaurant, which is now in operation. They are also running a grocery business in the new building.

Residents of Warman are living in prospects of a new flour mill in the near future. E. C. Smith, an eastern capitalist, paid a visit to the town lately and was pleased with the location.

From the Maritime Provinces

Apple Prospects Good in Nova Scotia—Some Advice to Shippers—News From New Brunswick.

HALIFAX.

September 21.—The farmers are again busy through the Annapolis valley gathering the year's harvest of fruit. Taken altogether this has been one of the best fruit-growing seasons Nova Scotia has had for years. The continued dry weather of July did not harm the fruit, and the long continued warm weather of the early autumn has served to give the apples a larger form and finer color than last year. In Maine, New Hampshire and some other sections the crop of winter fruit has fallen considerably behind the usual output. This will greatly favor the market for the larger varieties of Nova Scotia apples in Great Britain. R. Starr, president of the Nova Scotia Fruit Growers' Association, says that this year our province will send out the finest apples in the world. As to the market, the Gravenstein and other early varieties have, and are still commanding a good price on the local market. Already the Furness steamers have begun to carry their share to the Old Country. Regarding apples shipped to England, Robert Starr has a word of warning for the shippers who are inclined to send fruit too early. He attributes the great loss sustained last year by the Nova Scotia shippers to the men who clogged the English market at the beginning of the season with ripe fruit, thus ruining the reputation of Nova Scotia apples. He says that if we are to regain our reputation this year we must leave the fruit on the trees until it is well colored and put up a good appearance. The shipping facilities were never better than this season. There are several new warehouses along the line and the railway has made additions to its rolling stock. There are also plenty of steamers to carry the fruit. As yet there are not many buyers through the valley. Advices from London state

that prospects are good for winter fruit. Steamers sailing from this port carried away about thirty thousand barrels of apples for the English market this week.

Plums are coming in in fairly good supply, but the price is high, 70 cents being asked for a six-quart basket of the choicest quality. Some very fine Ontario plums arrived here this week.

Advices from Charlottetown, P.E.I., say that the potato market is dull at present, but the stock in Prince County is splendid, dry, sound and well grown. There will be a large crop in Prince County and the opinion of the best authorities is that all the potatoes will be wanted at a reasonable price. They have been bringing thirty cents and over all along. The market is somewhat off at present, on account of an overstock in the Montreal market. Eggs declined a half cent per dozen this week. The oat market is very firm. The crop in Prince County will not yield more than half the export surplus of last year. It is being harvested in remarkably good condition. Hay is in a moderate supply. Turnips, carrots, parsnips and beets are plentiful and the prices reasonable.

ST. JOHN.

September 21.—The rush of visitors incident to exhibition week is now over and business is back again to normal conditions. The wholesale and retail merchants report a good week's business as a result of the big crowds that were here to attend the fair. The Exhibition Association is now looking toward some action to secure the Dominion grant of \$50,000 for an exhibition here next year, or in 1910. At a dinner given to the Press by the Exhibition Association on Saturday night last, Vice-President T. H. Estabrooks advocated strong-

ly that immediate steps be taken to press St. John's claims.

There has been little change in market quotations during the past week. Sugar has advanced ten cents per hundred-weight.

The quantity and quality of river produce which has arrived in St. John during this season has been, in most cases, equal to previous years and the crops have been equal to the average. The early apple crop has surpassed that of last year, but the prices received are lower. Last year was an "off year" in apples, but the crop this season doubles that of several years previous. The green crop is better in quality than last year and tomatoes have never been so good for years. Potatoes will be an average crop, although the late product has only started to come in. Dealers find that the red potato will not sell, but there is a great demand for white potatoes and the prices compared with last year are about the same.

Butter is scarce and is now higher than it was at this time last year. Very little is coming in and the farmers are holding what they have, believing that the price will go up.

John McMulkin, factory inspector, has retired from the grocery and provision business, having sold his stock and trade to Fred McMulkin and Harry G. Titus. Mr. McMulkin has been in active business life for forty years and has earned an honorable reputation throughout the province, both for ability and integrity. He gives up this work in order to devote his whole time to that of factory inspection.

Fredericton butchers have been importing beef cattle from Ontario, owing to the scarcity of domestic beef. The importations of western cattle to St. John continue to increase.

It is quite apparent that New Brunswick farmers can make butter equal to any in Canada, if not better than most, when the prize-winner at the Toronto Fair had to take a back seat when competing with the butter-makers at the exhibition held here last week. Of the prizes awarded New Brunswick makers got first honors, with Nova Scotia and P.E.I. close behind. J. H. LeClere, of Foster, Quebec, who captured the silver cup and sweepstakes for butter at Toronto, had an exhibit here, but failed to get prizes. The same judge, Geo. H. Barr, officiated at both exhibitions.

ATTRACTIVE ADVERTISING MATTER.

A couple of attractive hangers, which would aid materially in brightening up the store are just being issued by Bovril Limited. One of these represents an attractive girl, whose beauty and happy style may presumably be attributed to the use of the beverage. The second is an exact reproduction of a member of the Northwest Mounted Police. A postal card sent to Bovril Limited, 27 St. Peter St., Montreal, and mentioning The Grocer, will bring a parcel of attractive advertising matter prepaid.

From Ontario Correspondents

Chatham May Get a Sugar Refinery—Kingston Troubled With the Pedlar Nuisance—The Local Fair Brightens Guelph Business.

PETERBORO.

September 22.—W. H. Kline, who has been carrying on a grocery and cut-rate drug business on the corner of Water and Smith streets for the past year, has sold out to S. J. Guthrie. The latter has secured a lease of the premises. Mr. Kline was doing a successful business, but owing to ill-health was compelled to refrain from active work.

J. V. A. Coon, general merchant, of Havelock, has assigned to Osler Wade, Toronto. In a recent fire in Havelock Mr. Coon's buildings were completely destroyed. The loss together with book debts of \$4,000 account for the \$12,000 liabilities.

A new grocery and confectionery store has been opened on Park street by W. McCann, a former contractor.

It will be welcome news to commercial men to know that a new station is being constructed at Omeme in the village. The present station is about a mile from the business centre.

The window of White & Gillespie's grocery store was artistically decorated last week with a miniature fair grounds. The Peterboro Exhibition was held last week, and the window attracted the attention of many of the visitors. An exhibit building, race track, live stock sheds, etc., were among the features shown.

H. B. Collier, of the Canada Flakes Company, was in Toronto during the exhibition, superintending the company's display of Canada Flakes as well as the inventions of the Collier-Cunningham Company.

CHATHAM.

September 22.—The opening of the election campaign seems to have had no deterrent effect on the business revival. Many merchants report the last few weeks the best they have had in a long time.

The city market is flooded with fruit these days, peaches being particularly plentiful. These sell for from \$2 to \$2.50 a bushel. Eggs are scarce, but last Saturday there was evidence of a drop in the price of poultry, as chickens are now becoming quite plentiful. Butter has sold all summer long for 25c a lb. For dairy, creamery butter ranging several cents higher.

The visit of a delegation of sugar beet magnates from Mount Clemens to this city last week has revived the talk of a beet sugar factory being established in Chatham. The men in question were all connected with the Mount Clemens factory, which draws largely from Chatham and vicinity for its beets. Chatham being directly in the centre of the beet-growing district, with ample connections by rail and water, is an ideal spot for a sugar factory, and from time to time during the past few years there have been rumors of the establishment of a factory here, either by the Wallaceburg Company or by Michigan capitalists. Supt.

Widrig, of the Mount Clemens company, who looks after that concern's acreage here, states that beets sufficient to supply a factory could be grown within 50 miles of Chatham, the soil being specially adapted to the crop. The Mount Clemens factory is buying about 1,300 acres, and will pay out about \$75,000 in Canada this year for beets, in addition to \$16,000 or thereabouts in wages. The harvesting of the crop commenced this week, the crop being good, though the tonnage will be lessened by the dry weather. The Wallaceburg factory resumed operations this week.

H. E. Trent, of the Fleishmann Yeast Co., Toronto, and Mr. Hilton, of the Hilton Baking Co., Toronto, were both in the city on business last week.

A. L. Cummings, who formerly conducted the West End grocery, at the corner of Gray and West Streets, but last July sold out to C. H. Seeley, has started in the grocery business again, this time at the corner of Raleigh St. and Lorne Ave., within a couple of blocks of his old place of business.

The threshing of the Kent bean crop is now well under way. The crop is only a fair one, though the prices are good, \$1.50 being paid in Berlin last week.

The Highgate Monitor says: "One of our citizens last week spent 11 cents for postage and sent to a big department store for goods which cost him \$7.65. The goods were not just as represented in the catalogue and could be purchased right here in our own town for \$6.25—a saving of \$1.51."

LONDON.

Sept. 22.—According to brokers' reports wholesale trade is very brisk, although the volume of business is scarcely equal to that of this time last year. Both wholesalers and retailers are buying sparingly. Prospects are very bright.

Fair week was a busy one for the retailers. The vast influx of visitors to the city meant a great many more mouths to feed, and it was the grocer, the baker and the butcher, who had to do it. The farmers who came in had plenty of money with them, and spent it freely—for farmers. Stores were kept open until late at night and the clerks were kept busy until closing time. Judging from appearances, hard times do not exist in the agricultural district surrounding London.

Ben. Sloan has disposed of his grocery business in West London in which is located the post office, to a party from the country.

Two grocery rigs came into collision in the street a couple of days ago and it is not a little singular that the owner

of one, Percy Brown, was formerly a clerk in the employ of the proprietor of the other, W. Richards. Neither driver was injured but the rigs were damaged.

KINGSTON.

Sept. 22.—R. J. Carson, wholesale grocer, may feel pretty proud of his eldest son, who has just completed a brilliant course at the military college, coming out first in nearly all the subjects.

George Gibson has bought out the stock of P. G. Wilmot, corner of Princess and King streets, and intends going into groceries, hay, feed, etc.

Hello! have you got any gem jars? No, where can I get em? Don't know, everybody sold out. Big demand ain't there? Guess it's the low price of tomatoes; 25 cents a bushel.

The big honey man on the island sold his output to a Toronto firm for a good price.

Bower Campbell, once owner of a flour mill here, is renewing acquaintances after an absence of five years. He saw the great possibilities of the flour industry in the far west and took Horace Greeley's advice. He is now part owner of one of Edmonton's largest mills.

Kingston has not had so many buildings in course of erection for many years. Looks as if times would be good this winter notwithstanding prophecies of the blue ruin society.

Fruit shipped by freight comes to Kingston in an awful shape, baskets broken and some nearly empty. Grapes sold as low as 15c. a basket last week. Every store had them piled up like cord wood.

Our city is overrun with peddlers, owing to the fact that 90 per cent. escape paying licence. Our officials are too philanthropic to look after them, but our merchants pay taxes for the privilege of selling in their stores. Stores make a city beautiful, what do peddlers do in that line?

GUELPH.

Sept. 22.—Many friends in the trade will regret to hear of the death of Thos. Hewer, who early in the year took over the grocery business on the corner of Dublin and Nottingham Sts. from his brother, James.

Does a clerk need holidays? Well, I know he does. Not so much as a rest but the change does him good. Take a day off and see how the other fellows do and you will not regret your time spent. Each clerk should at least have a week once a year just as well as the boss. Clerks or the majority of them don't. For one reason, they are afraid to ask. The boss will never mention it if the clerk doesn't. Get in touch with your boss, don't be afraid to ask for what you want and talk it over with him. Don't mind what other people say, but be with him and you will find you have a good boss.

C. T. Hicks and his driver, H. Sibley, deserve credit for carrying off the 2nd prize in the delivery rig class at the Guelph Central Exhibition. There were some good outfits and a lot of argument after, but the judge did not decide with the public. However, the

same rigs will come in competition at Fergus and then there will be doings.

The market on Saturday was not up to the usual standard so far as the produce offered was concerned, but the plentiful supply of buyers made it interesting for an hour or so. The scarcity of butter and eggs was quite noticeable, the prices of both going up a notch or so. Tomatoes were a good seller at from 10c to 15c a basket. The other varieties of fruit were quite in evidence but there was no change in prices.

The new mail boxes and also the paper boxes have been distributed throughout the city and are giving good satisfaction except in one very important particular and that is, the time the mail will be collected.

It is a good idea for any exhibition committee to offer a special prize for delivery rigs. Some rigs would never get a coat of paint nor some horses get properly cleaned as well as numerous other little attentions but for this special prize at show time.

Wm. Stevens has bought and taken possession of the store on the Brock Road formerly owned by A. Mathews. Mr. Stevens has had some experience at the grocery business and ought to do well.

BRANTFORD.

September 22.—The death occurred on Monday, Sept. 14, of John B. Harp, at the age of 61. The four sons, Fred C., George, Jasper and Arthur, are all prominently connected with the grocery business in this city.

Geo. S. Winter has returned from a two months' vacation at Bala, Muskoka.

Business has been brisk the past two weeks. The demand for fruit jars was exceptionally heavy, and stocks were very light, but the timely arrival of second shipments (badly broken) saved us from a jar famine. No doubt the large tomato crop was responsible for the increased demand. They were selling on Saturday three baskets for 25c. Butter 27c, eggs 25c dozen.

A new brick grocery is in course of erection at the corner of Terrace Hill and High Street.

Frank Lake who had an operation for appendicitis about three months ago, was able to resume work this week.

Fred McArthur charged with breaking into Geo. J. Harp's grocery, West Brantford, recently, was given the benefit of the doubt and allowed to go last week.

ST. THOMAS.

September 22.—Saturday's market was a large one and the fee collector succeeded in collecting about ten dollars on the east end or Norton market. Very little difficulty, except in one or two instances, was met with, this being the first Saturday under fee system. The grocers were conspicuous by their absence until after nine o'clock, as the new by-law enacts.

The continued dry weather has had its

effect on the crop of potatoes, and they sold readily at 25c per peek, and the supply was not equal to the demand. Tomatoes were quite plentiful and sold for 40c per bushel. Butter was also a scarce article and the drought has caused the make to fall off more than a third. Twenty-eight cents per pound was the ruling figure. Eggs were in light supply and 22c per dozen was the price readily paid.

About 500 baskets of peaches were expressed into the city on Saturday, and it is surprising the demand that continues for them. Eleven-quart baskets sold from 40c to 75c each.

The scarcity of fruit jars is being felt and most grocers are sold out of them. W. D. Boyce had a consignment, but most of them arrived smashed.

The grangers of Middlemarch held an indignation meeting as the result of the city's action in making the farmers attending the market pay market fees, and threaten to attack the legality of the by-law. A committee was appointed to report at next meeting to confer with some merchant as to taking their produce on commission.

Fergy Ferguson's store, on Wilson Avenue, has been sold, and he has not yet secured another building in which to place his stock. It is reported Mr. Vansyckle, the butcher, moves in shortly. Mr. Ferguson has the sympathy of his brother grocers in his trouble.

One or two grocers have been cutting the price of sugar lately, but the good business sense of the majority, and the experience in the past of the folly of such work, has prevented them from taking any notice of it and they are not following suit so far and it is to be hoped the offenders will shortly see the error of their ways.

J. Smale, grocer, Yarmouth Heights, has sold his store and stock to Joseph Hatch, dairyman. Mr. Hatch takes possession on Sept. 28. Mr. Smale did a good business and had to sell owing to ill health in the family.

Jas. Tremblay, owing to his increasing business, has had to put on another delivery wagon.

OTTAWA.

September 22.—The Central Canada Exhibition opened on Friday, the 18th inst., together with the Pure Food Show, but they only got down to real business on Monday the 21st., which was children's day. The show is now in full swing, and promises to be a huge success. The show looks very pretty at night when all the lights are on, making it as clear as day, as it is to be remembered there are six hundred lights in the building, put in especially for the show. Any amount of space is in evidence, so that there are no chances of congestion of traffic.

R. J. MacDonald, of the Quaker Oats Company, is in town looking after their exhibit, and calling on the trade.

The Canadian Shredded Wheat Company, are giving a complimentary banquet in St. John's Hall, on Thursday night, and have requested the Ottawa Retail Grocers' Association to send invitations to their members and friends.

Because the Ontario bees have not maintained their proverbial reputation for business, some of the fruit crops will suffer. One is apt to forget sometimes how much in agriculture depends upon such a simple thing as fertilization.

GALT.

September 22.—The grocery business in Galt has brightened up considerably during the past two weeks. Not that it has been at all depressed, but the arrival of the preserving season with the consequent large demand for sugar, vinegar, spices and such like has added a bustle and confusion to the everyday business.

A merchant, in discussing trade affairs with your correspondent the other day, made the statement that it has been more than three years since a grocery firm in Galt has become insolvent. This is a remarkable showing when it is considered that fully a dozen new groceries have been started in that time.

The peach season is at its height in Galt and prices range from 60 to 90 cents per basket. The merchants are not at all pleased with the results of the fruit trade this season, stating that with the low prices and great risk owing to fruit spoiling, the profits will be exceptionally small.

Tomatoes have been the banner crop this year in Western Ontario, and incidentally they have been gladly received by the grocers. Allan Deans, of the Red Front, stated to your correspondent that never before had the crop of tomatoes been so large or the quality so high. "Every basket of tomatoes we received was perfect. The crop was so large that many growers have found it cheaper not to pick the tomatoes. I know of one man who turned under more than five hundred baskets rather than pick them. The price has been as low as ten cents per basket."

This season's demand for preserving jars has been the largest in the history of Galt grocers. The cheap price of fruits of all varieties, particularly tomatoes, is responsible for the increased demand. The housewives find that it is cheaper to can tomatoes than to buy them during the winter.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

W. B. Stringer, Toronto, is giving his attention to filling orders from retail grocers and fruit dealers who look to Toronto for their supplies.

Chr. Bjelland & Co., packers of King Oscar brand sardines, have erected a new factory for the exclusive packing of sardines at Skaanedick, near Stavanger, Norway. Of late years the fishing has moved farther north, and the fact that the new factory is in the centre of the new fishing grounds will facilitate the immediate packing of the sardines, a most important feature. The same firm has been successful in procuring an olive oil of exceptional quality, all of which goes to keep up the excellence of the brand. John W. Bickle & Greening, of Hamilton, Canadian agents, advise that delivery from the new pack are arriving and are obtainable from all wholesale grocers.

THE JOBBER AND THE RETAILER

Relations of the Two Classes Discussed From Several Standpoints by United States Journals—A Question of Interest in Canada.

The following article from a recent issue of the New York Journal of Commerce, dealing with relations between the jobber and the retailer, will be of general interest to the trade in Canada. The question is one that is receiving a great deal of discussion across the border, and while so much attention has not as yet been paid to it in Canada, this will come in a short time.

"Ain't It Awful, Mabel?"

"Retailers are you to be used like cattle and forced to take what you can get and not murmur? There are about 350,000 of you engaged as retail distributors of food, of which the bulk are in the cities. You are a disorganized mass and therefore your power of resistance is slight, and such as you have centres in the comparatively few existing retail grocers' organizations. Just now there is a combined onslaught on the rights of the retailers which seeks to 'treat every retailer exactly alike,' as if they were so many bits of metal, cut from one die. Brains, experience, capital, capacity for work, and all other qualifications are no longer to have sway. 'The race is not to be to the swift, nor the battle to the strong.' Individuality, as well as the measure of integrity and morality, are to be placed on a dead level and the hard-working, intelligent grocers of the United States treated exactly as the ignorant, inexperienced, slovenly, incompetent retailers of food products.

The above strange mixture of lachrymose wail and heroic clarion blast is from a recent issue of the "American Grocer," and represents that paper's view of the recent tendency of large national manufacturers to conduct their business on strictly consistent and logical lines—lines that treat everyone alike and eliminate preferred classes and favored buyers. In a diatribe that teems with most glaring inconsistencies the esteemed weekly chooses to characterize it as the creation of an iniquitous "dead level line."

The one great fundamental need of the grocery, as well as every other trade, is "a fair field and an open market." They can never be attained so long as there are preferred customers and unequal prices—when this merchant can buy at one price and the next at a better price, just because he happens to be able to sell a little more in a given time than his neighbor. Followed to its sequence and ultimate end, it would mean nothing short of allowing the great to become greater and pushing the small dealer to the wall and out of the pert-hole of oblivion. And because the manufacturer has recognized that very fact he is fast changing his policy to that of consistency and the "dead level line." The "American Grocer" raises his voice in lamentation, a pitiful tale, when it says:

Some More Selections.

"The representative retailers of this country, the great traders who have built up huge distributing plants, doing a trade into the millions, are to be

"treated exactly" the same as those foreigners, inexperienced in American life, unable to speak English, with little knowledge of weights and measures. The unthrifty mass are to be placed on a level with the men who have lifted the modern grocery store to the front rank, the peer of the dry goods or jewelry shop.

"You are to be denied your rights as buyers, so that the retailer that sells five, ten or twenty cases of a protected article in a year is to have every advantage of the purchaser who buys in carload lots, and whose channels of distribution are multitudinous and widespread.

"Such firms as Park & Tilford, Acker, Merrill & Condit, S. S. Pierce Company, and all other firms, greater buyers than seven-eighths of the jobbers, but sellers at retail, have been denied the right to buy certain proprietary articles on the most favorable terms, no matter how great the quantity taken."

Now if the "American Grocer" held a retainer as the faithful defender of the 350,000 retail grocers in this country, to whom its tearful plea is addressed, it would really talk very differently. Its logic rather suggests that it is really the special pleader for those others whom it mentions, "who have built up huge distributing plants"—the "Park & Tilford, Acker, Merrill & Condit and S. S. Pierce Co." type. If this be true, why not frankly say so and not beat out their weapon on the anvil of the rest of the retail multitude? As a matter of fact, it is just such big factors and their claims for preferred treatment that jeopardizes the general retail trade. Instead of antagonizing the "dead level" policy, the great mass of grocers will applaud it as the hope of their salvation.

Ethics or Economics.

But there is altogether too much of a tendency in certain circles to regard the evolution of the grocery trade, now in progress as an ethical rather than a commercial question—to forget that the manufacturer is shaping his policies not from academic theories but in a way to conserve his own business prosperity right. It is a happy reflection of his righteousness, however, that he also discerns that that end is best attained by the preservation of "a fair field and an open market." No manufacturer would undertake to market his wares directly through 350,000 retail channels—each with its uncertainties and expense—if he could accomplish the same end through 3,000 jobbers. It is the acceptance of this fact that has brought about the fact that 85 to 90 per cent. of the grocer's manufactured wares are today distributed through jobbers, and only 10 to 15 per cent. through direct buyers. The chain and department stores—and it is they who are now wailing most loudly—buy not 1 per cent. of the whole. In other words, 35,000 retailers sell—on the basis of the latest

official estimates of the grocery trade traffic of the country at three billion dollars—300 million dollars worth, while the other \$2,700,000,000 worth is sold by 315,000 retailers. In looking after his own best welfare, in reaching every corner of the country, which side of this problem appeals most sensibly to the sane manufacturer—as a pure question of economics? Or, as an ethical question, if you choose, which is fairer in a mercantile sense, to use ten customers and agents all alike and on a fair basis of a living chance to make a living profit, or to select one for special benefits and special profits at the cost of the other nine, particularly when that one may use his very advantage as a weapon to eliminate the other nine and "hog" the whole trade for himself? This is the viewpoint from which the manufacturer has discerned which is his best and most equitable course. It is also the viewpoint of nine-tenths of the 350,000 retailers. Wherefore the occasion for shedding crocodile tears?

Again, take the view of the consumer. It is for his welfare that the 315,000 retailers flourish and thrive rather than that 35,000 may swallow them up. The man next to the housekeeper is the retailer, and the nearer he comes to the housekeeper the better everyone is pleased. The civic welfare is promoted by the thrift of the small dealer and retarded by the growth of monopoly. Popular prosperity expands from the leaven of the corner grocer, and it is manifest that if the 10 per cent. displaced the 90 per cent. the corner grocer would be eliminated—with reasonable reductions, of course, for the inevitable drift toward centralization which cannot be entirely stayed.

Developing "Big Fellows."

There is something else in this growth of "the big fellow" that is a growing menace to the manufacturer. Experience shows conclusively that when a retailer—or a jobber, for that matter—gets big enough to swing the proposition, he invariably seeks to further eliminate everything in sight by eliminating the manufacturer. First come the big contracts under "buyer's label," followed by the retailer's own packing from bulk, and, eventually, by "our own manufacture." With this staring him in the face, what incentive is there for a manufacturer to "help make a rope with which to hang himself?"

It is not to be said that the retailer who seeks to grow into a "Park & Tilford," etc., is doing other than perfectly right. Nor is he wrong in trying to buy direct or in becoming his own manufacturer. It is entirely legitimate from his standpoint. But the mind which can reach that conclusion ought, in common fairness, to admit that the manufacturer has an equal right to look out for himself and his welfare, present and future. The whole trouble to-day is—and it always has been in the process of evolution—that two conflicting rights have met in the narrow path of expedi-

ency. Because one has been pushed aside in the interests of several others—manufacturer, jobber, the majority of the retailers and the most of the consumers—is no occasion for the onlooker to put on sackcloth and ashes and weep great salty tears. The majority are disposed to smile at the adjustment of one more knotty complication.

THE GREEK CURRANT CROP.

Output Restricted Owing to Prolonged Drought.

Vice-Consul Haworth J. Woodley, of Patras, has prepared the following forecast of the currant crop in Greece for this season:

The weather conditions which prevailed during the spring and early summer of 1908 have been generally favorable for the regular development of the season's crop. Provided that the weather continues fine for another three weeks until the currants have been sun-dried and stored, the fruit will be of excellent quality, but probably slightly smaller in size, owing to the prolonged drought that has prevailed. Although no accurate estimate can be made until the currants have been gathered from the drying floors, the new crop is generally estimated at between 165,000 and 170,000 tons. From this quantity the retention or export duty of 35 per cent. in kind on the total shipments must be deducted in order to arrive at the quantity actually available for export. The total shipments during the past season of 1907-8 in round figures amounted to about 125,000 tons, which, plus the 44,000 tons retained as 35 per cent. retention duty, made a total covering actual requirements of 169,000 tons. Owing to the comparatively small stocks in foreign markets there appears good reason to anticipate that shipments will exceed those of the past season, while the present statistical position shows that given normal requirements, there will be just about sufficient currants available for export to supply the average world demand.

In marked contrast to the heavy forward buying of last year it is noteworthy that this season only a very limited quantity of fruit has been sold for future delivery, and it is therefore not improbable that when all consuming markets simultaneously commence covering their requirements spot market prices will advance in response to the universal demand.

WANT NEW FRUIT MARKET.

Toronto Wholesale Dealers Discussing Several Propositions for Improving Conditions.

Again there is talk among Toronto wholesale fruit men, regarding a new central fruit market. Ever since the days when the dealers began selling Niagara fruit on the Yonge street dock as it was taken off the boats, this has

been a live question. The first wholesale market was the old warehouse on the dock, but some time ago that building became too small. The boats, too, soon were unable to handle all the fruit-carrying business and the railways took a hand in the game. After some agitation, the Grand Trunk Railway set apart half of the old Great Western depot, which had degenerated to the uses of a freight shed, as a better location for the market, and it was certainly a lift.

Last winter and during the early spring months, a number of fruit dealers pressed the matter on the city council to take some action in regard to securing a new central site and erecting a suitable building. After some discussion between the council, a committee representing the fruitmen, and the railway authorities, an agreement was come to by which the G.T.R. promised to devote the whole railway building at the foot of Yonge street to the purposes of a wholesale fruit market during the summer months. They have done so, and on the whole, have brightened up the building and given a good train service as well. There still remains a part of the market unoccupied, and from present indications the structure would be suitable for several years to come—that is providing all necessary repairs are made. But the dealers are not all satisfied.

Last week a proposition was made to the city council suggesting that eight or ten fruit dealers were willing to pay \$10 or \$50 a month rent for the use of a part of the north section of St. Lawrence Market, and a sub-committee was appointed to look into the matter. Some of the fruit men wish to go to St. Lawrence Market during the winter months; others say that the lower floor of the south section would be preferable, as the railway would pass right by the door. It might in time, too, become a permanent wholesale fruit market.

The most ambitious project launched is that the city erect a new building on what is known as Bayside Park, on the harbor front, between Bay and Yonge streets, the building to contain a cold storage plant for summer use and a steam-heating plant for winter, the market to be used all the year round. The city could have the control of the tracks entering the building, and wharfage accommodation for boats could be made on the south side. Fruit dealers aver that they would be willing to recoup the city in rental for any outlay, and that in time it would be a paying proposition.

Some of the larger dealers say this proposition comes from men who have no regular warehouse accommodation, and that they are content with things as they are, as endless confusion would result and men who had invested their all in the business would stand to lose by any sudden radical change. The discussion may help in the long run by improving conditions at the present market, and, at any rate, healthy discussion can do no harm.

Grocery travelers doing Galt report that business all along the line shows a decided improvement, and that once more the populace is forsaking the meagre fare for the more expensive articles, a sure sign that public confidence in the future is being restored.

SCHEMES FOR BOOMING BUSINESS

Plans Other Merchants Have Adopted for Keeping Things Moving.

A Michigan merchant sent out a thousand self-addressed return post cards with a list of the principal goods he handled and suggested that the farmer mark any article that he wanted to buy during the season. It was explained that the checking in no way obligated the farmer to purchase. Replies were satisfactory and a great number of sales were closed.

"29c each for first 20, thereafter 50c." is an example of the general marking of cards for an introductory sale of a California merchant. This idea, carried out in pricing all his offerings, made the morning of his introduction sale busier than the afternoon. Such a plan is a fair one to use on the arrival of new goods and for the introduction of new departments.

On the back of his show window in a general store an Iowa merchant has a large sign reading "Just In." His display of fresh seasonable goods is completely changed each week. This man also believes in plenty of plain price marks and generally has an attractive display of 5 and 10-cent leaders in his window. He finds that the biggest-looking values can be offered at these prices.

An ingenious Arizona merchant who had just enlarged his store left one show window unfinished and stated on a card in the window that as soon as trade let up a little bit he would get a chance to complete his window.

If all your wall space is already in use, how about conspicuous signs for the ceiling? Also hangers extending from pillars, fixtures, etc., marking locations as well as specials—such signs as may be read both coming and going. Supply the churches of your town with strong Japanese fans bearing your advertisement.

Keep your store front as clean and cool as possible. If your store fronts south, east or west an awning is well nigh indispensable. One merchant made a hit with his town's people by supplying a big sprinkling cart bearing his advertisement. He employed a man all Summer to keep the more important residence streets of his town well sprinkled. At least, be sure to keep the dust laid in front of your store.

Plan a gigantic 9c sale. Price everything in your store at a multiple of 9. Sell a few leader 15c goods at 9 cents; some 25c goods at 18c, others will go at 27c; dollar goods in general should sell at 84c or 80c, etc. Open and close your store at 9 o'clock. To the purchasers of each ninth sale give one chance in a good guessing contest with each 9c of any purchase. Or, refund each ninth purchase, not exceeding a certain sum. One merchant displayed a mammoth 9 as a background to his attractive 9c window. A lot of small squares were ruled on this figure and a good prize was given to the one guessing nearest to the number of squares. The best 10c values in his store were hung up in and around this figure.

To keep trade at home, place a large, handsome card in a prominent place reading, "if we haven't got it, we'll get it."

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OUR CHICAGO MANAGER.

J. P. Sharpe has been appointed manager of the Chicago branch of the MacLean Publishing Co., with offices at 933 to 935 Monadnock Block. He will have charge of all the company's business in that city and surrounding territory, and will give it his undivided attention.

The MacLean Company's complete list of papers are: Canadian Grocer, Hardware and Metal, The Dry Goods Review, Canadian Machinery, The Power House, Plumber and Steamfitter, Bookseller and Stationer, Printer and Publisher, The Financial Post, Busy Man's Magazine.

Mr. Sharpe knows Canada thoroughly, having traveled in every part of the Dominion. For some years he has been a resident of Winnipeg, and has covered the West from Port Arthur to Victoria in the interests of the MacLean Publications. This, with his previous business experience in Chicago, fits him to look after the interests of this company in the Western States.

This makes our second branch office in the United States, the other being in New York, at 544 West 145th Street, with R. B. Huestis as manager.

FREIGHT CARRYING BY STREET RAILWAY.

Again the Montreal City Council has been memorialized by the business men of the city, regarding the movement of freight by the Street Car Company. This question has been on the tapis for thirteen months, and the promoters are becoming impatient as may be gathered by the text of the petition. This petition savours somewhat of a demand, and certainly does not possess the usual hat-in-hand commonplaces of such documents. It is from business men who obviously mean business and the fact is patent that they are tired of the dilatory manner which the council has displayed toward them and their prayer. All this is significant, as the petition contains the names of some of the most powerful business men in the city. Ald. Sadler in commenting upon the petition said, that there was no objection to the Street Railway carrying freight, but that the city's interests must be protected. He also stated that several meetings had taken place between the city authorities and the Street Railway Company, but as yet no definite arrangement had been arrived at. The franchise to be given was a valuable one and the city must get proper compensation for it. The following is the text of the petition:

"To the Mayor and Aldermen:

"Gentlemen:—On July 3, 1907, a largely signed petition was sent by the undersigned and many others of the large and important business houses, asking that arrangements be made at once with the Montreal Street Railway Company to carry freight in the city. Apparently nothing has been done, although some thirteen months have elapsed. In view of the fact that this question is of paramount importance, directly to the business interests of the city, and indirectly to the public generally, we cannot understand why an arrangement has not been arrived at long ago. The undersigned would strongly urge upon your Council that the matter be dealt with without further delay; and while not desiring to take any active steps in the matter, must inform you that unless something is done shortly, they do not intend to let the matter rest."

TOURIST-TRAVEL IN MARITIME PROVINCES.

At the annual meeting of the Maritime Board of Trade in Halifax the other day, a good deal of attention was given to the attractiveness of the Maritime Provinces as a Summer resort.

President Bell, in his address, declared that "one important asset of these Maritime Provinces is the cool and invigorating climate in the Summer

time." A resolution subsequently carried by the convention recommended a scheme of advertising, and urged subordinate boards of trade to furnish information regarding the peculiar advantages offered tourists by their respective localities.

Resolutions alone will not bring tourists. There must be an active and continuous campaign. And to ensure active and continuous campaigns there must be organization among the business men in the respective localities. The possibilities make the venture well worth while.

Tourist travel is estimated to be worth \$15,000,000 to \$20,000,000 a year to Maine. It should be made worth a great deal more to the Maritime Provinces. Their scenic and climatic conditions are certainly as attractive to Summer tourists, while in historic interest they transcend anything that the neighboring States of the American Union can produce.

Now is the time to make preparations for next year's campaign. Possibly the Provincial Governments might be induced to financially aid the enterprise. But the success of the movement will depend more upon the organized effort of the business men than any other factor.

THE EGG SITUATION.

The egg situation is at last developing a little interest. With the cooler weather eggs of better quality are arriving on the markets, and the shrinkage is not at all so great as during July and August. This has caused an upward tendency in price. In fact, this past week the quotations have advanced one cent, and from present indications the price may go higher.

There is not now the export business in eggs there was some years ago, local demand having increased very rapidly. There are, however, sections of the country where supplies are freer than in others. Take around Toronto, for instance. During the spring months there are not sufficient eggs to fully meet all demands. Then when September comes round, other parts of the country feel the pinch, while Toronto has a few eggs to spare. Buyers at distant points, say west of the Great Lakes, must, however, pay more than local consumers, because the price of the case is added. This will run up to almost a half cent a dozen more than the local quotations given. Local buyers are not charged for the cases because they are returned; but buyers in distant places must pay for cases because they are not returned.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, September 23.—After a whole month of the most gloriously fine weather, many of the days running 90 in the shade, the West is having a little rain and the hearts of all the railway men are rejoicing, for the question of car shortage has already become acute in many districts, particularly in the South and West, where the harvest was early and there has been nothing to delay threshing. Anything that will delay the separators for a few weeks would be acceptable to the C.P.R. There passed inspection at Winnipeg between Sunday morning, 13th, and Saturday night, 19th, 3,898 cars, or 4,170,800 bushels of wheat. Oddly enough, the first new wheat noted in the inspection of 1907 was posted on the 20th September, so that the contrast between last year and this is very striking. Up to the last few days the grade has been holding up well and things generally were so favorable that there was a tendency to place the grade of the whole crop and the average of yield on the best then being received, but Thursday, Friday and Saturday the proportion of No. 3 Northern began to increase and dealers and farmers were alike reminded that though the ideal weather of the past four weeks had done much to bring the harvest off without bleaching or damage of that kind, it could do nothing to fill the wheat frozen to a greater or less extent while it was yet green, and there were many thousands of acres that were more or less touched. The wise farmers, who are in a position to hold their wheat, are doing so, but apparently the bulk are obliged to sell, judging from the rush that is coming forward. Prices have held remarkably firm in the face of receipts, most unusually firm on an incoming crop, and indicate the world's need of wheat. Indeed, there is every indication that they will continue good throughout the year. There has seldom been a year when the world had so thoroughly cleaned up an old wheat crop before it got a chance at the new, and though the crops of the present year are good the world's wheat crop as a whole is not a bumper one. The crop of the United States is estimated at 627,000,000, with an exportable surplus of 128,000,000. This is 7,000,000 less than in 1907, and 108,000,000 less than in 1906. Canada's exportable surplus out of a crop of 102,000,000 will be from 80,000,000 to 85,000,000. Russia's exportable surplus may be 88,000,000, but it is doubtful. The total exportable surplus of exporting countries is estimated at 561,000,000, and in this is included the possible surpluses of Argentina and Australia, where the crops are yet to be made

The world's requirements are placed at 484,000,000, so that the amount of wheat in sight above requirements is only 77,000,000 bushels, a very narrow margin indeed. These figures all point to good markets and good prices, though there is no suggestion of world shortage and phenomenal prices.

In Winnipeg it is claimed that not since 1896 has there been so good a demand for cash wheat at this season of the year. Representatives of American houses have been big buyers all week, running about half a million a day of cash and future delivery, and it is rumored that some at least of this wheat is to be accumulated by Armour as a hedge against his shortages in American wheat. This wheat is mainly going out through Buffalo, though there is some trade all the time through Montreal for export, and eastern millers are endeavoring to get their share. There is difficulty in getting cars forward after inspection at Winnipeg, owing, it is claimed, to shortage of motive power, due to the strike. On Saturday there were 50 trains of wheat, averaging 50 cars each, on sidings waiting to be moved to Port William. This condition of things is leading to the paying of high premiums for individual cars that are past Winnipeg, in order to fill boats that are chartered and waiting for cargo. Considering that a strike is in progress the C.P.R. have done wonders, but it is not possible to replace the number of men who went out and maintain the standard of efficiency of motive power at a time when there are such heavy demands upon it.

The Railway Commission has been sitting all week in Winnipeg, and one of the matters that has come before them was the old one of the commodity rates to the Kootenay, in which connection the Winnipeg merchants did not get their request. Judge Maybee declaring that the commission would have to take the matter up again with the Vancouver people before they could reverse the decision previously made in favor of that city.

Cattle trade is active, but it, too, is beginning to feel the shortage of cars. The shortage in this connection is actually cars and not motive power, and the railway claims that it is due to the large number of cattle cars which were detained west of the burned bridges and which had to make the trip to Montreal and return after the bridges were repaired, making a delay of over a week.

Although 60 per cent. of the export stuff was out a week ago, the other 40 per cent. will take some hauling, and cattle men are anxious to get them for

ward while the present fine weather continues.—H.

A NEW BANANA.

A new variety of banana is being offered on the Toronto market. It is called "Suriname," and comes from South America. The United Fruit Co. invested \$1,000,000 in plantations in Dutch Guiana, and the "Suriname" is the product of these plantations. The banana itself is a cross between a Jamaica and a Port Limon, and has qualities possessed by both. The fruit is large and clean and the bunches are of good size and attractive looking.

SHABBY BUSINESS LITERATURE.

When you send out literature to your customers, or probable customers, see that it is not shabby.

Literature that is shabby, like a man in rags, does not create a good impression, and the office of business literature whether in the form of an ordinary letter or advertising matter, is to create a good impression.

CHEAP FRUIT AND CANNED GOODS

The question as to what effect the enormous sales of fruit of all kinds this season will have on the canned goods business during the winter and spring is an interesting one just now. Reports from all over the country indicate that more fruit and vegetables are being canned at home this year than ever before. This is borne out, too, by the enormous business which is being done in fruit jars, the demand for these being almost unprecedented during the past week or so.

A good deal of this undoubtedly is due to the plentiful supply of tomatoes. Tomatoes at 10c and 15c a basket offers a big inducement to the housewife and thousands of quarts of these goods are being put up at home, which will take the place of canned goods formerly purchased from the grocers. The same thing is evident, though to a lesser extent with several lines of fruit.

The matter is one that may be reasonably expected to have some effect on the price of canned goods before next season. The pack of the same lines put away by the housewives is at least comparatively large and when the home product is used in preference to the factory goods there seems certain to be some results felt somewhere.

ONTARIO SUGAR CASE ENLARGED.

The application for the appointment of a receiver for the Ontario Sugar Co., of Berlin, which came before Justice Falconbridge on Saturday was not granted, the case being enlarged indefinitely. It was felt that the company could be carried on satisfactorily under new management, and the fact that the factory has resumed operations this week seems to be an evidence that the matter will be settled satisfactorily outside the courts.

A HOUSECLEANING WINDOW

Timely Suggestion for Grocer's Display—Further Hints for Effective Window-Dressing.

September—house-cleaning time—the season when the housewives are in search for dirt removers, and the time when a window full of suggestions would bring in considerable extra business. With this in view the window display shown in the accompanying engraving, the idea for which appeared originally in the *Grocery World*, should be of considerable help.

This window does not need much explanation, unless it be the background. The brooms are fastened to a half-circle, made of boards, by either nailing or tying with twine or wire. To do this bore two holes in the board of a trifle less than the width of the broom handle apart, then put your wire or twine through the holes, around the broom and tie in back.

Between the broom handles on the board are scrub brushes and around the edges are clothes pins. A clothes line is run from broom to broom, on which are clothes pins. The sign, "Enemies of Dirt," is on cardboard and tacked outside of the brooms.

The soaps, soap powders, ammonia, blue, etc., are arranged irregularly. Do not overcrowd this section of the window.

AN ARGUMENT HELPS.

The problem of making displays a drawing card is one which all tradesmen are trying to solve. Weekly visits to the trade are always productive of new ideas and as no two men think precisely alike the result is a large variety of opinions which invariably produce new points. Questioning a grocer about the value of his window displays he stated that they were comparatively valueless unless they carried with them some convincing argument or information regarding the stock displayed. By this he meant to convey that while a solely artistic window might attract attention by the character of its make-up, but this did not accomplish so much as a more simply-arranged window with nicely printed cards setting forth the salient features of the product.

Take, for instance, coffee. This one product may be arranged in various shapes on the floor of the window as the brands will afford variety, or glass jars may be employed. In any case simplicity should be aimed at so as to avoid confusion. Now, a fine placard telling something about coffee and last of all, but most important, a good recipe for making coffee. It is a fact that not one woman in a hundred can make good coffee and the most of them know it and when they see this tip the chances are they will buy and commence to experiment. If successful they will think perhaps it may be due to your good coffee as well as the recipe and

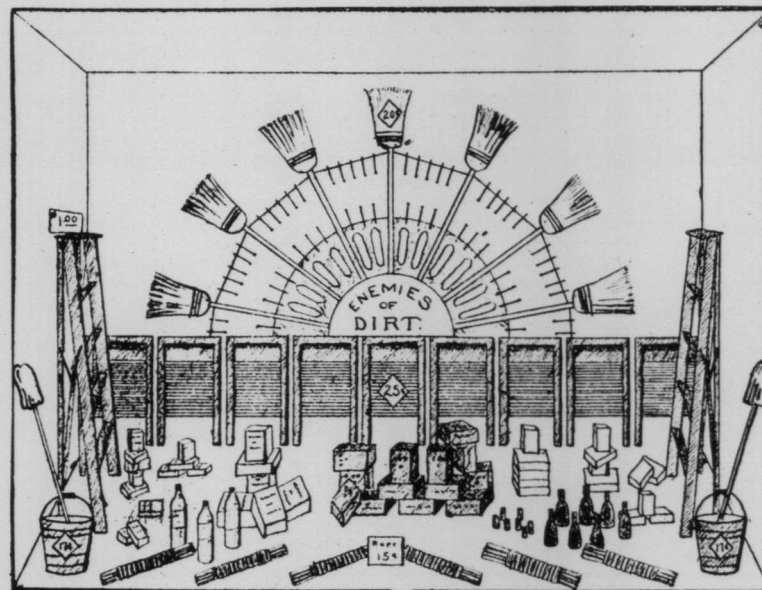
consequently they are predisposed in your favor. This idea of giving recipes opens up a new field which this grocer has been using to good advantage. He believes if a woman gets poor results due to herself, she is prone to blame the grocer and not herself, therefore, he tries to direct his customers as much as possible.

BRIEF HINTS FOR THE WINDOW.

Don't let your window display be confined to the holiday trade. Keep at it every day in the year.

Don't forget that the best printers' ink for the retail grocers, is the show window.

A well displayed window gives the best returns of any kind of advertising and at a nominal cost.



SUGGESTION FOR A GROCER'S WINDOW IN HOUSECLEANING SEASON.

It is not always the elaborately dressed window that brings the most results. It is the window that "tells the story" of what you have to sell, that brings returns every day in the year.

Give the grocer clerk a chance to show his skill in dressing the show window. There are many clerks who would be glad to have the opportunity. Many of the grocers' windows (and they are among the finest) in the city are the handiwork of the clerk.

Don't display goods you cannot duplicate from your stock. It hurts your trade when your customers learn that only samples are shown.

CONDITIONS IN JAPAN TEA TRADE

W. H. Halford, of S. T. Nishimura & Co., Montreal, called at The Grocer office last week. Mr. Halford is making a call upon the trade in Canadian and U. S. cities in interests of the Japan Central Tea Trading Association. Interviewed on the question of condition of the Japan tea trade, Mr. Halford stated that although the first and second crops this year had fallen short, business this year, taken all through, was very satisfactory and orders were complete and to the satisfaction of merchants. The somewhat higher price prevailing on Japans had, in a measure, permitted Ceylon greens to be imported, but it was very evident that users of Japan were supporting their favorite tea. The conditions, taken generally, were most satisfactory and he looks for stronger support in the future.

SAVING ON ICE.

Any device which will save money for a business man is always welcome, and sometimes in the most remote corners such things are found. The matter of ice, comes to quite a considerable figure every year, and if no ice was required,

this would be a saving, to say nothing of the trouble of keeping the refrigerators full. A grocer near Montreal has hit upon a plan which is proving an admirable one. He has a small elevator shaft in the rear of the store, and in this a small car into which he places his butter and various other things, which he wishes to preserve. By moving a lever, this car can be sent down five feet below the cellar floor into the cool ground. The temperature of the ground remains the same winter and summer at this depth. The best way to operate the car is with a lever acting upon two wheels, around which is wound the rope that operates the car; an arrangement can be made by any ordinary mechanic. It will be observed that it is necessary for the drum to wind up sufficient rope by moving the lever a quarter turn.

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Markets and Market Notes

QUEBEC MARKETS

Montreal, Sept. 24, 1908.

POINTERS—

- Fish—Declined.
- Sugar—Steady.
- Butter—Advanced.
- Vegetables—Advanced.
- Spices—Steady.

The week has been a fairly good one among the trade and collections have been reported as showing an improvement. Butter and cheese have been hard hit by the continued dry weather in the country, which is burning the feed in the pastures. Spices and sugar have been under a steady demand. This is the result of the pickling and preserving season now being in full swing. Teas have been somewhat quiet, whilst coffee has preserved the even course which has characterized this market for a long time. New crop dried fruits are beginning to make their appearance on the market, and from now out new arrivals may be expected almost daily for some considerable length of time. Reports arriving from the east, nearly all state good quality in the crops. Evaporated apples are practically a thing of the past and no interest will be taken in this market until the new stock puts in its appearance. Syrups and molasses are in good demand. Maple products are slow, comparatively no interest being taken in this line. New beans are being quoted by dealers and this is looked upon by buyers as a welcome release from the thralldom of Hindoos and Austrians. Eggs are coming in in good quantity and are improving in quality. The honey market is very active and supplies are large in quantity, consequently there is a large volume of business passing. Vegetables are a little stiffer this week, whilst fruits in some lines are cheaper. Fish has weakened slightly this week. Other lines remain the same.

SUGAR—The past week has been an active one in the sugar market. The unseasonable dullness which the market experienced for some time is now being more than made up for. Ships now in port are unloading foreign sugar and it is stated that importations will be heavy this fall. Prices unchanged.

Granulated, bbls	4 70
" " bbls	4 83
" " bags	4 65
Paris lump, boxes, 100 lbs	5 70
" " " 50 lbs	5 60
" " " 25 lbs	5 80
Extra ground, bbls	5 05
" " " 50-lb. boxes	5 21
" " " 25-lb. boxes	5 45
Powdered, bbls	4 85
" " " 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 30
No. 1 " bbls	4 31
No. 1 " bags	4 25

SYRUPS AND MOLASSES — There has been a good demand for molasses during the week for grocers requirements but the buying has been for immediate

wants. Stocks are pretty low and this fact has kept the market firm. No large sales have been reported. Syrups are in fair demand also, and prices have not altered since last reported.

Barbadoes, in puncheons	0 37	0 39
" " in barrels	0 39	0 41
" " in half-barrels	0 40	0 42
" " fancy	0 34	
" " extra fancy	0 38	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" " 1-bbls	0 03	
" " 2-bbls	0 03	
" " 3-lb pails	1 75	
" " 25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" 5-lb. " 1 doz. "	2 75	
" 10-lb. " 1 doz. "	2 65	
" 20-lb. " 1 doz. "	3 60	

MAPLE PRODUCTS—Trade in this line is very quiet. Nothing new to report and prices are unchanged.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb. tin	0 60	0 65

TEA—Locally the Japan market is somewhat quiet this week, only changing hands for smaller quantities for immediate requirements. The home market is reported unchanged and firm. Reports from the primary markets state an improvement in the quality of Assam-grown teas and Darjeelings. This condition exists in other high grade teas. Imports of Indians up to the present are not appreciably heavier than they were a year ago, but cabled shipments from Calcutta to London to the end of August are three and a half million pounds more than in 1907; whether the total may be disarranged later on or not by optional bills of lading, is not yet known. There is no improvement in the quality of teas arriving from Cachet, Sylhet and Dooars, but Assams and Darjeelings have been specially good. The Assams are considerably better than last year's, and whilst they may hardly be said to be up to the 1905 crop, they are on the whole very satisfactory at present. As to prices there has been a fall of about 3/4d per pound on the lowest grades of Cachet and Dooars teas up to the end of August owing to their generally poor quality in cup, and because buyers deem it unlikely that there will be any immediate shortage in supply, and have therefore no inducement to add stock. But on the other hand, the keenness of the competition for good to finest teas shows that buyers were very short of them, and were anxious to secure working stocks, lest in a month or two following the precedent of previous seasons, the supply should again become indifferent in quality. Advices from Calcutta also state that the overturn as far as they have been able to ascertain in the producing districts, was about on a par with last year. They also report a hardening tendency in the values of better liquoring teas and this rather supports the views of the London market in regard to buying finest sorts freely now.

In Ceylons the quality has been steadily improving for some time, and given buyers increased confidence, as the improvement has extended to almost all growths of low country tea, as well as to the hill-grown sorts. Prices of low grades, however, have fallen about 1/2d per pound on the month, but they are still 1/2d above the average price of similar tea for the same month in the last four years. The grades above common are all dearer than they were a month ago, and the fine to finest sorts in consequence of the improved quality are bringing much better prices, so that notwithstanding the decline in common tea, the average for the month for all kinds sold on garden account is 1-5d higher than in July, consequently whilst the relief to the trade in a lower quotation, for common tea is much appreciated, it is at the same time satisfactory to note that the return to the produce on the whole is better.

Chinas are somewhat dull, having suffered in sympathy with lower quotations ruling for Indians and Ceylons.

Choicest	0 38	0 45
Choice	0 33	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 28
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 21
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 13	0 16
" " " pea leaf	0 19	0 27
" " " pinhead	0 30	0 45

COFFEE—A good steady trade is being done in coffees, with a little preference in the direction of some of the higher grades. All dealers report a steady growth in this business. Reports from the primary markets say that the visible supply on June 30, 1908, was 14,000,000 bags. Total visible supply on June 30, 1908, and estimated production for the year ending June 30, 1908, and estimated production for the year ending June 30, 1909, 29,197,000 bags, less the consumption for the fiscal year 1909—17,197,000 bags—which leaves the visible supply at the close of 1909, 12,000,000 bags.

Jamaica	0 16	0 20
Java	0 20	0 25
Mocha	0 18	0 28
Ro. No. 7	0 09	0 11
Santos	0 18	0 18
Macao	0 15	0 20
Roasted and ground 30 per cent. additional		

DRIED FRUITS—The first steamer with dates left Bussorah on Tuesday and arrived at Muscat to-day (Friday) where she will complete loading with Fards, and from thence she will sail direct to New York, where she is due the latter part of October. Consignments for Canada will arrive a few days later. Dates are selling freely and the market is easy on recently revised quotations. Reports from Bussorah say that the quality of those packing is all that could be desired. The

Fard crop is not as late as it was at first thought it would be owing to adverse weather conditions. The first figs to arrive were opened Tuesday. Reports from Smyrna indicate an active and advancing market. For the first half of September shipment prices ruled around 7c for 3-crown, 7½c, for 4-crown, 8c for 5-crown and 10½c for fancy 6-crown, 1-lb. glove boxes 6½c.

The currant market is fairly active and stocks of old fruit are light. Advices from Greece state a strong market. The first arrivals are expected to-day (Friday) or to-morrow (Saturday). Prices will rule around 6c for barrels and 6c to 7c for package goods. The old difficulty of properly housing the output to prevent any destruction by rains has been satisfactorily obviated this year. This condition will render the quality of a higher standard.

New crop Sultanas are being offered for September shipment at the following prices: 3-crown 7½c, 4-crown 8c, 5-crown 9c, 6-crown 9½c, 7-crown 10c. Locally there is not much interest being manifested in the market.

Dates—		
Halloweas, per lb	0 04	0 05
Sais, per lb	0 03½	0 04
Packages "	0 05½	0 06½

Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters	2 40	
" " 1-box	1 00	
"Royal Buckingham Clusters, 2-boxes	1 27½	
" " boxes		
"Excelsior Windsor Clusters" 2½	5 60	
" " "	1 50	
Australian raisins	0 07	0 08

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscades 3 crown	0 08	0 09
" " 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb	0 33	
Peaches, "	0 18	
Pears, "	0 18	

Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s	0 09	
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA — The rice market is fairly active this week, but there is still room for much improvement. Tapioca is in fair demand also. The primary markets are firm. Prices remain unchanged.

Rice grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " " pockets 2½ pounds	3 25
" " " ½ pocket, 12½ pounds	3 35
" " " grade c.c., 250 pounds	3 05
" " " 10 "	3 5
" " " " "	3 15
" " " " "	3 15
" " " " "	3 25
Tapioca, medium pearl	0 65

SPICES—Demand is good all around, peppers and cinnamon perhaps being a little in advance of other lines in demand. There has been no change in quotations.

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

BEANS—The new crop beans Ontario 3-lb. pickers are being quoted at \$2.05. There is considerable business being done on this basis, buyers welcoming the new Canadian stock. Austrian and Rangoon

are attractive owing to the lower prices but native stock even at advanced prices is preferred. Quotations on the Hindoo and Austrian products remain the same.

Ontario, pickers, new	2 05
Austrian	1 95 2 00
Indian	1 65 1 75

EVAPORATED APPLES — There is very little passing in this market. Stocks are almost completely exhausted and no interest is manifested in this line.

Evaporated apples	0 07½
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CANNED GOODS

No particularly new developments are noticed during the week, though canners report sales as very good. Jobbers, too, are doing a nice business in vegetables and fruits.

With the exceedingly cheap tomatoes of the past week or so, it is rather problematical as to how the price of canned tomatoes will be affected. Undoubtedly there will be a large pack and in the face of this arises the fact that all over the country more tomatoes are being put up at home than ever before. This may have some effect on prices next Spring.

ONTARIO MARKETS.

Toronto, Sept. 24.

POINTERS—

- Sugar—Firm.
- Dried Fruits—New apricots in.
- Teas—Firm in primary markets.
- Collections—Better.

Without doubt there is generally a better feeling in the grocery markets this week. Jobbers are less conservative in speaking of business conditions and more activity is noticeable around the warehouses. The past week has been somewhat improved over the week before, and things seem to be approaching the old basis. Collections, too, are reported better this week and the purse strings seem to be opening up in all directions.

Glass jars, sugar and spices seem to be in special demand during the week. There has been an almost unprecedented demand for jars as a result of the large supply of cheap fruit and both jobbers and retailers have been kept busy. Sugar, too, has gone out well, the demand at last coming to be something like what has been expected all summer. The new dried fruits, also, are passing out fairly well. Demand in other lines is fair with no special features.

SUGAR—The market is steady with no particularly new features.

Willett & Gray, in reviewing the situation in raws say: "The week under review developed no specially new features, although on the whole the details are favorable to the markets here. Beet sugar which was 9s. 6d. at last report is now 9s. 9d. for present month, and is 3d. higher for October and May new crop deliveries at 9s. 6½d. and 9s. 10½d. respectively. Canada entered the market and took some San Domingo Centrifugals that are coming here at

basis of 3.95c., 96 degrees test, say 5c per 100 lbs. above current quotations for use here, but a later sale from warehouse of 27,000 bags Centrifugals to the Arbuckle refinery at 3.95c., 96 degrees test, established the quotations here to this basis. The stock remaining in Cuba is but 44,000 tons, against 50,000 last week and 79,000 tons last year. Under present and prospective conditions of the raw and refined markets, it ought not to prove difficult to find buyers for all the Javas that may not be diverted to the United Kingdom.

"A continued firm and steady market here seems to be assured so long as Europe holds to its present firm position. The smaller receipts of Russian sugars than was looked for in the United Kingdom is having a very healthy effect upon that market. Free arrivals of Java cargoes previously sold are noted at different ports of the United States, but total receipts are but 38,386 tons, against 56,251 tons previous week, which, with meltings increased to 40,000 tons, reduces stocks to 256,212 tons, against 257,826 tons last week. The tone and tendency at the close is to continued steadiness in values at the advance noted."

Paris lumps, in 25-lb. boxes	4 65
"Paris lumps, in 35-lb. boxes	5 85
" " " in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Standard granulated	4 80
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Fl. penix	4 70
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Practically nothing is doing in these goods and prices are steady.

Syrups—		
Medium	0 30	0 35
Bright	0 36	0 40
		Per case
2 lb. Tins, 2 doz. in case	2 40	
5 " " "	2 75	
10 " " "	2 65	
20 " " "	2 60	
Barrels	0 23	
Half Barrels	0 03½	
Quarter "	0 03	
Pails, 36½ lbs. each	1 75	
" 25 " "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
" " 12 "	4 87	
Quarts, 24 "	4 87	
Pints, 24 "	2 50	

Molasses—		
New Orleans, medium	0 30	0 35
" " " bbls.	0 28	0 30
Barbadoes, extra fancy	0 45	
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—A slightly firmer tendency all round is noticeable this week and while this has not affected local prices to any extent still it is tending to a better feeling.

Gow, Wilson & Stanton, in reviewing the situation, say: "With considerably more enquiry from the country, and combined offerings of Indian and Ceylon tea on a moderate scale, a distinctly better tone has now set in, and a further advance on last week has been made in quotations for nearly all descriptions. It is to be hoped that importers will not unduly press forward supplies during the next few weeks, which might minimize the appreciation in prices which has recently taken place."

COFFEE—Demand locally continues good with no change in prices.

DRIED FRUITS—Business is very fair with emphasis on the new crop goods. New apricots arrived this week and are priced considerably below last year's high figures. New crop currants are also in, and prices are about the same as on old crop goods. Some demand is being felt for the new crop valencas, which are going at 7½. Prunes are reported advanced in the primary market, but there are as yet none in stock here. Prices generally are unchanged.

Prunes, Santa Clara—		Per lb.	Per bu.
100-120s	0 06		
90-100s, 50-lb boxes	0 06 07	70-80s, 50-lb boxes	0 08
80-90s	0 07 08	60-70s, 50-lb boxes	0 09
		40-50	0 09
Note—25 lb. boxes ½ higher than 50 lb.			
Candied and Drained Peels—			
Lemon	0 11 0 11 ½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches			0 18 0 20
Figs—			
Elemes, per lb.			0 08 0 15
Tapnets			0 03 ½ 0 04
Bag Figs			0 02 ½ 0 04
Currants—			
Fine Filletas	0 06 ½ 0 07	Vostizas	0 09 0 09 ½
Patras	0 08 0 08 ½		
Uncleaned, ½ less.			
Raisins—			
Sultana			0 09 ½ 0 13
" Fancy			0 11 0 12 ½
" Extra fancy			0 14 0 15 ½
Valencas, old crop			0 03 0 06 ½
Seeded, 1-lb packets, fancy			0 10 0 10 ½
" 18 oz. packets, choice			0 09 ½
" 12 oz. "			0 08 ½
Dates—			
Hallowes	0 05 ½ 0 05 ½	Farda choicest	0 08 0 09
Sairs	0 04 ½	" choice	0 08 ½

SPICES—Demand is unusually good this week on account of the large amount of pickling being done. Prices locally are unchanged, though there is a stronger feeling in cloves on the primary markets.

Peppers, blk pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 14
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 50
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 17 0 20
Mace ground	0 50 0 60
Mixed pickling spices, whole	15 0 30
Cassia, whole	0 30 0 25

RICE AND TAPIOCA—Business passing is small with no new features.

Rice, grand M.	0 03 ½ 0 03 ½
B rice, 5 tag lots, delivered	3 05
Hangoon	0 03 ½ 0 03 ½
Patna	0 35 ½ 0 05 ½
Japan	0 05 ½ 0 06 ½
Java	0 06 0 07
Sago	0 05 ½ 0 06 ½
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05 ½

BEANS—There is some demand, and this, with the small supply keeps prices up. The new crop will shortly be harvested.

Beans, hand picked, per bush	2 00 2 10
" prime No. 1	1 90 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—Little interest is manifested and the price is unchanged.

Evaporated apples	0 7 ½ 0 08
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A NIBBLE AT THE GUILD CASE.

Long-delayed Case Taken up on Monday —Adjourned Till October 19th.

It looked like business at last on Monday morning, Sept. 21, when the long-standing Guild case was brought before Justice Falconbridge in Judge Morson's court room at the city hall in Toronto. S. F. Washington, K.C., of Hamilton, and George T. Blackstock, K.C. appear-

ed for the crown, while E. F. B. Johnston, K.C., E. H. Ambrose and Eric Armour represented the defendants. Several of the wholesalers interested from Toronto, Hamilton and London were also present.

The indictment officially pronounced reads as follows.

"That Henry C. Beckett, George E. Bristol, John I. Davidson, T. B. Escott, W. C. Craig, J. F. Eby, T. Kinnear, Dominion Wholesale Grocers' Guild, did during the years 1898—1905 at the City of Hamilton and elsewhere—combine and agree—with the Cordova Sugar Refining Company, Acadia Sugar Refining Company, and about one hundred wholesale grocers in Canada to limit the facilities in producing, manufacturing and dealing in sugar, tobacco, starch, canned goods, salt, cereal and other articles to restrain and injure trade, to unreasonably enhance the price of these goods, to lessen competition and in a word to form what is commonly known as a combine."

The first witness called was J. Stanley Cook, of Montreal, the secretary of the Guild, now the Wholesale Grocers' Exchange. He was questioned regarding the composition of the Guild, and said that it included nearly all the wholesale grocers from one end of the country to the other. There was also a Provincial Guild and a Local Guild in nearly every city of importance.

Most of the morning was taken up by Mr. Washington reading extracts from a book containing the constitution and by-laws of the Guild, and also the minutes of various meetings since 1903, with the ostensible purpose of showing that illegal arrangements had been made to restrict prices. Nothing of much importance, however, was uncovered.

After a morning of tedious reading, His Honor Justice Falconbridge stated that he would be unable at present to devote more than the one day to the case as previous arrangements interfered. With this in view, after some consultation, the case was adjourned till Oct. 19th, when it is understood it will be finally gone through with. In the discussion, Mr. Johnston for the members of the Guild, stated that they were anxious to have the case carried on and to have the matter finally settled.

WILL HAVE TRIP TO OTTAWA.

Committee of Toronto Grocers' Association Arranging for Week-End Outing.

There will be something doing down in Ottawa on Saturday and Sunday of this week or something will be the matter. Why? Well, eight or ten of the heartiest and liveliest members of the Toronto Retail Grocers' Association are going down to take in the tail end of the big Fair and the Pure Food Show, and incidentally to have a friendly outing together. The excursion was arranged at the association's regular monthly meeting, in their rooms in the Temple Building, on Monday evening, Sept. 21, the first meeting, by the way, for some time.

Not a great deal of business was transacted, the minds of the members being occupied with other things. A report was given, however, of the results of the big excursion conducted by the association so successfully last Summer, and a nice little balance was favorably received. Then came the discussion regarding the outing. Several members felt that the committee which had worked so hard for the success of the excursion deserved a little appreciation shown them and it was suggested that a little trip be given them. Several points were suggested, including Markham Fair and Detroit, but the general opinion went in favor of the Ottawa trip, and as many of the committee as can be persuaded to leave their business over Saturday will be sent down to enjoy themselves in the Capital City. These members of the Toronto association are great fraternizers, and all of them jolly good fellows, and it is safe to say they'll have a trip that will be remembered for all time.

EGG-O-SEE CO. IN TROUBLE.

Advices from Chicago on Wednesday stated that the Egg-o-See Cereal Company, with headquarters in Chicago and factories in Buffalo and Quincy, Ill., has been placed in the hands of a committee of creditors. The assets are valued by the company at \$1,500,000, but the creditors are said to regard them as about equal to the indebtedness. An auditing committee now at work on the company's books is expected to make a detailed report by Saturday.

In turning over the assets and liabilities of the company to the committee of creditors President Cassidy also gave unissued bonds of the company, whose par value is \$220,000. These bonds are a leaving from an issue of \$400,000 made about a year ago. The factories of the company are valued at \$1,000,000, and the good will is estimated at \$300,000. The receivership appointed for A. Booth and Company, recently, is said to have precipitated the appointment of the committee.

CANNING FACTORY BURNED.

The South Bay Canning Co.'s plant, near Kingston, was burned on Friday morning, September 18. Everything was destroyed but the office. Fortunately the loss of \$50,000 was well covered by insurance, \$10,000 having been added just the day preceding the fire, on account of the large stock carried.

The fire, however, comes at a particularly unfortunate time, in the midst of the canning season, with contracts of various kinds made and a large stock of goods already packed.

CONGRATULATIONS, MR. VEREY.

There is joy evident in the Toronto office of the Edwardsburg Starch Co. this week, and justly so. A little son was introduced in the home of Manager Fred. A. Verey, on Tuesday, hence the happiness. May he grow and prosper, is The Grocer's wish.

The Don Storage and Cartage Co., 81 Front St. E., Toronto, offers special facilities for the transferring of incoming and outgoing goods. Their outfit is large and of the best. Special attention is given to handling carlots.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, September 24, 1908.)

The canned goods situation is still the most interesting feature of the local wholesale grocery market. Sales of corn, peas, and tomatoes are heavy at the low prices quoted since the war of prices started. Dealers expect that the present low prices will not be maintained very long as they entail actual loss on the part of the wholesale houses and consequently purchases during the last fortnight have been heavy.

Business is showing considerable improvement. From the former's standpoint, September has been an ideal month, as there has been nothing to interfere with harvesting and threshing. Crop money is getting into circulation as wheat is being rushed to the lake front and all classes of business will benefit thereby.

CANNED GOODS—The price war in corn, peas and tomatoes is still on and the low figures quoted last week still obtain. We quote:

	FRUITS.	
	Group No. 1	Groups No. 2 & 3
Apples—3's standard per case	2.44	2.34
Gallons, standard	1.55	1.52 $\frac{1}{2}$
Cherries—Red pitted 2's	4.18	4.08
black pitted 2's	4.18	4.08
white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
yellow 3's	6.54	6.44
pie, unpeeled 3's	3.34	3.24
pie unpeeled gallons	2.42	2.40
pie peeled gallons	3.30	3.27 $\frac{1}{2}$
Pears—Flemish Beauty 2's	3.68	3.58
Flemish Beauty 3's	4.74	4.64
Globe 1. s. 2's	2.78	2.78
Globe 1. s. 3's	4.14	4.14
Plums—Damson 1. s. 2's	2.28	2.18
Lombard 1. s. 2's	2.28	2.18
Greengage 1. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
red gallons	3.80	3.77 $\frac{1}{2}$
black 2's	4.18	4.08
black gallons	3.80	3.77 $\frac{1}{2}$
Strawberries—2's	4.18	4.08
gallons	3.80	3.77 $\frac{1}{2}$
VEGETABLES.		
Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65
MEATS.		
Clark's 1 lb. pork and beans, plain, per case	2 50	
" " " " " "	1 90	
" " " " " "	2 50	
" 1 " tomato sauce, per case	2 50	
" " " " " "	1 90	
" " " " " "	2 50	
" 1 " Chili " "	2 50	

" " " " " "	1 90
" " " " " "	2 50
Soups, per doz.	1 25
Corned beef " 2's per doz.	3 10
" " " " " "	1 45
Roast beef	
1's, per doz.	1 65
2's.	3 10
Potted meats, 2's, per doz.	0 55
Veal loaf 1 lb., per doz.	1 25
" " " "	2 50
Ham loaf 1 lb.	2 50
" " " "	2 50
Chicken loaf 1 lb.	1 85
" " " "	3 50
Langhogue 1's,	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80
" " " "	3 10
" " " "	3 35
Chipped " 1-lb. tins, "	1 45
" " " "	2 50
" " " "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" " " "	3 25

SUGAR—No change in price. We quote:

Montreal and B.C. granulated, in bbls.	5 20
" " " " in sacks	5 15
" yellow, in bbls.	4 80
" " " " in sacks	4 75
Wallaceburg, in bbls.	5 10
" " " " in sacks	5 15
Berlin, granulated in bbls.	0 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " " " 5-2's "	5 15
" hard pressed lump, 25's, per cwt	6 35
" " " " half bbls., per cwt	6 70
" icing	6 00
bar sugar	5 80
Icing sugar in bbls.	5 80
" " " " in boxes	6 00
" " " " in small quantities	6 20
Powdered sugar, in bbls.	5 50
" " " " in boxes	5 80
" " " " in small quantities	5 85
Lump, hard, in bbls.	6 15
" " " " in 4-bbls.	6 15
" " " " in 100-lb cases	6 15

SYRUPS AND MOLASSES—The tendency is towards higher prices, and an early advance is expected. We quote.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " " " 5-lb tins, per 1 "	2 80
" " " " 10-lb tins, per 1 "	2 65
" " " " 20-lb tins, per 1 "	2 70
" " " " barrel, per lb.	0 05 $\frac{1}{2}$
Sugar syrup, per lb.	0 05 $\frac{1}{2}$
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" " " " " "	3 60
" " " " " "	3 30
" " " " " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03 $\frac{1}{2}$
Porto Rico molasses in 1-bbls., per lb.	0 04 $\frac{1}{2}$
Blackstrap, in bbls., per gal.	0 31
" " " " 5 gal. bats., each	0 33
" " " " " "	2 25

ROLLED OATS—There has been no change in price since the decline noted last week. Quotations are as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 50
" " " " " "	2 60
" " " " " "	2 60
" " " " " "	2 85

CORNMEAL—Since the recent advance prices are quoted as follows:

Cornmeal, per sack	2 35
" " " " " "	1 20
" " " " " "	2 65

BEANS—White beans are advancing in price and some houses are now asking \$2.50 per bushel for hand-picked, and \$2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, \$2.80 per sack. Pearl barley has declined and quotations now are \$4.05 per sack and \$2.10 per half sack.

MAPLE PRODUCTS—

Sugar 2 lb boxes 1's and 1/2's	3 00
Syrup gallons 1/2 doz. to case, per ase	5 65
" " " " 1 doz. to case, "	6 15
" " " " 2 doz. to case, "	6 5.

FOREIGN DRIED FRUITS—The first shipment of Valencia raisins is on the market at prices quoted below. The next shipment will probably be cheaper. We quote:

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 00
Sultana raisins, bulk, per lb	0 09
" " cleaned, "	0 10 $\frac{1}{2}$
" " 1 lb pkgs "	0 11 $\frac{1}{2}$

Table raisins, Connoisseur clusters per case	2 80
" " extra dessert, "	3 40
" " Royal Buckingham, "	4 00
" " Imperial Russian "	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 85
Connoisseur clusters, boxes (5 $\frac{1}{2}$ lbs)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 10
" " " " 14's	1 65
" " " " 23's	2 33
" " " " 14's	1 20
" " " " 28's	2 40
" " " " 14's	1 30
California raisins, choice seeded in 1-lb. packages per package	0 07
" " fancy seeded in 1-lb. packages per package	0 07 $\frac{1}{2}$
" " choice seeded in 1-lb. packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 12 $\frac{1}{2}$
Raisins, 3 crown muscats, per lb.	0 08
" " " "	0 08 $\frac{1}{2}$
Prunes 90-100 per lb	0 06 $\frac{1}{2}$
" " " "	0 06 $\frac{1}{2}$
" " " "	0 07 $\frac{1}{2}$
" " " "	0 07 $\frac{1}{2}$
" " " "	0 08 $\frac{1}{2}$
" " " "	0 08 $\frac{1}{2}$
" " " "	0 09 $\frac{1}{2}$
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb.	0 08
" " dry cleaned, Filialras, per lb.	0 06 $\frac{1}{2}$
" " wet cleaned, per lb.	0 07 $\frac{1}{2}$
" " Filialras in 1-lb pkg, dry cleaned, per lb	0 08
Pears, per lb.	0 12 $\frac{1}{2}$
Peaches, per lb.	0 10
Apricots, standard, per lb.	0 09 $\frac{1}{2}$
" " choice, per lb.	0 10 $\frac{1}{2}$

LARD—The market continues very firm at prices quoted:

Pails, 20's, per pair	2 25
3's, per case of 31	8 00
5's, " 13	1 90
10's, " 6	7 85

MAY BUY BOOTH COMPANY.
Canadian Interests to Take Over Business of the Concern in This Country.

It is announced that the Canadian shareholders in the Booth Fish Company, the large United States concern, which was recently forced into the receiver's hands and which has been doing a large business in Canada, will buy out the entire Canadian rights of the company and in future will run it on exclusively independent lines. Negotiations are being carried on through the Northern Crown Bank, the vice-president of which, Capt. William Robinson, is managing-director of the company. The failure of the company has brought out some interesting features. Stories of combinations and uniform advances in prices; alleged double dealing and account juggling that have come to the surface and are now being sifted by the district attorney's office.

The company has been in existence over forty years, having been started by A. Booth in a small way and growing into an enormous business. The assets, which cannot be immediately realized on are said to be larger than the liabilities and it is stated that the company will in time be able to again get on its feet. Recent developments, however, may present a resumption of business on the old basis.

PERSONAL NOTES.
Geo. McFarlane, assistant general manager of E. W. Gillett Co., Ltd., Toronto, is making an extended business and pleasure trip to the Pacific coast. Just at present Mr. McFarlane is in Vancouver, where a married daughter resides. Mr. McFarlane reports that business on the coast is all right.

A Busy Saskatchewan Store

Successful Business Done Under Novel Conditions With the Ranchers in the West—Argue & Cooper, Ontario Men, Have Made a Success in the Grocery and Supply Business—A Merchant Mayor.

Argue & Cooper, whose store is shown in the accompanying illustration, have built up a splendid business in Swift Current, Sask. Situated in the ranching country, they are confronted with conditions quite different from those with which the merchant farther east has to contend and necessarily their business has to adapt itself to the peculiar conditions of the country.

Those conditions render necessary the carrying of a large and varied stock of miscellaneous goods and they also make for large sales and resulting prosperity. This part of the country is not cut up by railroad to the north and south of the C.P.R. main line and consequently it is nothing unusual for ranchers to travel 100 to 200 miles to lay in

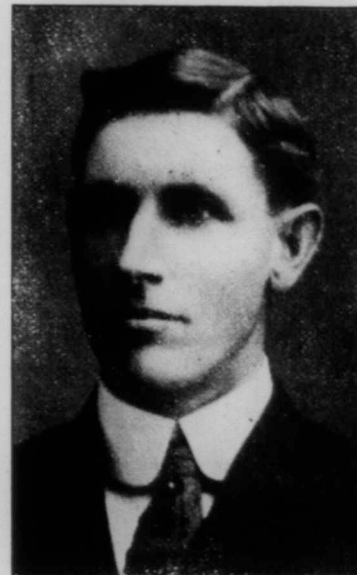
in Swift Current for five years and they have made a good success of their enterprise.

D. E. Argue is Mayor of Swift Current. He and his partner, W. W. Cooper, are each Ontario men who received their business training in Toronto. Before opening in Swift Current Mr. Argue was connected with the Medicine Hat Trading Co., Medicine Hat, and Mr. Cooper followed ranching.

J. S. DONALDSON INJURED.

Toronto Broker Knocked Down on the Street on Saturday.

An unfortunate accident occurred on Saturday morning, September 19, at



W. W. COOPER.

recover until Monday. At the time of writing he was progressing as favorably as could be expected, having enjoyed a good night's rest on Tuesday and hopes are held out for his recovery, though his advanced age, 78, makes the injury a very serious one.

Mr. Donaldson is one of the oldest brokers in Toronto and has been a familiar figure on the street here for many years. Members of the Toronto trade generally are expressing regret at the accident and hoping for a speedy recovery.



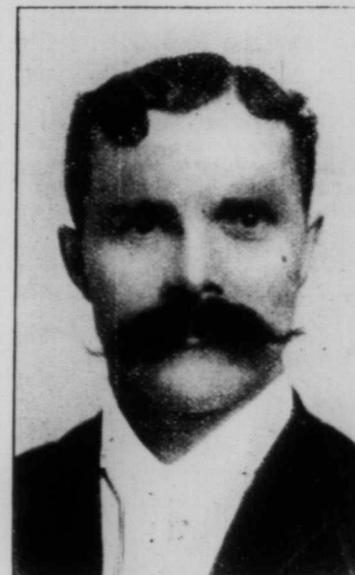
ARGUE & COOPER'S STORE, SWIFT CURRENT, SASK.

supplies. Naturally they buy in large quantities and demand guaranteed goods. They want to deal with a firm whose reputation for the strictest honesty is well established, a firm that handles only goods that it is prepared to guarantee. The ranchers' trade and goodwill are worth cultivating. The writer knows of one rancher giving a merchant an order for \$216 worth of miscellaneous supplies, allowing him only two hours to have the goods packed for the return trip to the ranch and paying for them in spot cash.

Argue & Cooper cater to the ranching trade and also to the best town customers. They have been in business

the corner of Front and Scott Streets, Toronto, by which J. S. Donaldson, one of the city's best known brokers, was seriously injured. Mr. Donaldson was crossing the street to enter one of the wholesale houses when a heavy lorry going down Scott St. passed rather closely. In passing one of the horses either swerved or shied and struck Mr. Donaldson, the blow knocking him to the pavement where he fell on his face, striking his head severely.

Mr. Donaldson was at once aided by members of the trade in the vicinity but the shock and fall caused a lapse of unconsciousness from which he did not



J. E. ARGUE.

QUALITY IN THE GROCERY BUSINESS.

A great deal has been said about the value to a merchant of having a reputation for always giving good quality upon everything he handles. There is absolutely no doubt that a reputation of this kind is one of the best assets which a man, particularly in the retail grocery business, could have, for it insures him of the patronage of the class of people which is satisfied to pay good prices for what they buy.

Since the passage of the national pure food law, the consumers of the country have been awakened to the necessity of demanding quality in the food they buy, and the old bait of cut prices has been weakened to a considerable extent, says The Retail Grocer Magazine. The number of quality merchants has increased, while the number of bargain counter merchants has decreased. Consumers are more critical than they have ever been before, and the grocers who have preached quality and value rather than cheapness, have been well repaid. A quality customer is worth as much as two bargain hunting customers any time simply because a quality customer stays with you as long as you give him quality, while the bargain hunting customer goes to the other fellow who may happen to beat your price a few cents.

There is no longer the demand for the cheaper class of goods, and perhaps that is the reason why some who are overstocked on their cheap goods are so willing to advertise them now in order to get rid of them. Such advertising, however, teaches the public that the advertisers do not run quality stores, and these stores soon have to depend upon the bargain hunters' trade to support them. This trade is elusive, however, and it may be their trade to-day and some other cheap merchant's trade to-morrow. We do not believe that any man can build up a profitable trade by advertising goods at cheap prices. When a man gets a reputation for being an advertiser of cheap goods, and a dealer in goods that can be sold cheap, he should not kick if the high-class customers go to a high-class store, but the chances are that he will kick and he will blame some one for losing this trade.

He always blames some one else, be it the association or others who preach quality. He does not stop to consider that he is telling to the world his reputation as a dealer in cheap lines of goods. The moment he advertises standard goods at cheap prices he confesses his failure as a merchant. A man who is a merchant can sell quality goods, but a man who is not a merchant has to resort to cut prices, a plan that has been used as a bait by men who lack the qualities of a merchant in all times and in all climes. If you are going to pay money for advertising, pay it to build up your reputation, and not tear it down. The cut rate grocer is in a worse position than ever before since the passage of the pure food law. The wise consumer is skeptical of cut prices, and the wise merchant helps to make him skeptical. Anybody can sell goods at cut prices, but it takes a merchant to sell goods at a profit.

If there are any of our readers who have the false idea that cut prices is the only and true panacea for business ills let them look at the example of price cutters in this city, or in any city, and see what their career has been. We do

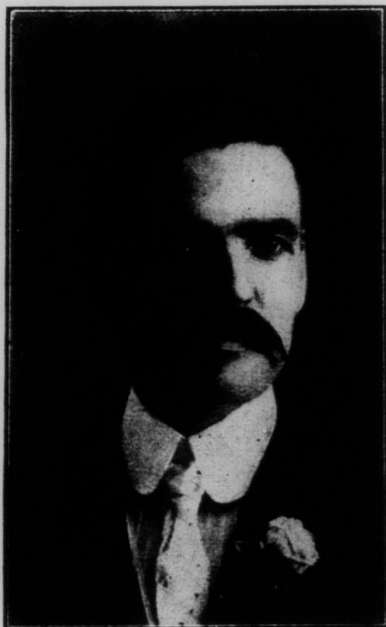
not speak of every case, nor of isolated cases; there are exceptions to every rule, but we speak in general. Of course, we refer to the dealer who deals exclusively in groceries. He is the man that cannot afford it. The man who sells groceries at cut rates to attract trade to his other departments does not care for his reputation as a grocer, but the man who does deal in groceries exclusively should care. Do you care? — Trade.

A VISITOR FROM B. C.

President of Vancouver Grocers' Association Tells of Work Done on the Coast.

W. J. Andrews, President of the Vancouver Retail Grocers' Association, who has been on a trip east on a visit to his mother in Renfrew for a couple of weeks, was a caller at The Grocer office this week and spoke enthusiastically of the work of the association in his city.

"We have a collection and dead beat system," he says, which works like a



W. J. ANDREWS.

President Vancouver Retail Grocers' Association.

charm. The secretary of the association devotes his whole time to this, and to him is due a good deal of its success. The system includes an index, in which 30,000 names practically all the customers in the city are listed. These are arranged so that they can be referred to instantly and information as to their habits of payment is furnished to any member of the association by the secretary in a few moments. "Why yes, the system works admirably," Mr. Andrews says, "and about its immediate advantages, it is leading gradually to the adoption of the cash system." "I'm adopting a straight cash system myself, when I get home," said Mr. Andrews, "and I'm going to make it go, or know what's the matter."

"Yes, the association is pretty well organized," he says. "We have 90 out

of perhaps 150 grocers, and they are all good fellows. We have a plan to prevent cutting on sugar, which might be interesting to some of you people in the east. By arrangement with the refiners and wholesalers, sugar is charged to the grocer at retail prices. If any member of the association cuts, he loses the rebate, which is paid to the other members. This scheme has been found to work admirably."

Mr. Andrews is full of enthusiasm regarding the future of British Columbia, and is well versed in trade conditions generally on the coast.

KEEPING IN TOUCH.

One of the essentials of success in running a store, wholesale or retail, is keeping in touch with the merchandise.

To be in touch with one's trade, important as it is, is but half. To be in touch with the goods is equally necessary.

Therefore, the wholesaler who plays his part in the modern way sends his buyers into every country and every district where the wares he handles are produced.

They are required to go to the factories where goods are made, to acquaint themselves with processes of production, to know the goods from the raw material to the finished article.

No matter where else he may economize the wholesaler must at all costs keep in touch with the sources where new goods and fresh styles originate.

If he fails in this regard, no effort in other ways will avail to keep him from falling behind in the race.

And every year, to an ever increasing degree, retailers are finding that the store which keeps in touch with the merchandise is getting the cream of the trade.

Only a little handful of big stores in large cities are able to send their representatives to original markets. Yet the retailer in smaller places also must find a way to keep in touch or his share will grow less from year to year.

He must keep in advance of his trade, anticipating their demands. Must learn of new goods while they are new. Shifting fashions must not find him unprepared, with shelves loaded with goods which have gone out of favor. He must lead, not follow.

He cannot live in the same narrow groove all the time, doing the same old thing in the same old way, and not grow into a narrower man.

It pays the retailer, too, to keep in touch.

And the only way to keep in touch with the goods is to go to market at least several times a year.

Drummers and catalogues both are good as far as they go, and both are indispensable to keep one in touch between trips to market. But both fall short in that they do not show the actual goods. —Butler Brothers' Drummer.

John Diprose, one of London's leading grocers, was in Toronto on Tuesday and made a pleasant call at The Grocer office.

"Men Who Sell Things"

Hints and Advice for the Benefit of the Retail Clerk and Salesman—The Secret of Success and Advancement—Sunshiny Methods are Invaluable Aid in Meeting all Classes of Customers—The Place of Enthusiasm in Retail Business.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XVIII. RETAIL SALESMEN.

Sunshiny salesmanship softens the frostiest buyer.

"Not yet, but soon"—the "near-salesman's" motto—explains the reason why more salesmen measuring calico at eight dollars per week are not earning eighteen hundred dollars a year or more at the silk or dress goods counter. Yet there is room for real salesmanship even behind the calico counter, and the essentials are the same there as anywhere else.

It is an honorable occupation, to be sure; but when a young salesman is content to remain at it longer than a year, his gumption is several degrees below ambition. If he cannot in some manner raise it up a few degrees at a time, until it reaches an ordinary man's thinking and working capacity, he will be rooted there for the remainder of his days.

Many retail salesmen drudge along, satisfied with a mere treadmill existence. "Oh, what's the use?" they argue, "there's no chance in a retail store, anyway."

If there is no chance for you where you are, it is a dead certainty that you are not suited for the work you are doing, and the sooner you get out and give some one else a chance, the sooner will you be giving both yourself and your employer a square deal. As a rule, the salesman's position behind the counter is a pretty fair measure of his capabilities.

Capacity for Managing.

Some salesmen have the capacity to draw molasses from the bung-hole in a barrel without smearing it over the measure and on the floor; they can weigh out a dollar's worth of sugar, and do it so well that the balance is a hair's weight in favor of the customer; but if they were put in charge of the general order-filling department, with several salesmen under them, they would fizzle out completely. They have not the breadth of mind to grasp the requirements of a large position, and they attempt to apply their small conception of trotting from the molasses-barrel to the sugar-box to the more important matter of mastering many details. It can't be done; and naturally they fail.

As the retail salesman broadens his position, he assumes new responsibilities, and he must change his viewpoint to fit the expanding scope of his greater undertaking. Floaters, life-buoys, and danger-ropes are all right for timid surf-bathers, but to swim out into broad, deep

water requires physical courage and well-seasoned powers of endurance. Inability to leave the shore line marks the man who would better stay in close to shore, where little boats are safe.

There is, oh, so much for a salesman to be, to do, to get, to earn, to try, in every retail establishment, that there is little excuse and less hope for the man who says there is no chance.

I have no desire in my heart to say one thing derogatory to your position, no matter how humble it may be.

The "Near" Salesman.

The man whom I am after, whether he is at the five-cent counter or taking orders that run up into the hundreds, is that self-important, small-calibre "near-salesman" who so thoroughly neglects his customers that they grow chilly in his presence, even though the day is hot. Few retail shoppers escape frequent experiences of that kind, and it is safe to say that no one ever becomes a better customer of the house where salespeople of that stamp are tolerated. The house may be a good one, but one goes away feeling that they do not appreciate his trade.

Now, if you "near-salesmen" don't like what I am writing about you and to you, don't look at me. Get your eyes open so that you can see yourself—that is the first sight to look at.

What are you cutting up about? Putting on airs with a twelve-dollar-a-week position! That's what every one who patronizes your counter is trying to figure out.

Your house does not pay you to strut around like a farm-yard bantam rooster. All that your customers want from you, and have a right to expect, is courteous, business-like attention, without frills of any kind.

I want to get you mad. That's why I'm using unceremonious language in developing your picture. When a man gets good and angry because some one has told him the truth about himself, he can generally be depended upon to go out and "clean-up" in a thorough, wholesome manner. If he makes a good job of it, it won't be long before you hear of him doing something of real account.

I never saw an uppish salesman in my life in whose salesmanship I had any confidence. A "smart" salesman is a man whom no one cares to have much to do with.

Getting Inoculated.

When a man becomes inoculated with the germs of true salesmanship, he gets it in his blood, muscles, head, and soul,

all over from head to foot, and it makes a sensible, industrious man of him,

Carry a smile through your work. Whenever a salesman cannot be sunshiny with his customers he is in need of a liver tonic.

"Blessed is he who, having found his own work, clutches it, clings to it, directly, consecutively, and always."

Therein lies the secret of accomplishment. When a salesman has little or no conception of the obligations his position imposes upon him, to say nothing of lack of desire for advancement, then it is that soft platitudes and high-sounding phrases are of no avail.

This book is for negative salesmen, not positive ones. The man who is surrounded and choked up with weeds of indolence, neglect, and carelessness is the one I want to reach.

Pulling weeds loosens the roots and injures the growing plant for the moment; but soon it lifts its head and takes on new growth in the free soil, becoming sturdy and eventually fruitful, instead of a weak, withered, inanimate thing almost crushed out by the weeds that were gradually sapping its life.

The Secret of Advancement.

The safest and surest way for the retail salesman to advance from a lowly position to a better one is by performing his daily work in a thoroughly satisfactory manner. His present surroundings may not be congenial, but all that can be changed if he will set his mind on something better and strive hard to reach it. Wishing will not do it. He must work and be patient.

Begin by being polite and obliging to every customer that visits your counter, whether you think there is a chance for a sale or not. Make it plain that it is not only no trouble for you to show goods, but a pleasure. Make your customers feel at home with you on the instant by an immediate willingness to serve them intelligently. Create desire by making tactful, helpful suggestions.

There is considerable difference between the salesman that attempts to force facts down the buyer's throat and the one that offers information in reasonable, smooth, and pleasing doses. Do not thrust your ideas upon your customers, but in an easy, natural and pleasing way attract their sympathy and secure their confidence. You will then experience little trouble in making sales, even where desire is totally lacking, as indicated on the surface.

Inspiring Confidence.

Get over the idea that where there is no desire there is no chance to make a

sale, and that almost everyone entering a retail store has his mind fully made up on what he intends to purchase. Nothing could be farther from the real facts. The average shopper is glad to have suggestions when he knows they are honestly and intelligently given. But the whole matter rests on confidence. You can do nothing to aid a customer in making selections until you have first secured his good-will by that indefinable something in your manner that leads him to believe that you are to be trusted, and that you really wish to be of service to him.

It is important also that you do not fool yourself into believing that your employers are unmindful of your presence in their establishment, and that whether you are serving them ill or well makes no difference, because either way it escapes their notice.

That mistaken idea is at the foundation of many a clerk's failure. Depend upon it, your weekly sales are closely scanned, and your general department keenly observed. That you do not receive periodical lectures from your superiors, or that you are not discharged, as you might have expected, is not good evidence that you are not being watched. On the contrary, every move you make is mentally or otherwise recorded.

If you are a half-hearted, go-as-you-please salesman, the chances are that you would have been discharged long ago, but for the fact that your employers know from experience how hard it is to get capable, trustworthy salespeople, and

that the best they can hope for is a fair average.

Above or Below the Average.

Where are you, Mr. Salesman? Above or below the average?

It matters not so much to your employers to which class you belong, so long as the average remains good, but it is of the utmost importance to yourself. If you are below the average, the responsibility rests solely with you to get on the other side of the dead-line. That there is plenty of room goes without saying; it only remains for you to show your real worth, and the transfer will take place without your giving notice that you are ready to move up.

There are as many opportunities for advancement in the retail as in the wholesale branch of any business; but if the wholesale salesman conducted himself as thousands of retail salesmen are doing every day all over the land, he would last just about one trip, and that would end his career on the road.

Selling at Home and Abroad.

The traveling salesman goes out and digs up business, while his retail brother stays at home to receive it. In either case the chances for advancement are about even.

The average traveling salesman does not miss many towns without making sales of some sort; but hundreds of prospective buyers are turned away from retail stores every day without being properly waited upon, and this results in a

serious loss of business to the house where indifferent salesmen are employed.

How many customers visit your counter or department every month and go away without buying anything, is a question for you to decide. One thing is certain to the man who is familiar with both branches of the trade, and that is that many sales are lost at retail in large establishments every day from lack of attention and proper selling ability, such as is absolutely necessary on the part of the traveling salesman.

If every retail salesman could take a trip on the road for a few weeks, he would return to his counter and increase his sales fifty per cent. the first month thereafter.

Hints for Clerks.

The best way for a retail salesman to decide on how to treat his customers is to pay an occasional visit to other retail houses for purchases, and to take particular notice of the treatment accorded him by the salesmen in each place, and the effect it has upon him. Then he should remember to put himself in the place of the salesman who made the best impression on him, whenever his customers come to buy.

When a prospective buyer approaches you, who has just been treated in a cold-blooded manner by an inefficient, neglected clerk in a competitor's store, and you greet him with a pleasant smile and obligingly show him everything he wants to see, and especially something

"Keep up with the Twins"



"Keep up with the Twins"

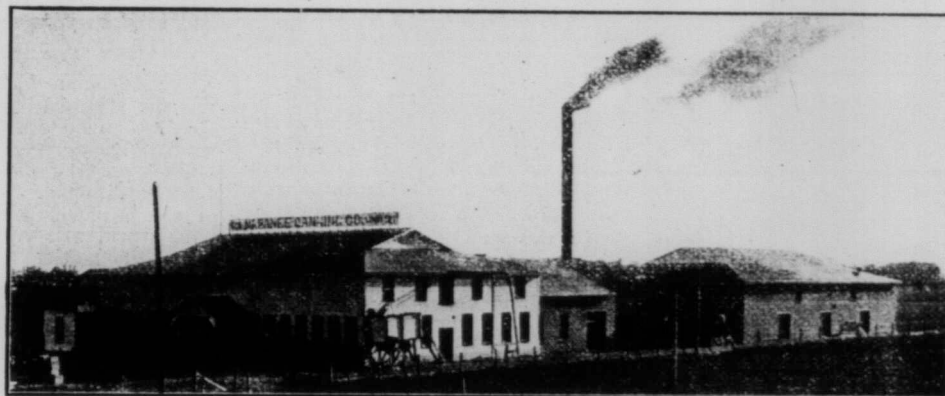
Handle

**GOLD DUST
WASHING POWDER**

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal



“Canada’s Pride” CANNED GOODS

This brand represents the highest class of goods possible to pack.

**ASK FOR THEM
BUY THEM
SELL NO OTHER**

They are packed at one of the best growing points of the Bay of Quinte district in a most modern and sanitary factory where every precaution as to cleanliness is taken and only expert and local help is employed, therefore insuring the highest state of perfection in canned goods.

TO BE HAD OF

W. GALBRAITH & SON, who control our goods for **Montreal and East**
R. CARSON & FENWICK, HENDRY & CO., Kingston
MEDLAND BROS., Toronto
E. W. ASHLEY, Winnipeg, Western Broker

The Napanee Canning Co., Limited

Napanee,

Ontario

that he will be much interested in, you will generally succeed in making a sale, and your new-found customer will go away feeling that he has done well to change his trade from the cold-blooded house.

Now, Mr. Retail Salesman, stop and give this matter some thought. Remember that while behind the counter in your employer's store, you take the place of your employer to every customer with whom you come in contact. Also remember that in other stores, and perhaps at other counters in the one in which you are employed, there are plenty of salesmen who are cold and "chesty" to their customers, and that if you can manage to be never out of sorts with any customer, you gain a signal advantage over your grouchy neighbors.

Which salesman do you think it will best pay you to copy—the one who made the best impression on you on your own purchasing tour, or the one who, with a cold look and an impudent sneer, freezes the very buying instinct out of every possible customer that comes within his reach?

Do not think that because your neighboring salesman is discourteous and neglectful of his trade without losing his position, you can afford to be that way whenever you feel like it. Your worst competitor is yourself. The most important battles to fight are from within, and not without.

Incidents in the Fight.

By always being pleasant to your customers, great and small, by showing your appreciation of their trade, and by interesting yourself in the things you know will interest them, you can soon out-distance your ill-natured neighbor in the race for success. A continuation of the same kind of treatment which puts him out of the race will, also, soon show results in the fight you are making for promotion.

You can be sure of one thing—if you try your best to be friendly and accommodating to all customers and show them you appreciate them, you will be doing all that any one could possibly do to get and hold their trade, all that was ever done by those who were once struggling as you are for a foothold, but who now enjoy high-salaried positions and a share in the profits in the house where you are employed.

Every successful retail merchant started where you are and won out by being faithful to his trust.

Your very biggest club with which to despatch all doubt as to your advancement is the good-will and confidence of those above you in authority, and the friendly feeling of every one with whom you have dealings of any sort. With this, a thorough knowledge of your particular line of goods, and a careful study of the duties of the man just ahead of you in a more responsible position, you will find you are in mighty good shape to hold your own against all newcomers, and to be a candidate for promotion on the first opportunity that arises. There is no such thing as good salesmanship

without enthusiasm. I know we have what we call "near-salesmen," but they do not possess that precious quality.

The Place of Enthusiasm.

I do not believe you can separate enthusiasm and true salesmanship. In fact, enthusiasm is the life of salesmanship.

The salesman who is enthusiastic in the sense that he pays more attention to the sporting edition of the daily papers than to his customers, who hands out a yard and a half of unbleached cotton and a mile and a half of self-importance for twelve cents, does not know the meaning of enthusiasm.

And I want to say to you men who profess to be salesmen, but who are just plain every-day shams, that I do not intend to lose a single chance to pour hot shot and grape and canister into your ranks. You are the gentlemen I am after.

Now, if the sham salesmen who happen to encounter these lines want to continue to be shams in the open, I say, "Go it, go it, boys"; but if you members of the profession who are only "near-salesmen" posing as the genuine article want to continue so to pose, I will brand you as no-accounts until you either reform or renounce your faith in the profession of salesmanship, and start to look for some other kind of employment.

Having it Out.

Somebody has a right to say a few things along these lines, and I propose to have it out with your class before I get through with you, whether you interpose any objections or not. I want to talk to you men who have made your sham pretences in the world of salesmanship and drawn pay for work wretchedly done, keeping a real salesman out of the game that you are trying to play. You have been at it long enough to be a stumbling-block and a disgrace to the science of the greatest of all professions.

I can stand anything better than I can stand a sham or shirking salesman. I always did have a hatred for near-things, humbugs, and cheats, and of all the humbugs that ever plied a profession, the "near-salesman" is the "humbuggest."

When a man who thinks he is a salesman gets a little swell-headedness, a little "I'm-it-ness," and a little of almost everything, and is made up out of a hundred different sorts of negative things, and attains a little twelve-dollar-a-week position, then he is a first-class humbug in every sense of the word.

With your salesmanship right, with the fountain clear, the stream will be clear. With a good tree the fruit will be good. And I declare to you, "near-salesmen," that the hardest work a man ever tried to do is to be a salesman without salesmanship; to be a good salesman with a shallow nature and a sham heart.

Softening Sunshine.

There's no denying the fact that every retail salesman is at times sorely tried with people who look at the world

through blue glasses, but the professional salesman knows that sunshiny salesmanship softens the frostiest buyer. It is difficult to keep patient while waiting on a grumpy customer, but it pays in the end to keep your temper, even with the most obstinate and surly.

The salesman who is intent on achieving the greatest selling results literally burrows into the business of selling goods. He must have a nose for sales-making as true and keen as the scent of the bloodhound. That is enthusiasm. It can be developed. Fall in love with your work, and you cannot help becoming enthusiastic.

Fall in Love With the Work.

Enthusiasm is a soul quality springing from knowledge and confidence. The more knowledge you have, the greater becomes your confidence, and your enthusiasm increases in the same proportion.

Look on the bright side of things. Nothing so paralyzes enthusiasm as pessimism.

Next to honesty, enthusiasm is the most essential quality in successful retail salesmanship.

Arguments are of no avail, and tact is worse than wasted, if you do not present your subject with all the enthusiasm you can muster.

The listless answers and hesitating manner of "near-salesmen" cause all shoppers to wonder why these men are not displayed in the show-cases in front of them in place of the goods they represent.

Put the goods on top of the case and crawl inside, Mr. Near Salesman. Almost any article of merchandise in your department is able to plead its own case much more eloquently and effectively than can you, if you will give it half a chance.

Who has not been angered and driven away in disgust by having their goods banged down in front of him and the price hurled in his teeth by a dyspeptic salesman with a makes-little-difference-to-me-whether-you-take-it-or-leave-it expression, who, believing his whole mission is performed, stands glaring at him, waiting for his decision?

(To be continued.)

THE NAME SINKS IN.

Perhaps no fact has been more thoroughly proven than the fact that the name of a well-advertised article records itself on the mind unconsciously, whether the reader will or no. When an advertiser talks up his goods to an audience composed of the people who are destined to handle them, his name becomes as familiar to the trade as are the names of certain soaps and pills to the public generally. The traveler carrying samples of goods well advertised in the trade press has an easier and more profitable time than the man selling unknown goods.

The Original Package Ingersoll Cream Cheese

"IN BLOCKS"
Spreads Like Butter



FOR SALE EVERYWHERE

There is only one **INGERSOLL CREAM CHEESE** in blocks. It is known favorably **EVERYWHERE** for the quality never changes. It is constantly in demand by **EVERYONE** for its distinct flavor, soft texture and creamy consistency. **"IT REALLY SPREADS LIKE BUTTER."** To the trade it carries a guaranteed profit and an active and increasing sale.

BEWARE OF THE IMITATOR

AGENTS:

Mason & Hickey, Winnipeg, Man.
 W. J. Youell, Toronto, Tel. College 5032
 The J. A. McLean Produce Co., Ltd., Toronto
 W. H. Dunn, Esq., Montreal
 Robt. Colwell, Halifax, N.S.
 Wm. Forbes, Ottawa

Cyrus King, Hamilton
 J. A. Wilson, London
 J. B. Renaud & Co., Quebec
 R. R. Rankin, St. John, N.B.
 Baird & Peters, St. John, N.B.
 The Riley Ramsay Co., Port Arthur.

Order from any wholesale grocer, our agents, travellers or from Ingersoll.

STOCK ONLY THE ORIGINAL PACKAGE

MANUFACTURED BY

The INGERSOLL PACKING COMPANY, Limited
INGERSOLL ONTARIO CANADA

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying its just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

Careful selection of Hogs suitable for Canadian trade.

Strict attention to all details in curing.
Only the best quality of meats in stock.

ASK FOR

O'MARA'S BACON
HAMS, LARD and SAUSAGES

Prices gladly quoted, delivered your station, for large lots.

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

F. W. Fearman Co.

Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
Hamilton, Ont.

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 24.

At the time of our last report, the condition of the pastures throughout the country was very bad indeed, but now, owing to the continuance of the dry weather, it has reached an acute stage.

The situation is a very serious one and farmers are hard pressed to supply water for their stock, to say nothing of the needs of pastures. Cattle are running about bellowing in a wild endeavor to find a drinking hole. This deplorable condition and the forest fires, which are jeopardizing life and property, have placed the farmers in a very serious position. Considerable discussion has arisen of late, regarding the status of Canadian cheese, in the English markets. The statement was made by a Canadian newspaper, that our cheese was a necessary factor in the markets on the other side, judging from certain indications which pointed in that direction. This statement, however, did not seem to find favor in England, and one gentleman who evidently does not want us to entertain a too lofty opinion of ourselves, took exception to it.

It might be pointed out, before going farther, that the reason for making the statement was based upon the fact, that the English buyers have been taking our cheese at fancy prices when they could have obtained the amount required in other quarters. From this, it was naturally conjectured, that our cheese was so much preferable to other makes that they were willing to pay better prices than they were obliged to pay for the products of other countries. This seemed a logical conclusion, but obviously has not been received with grace by the buyers on the other side. When prices were high here the British buyers made them higher by buying, to be held for their account. At the same time the availability of New Zealand and Cheshire cheese was suggested in no unmistakable way, to the Canadian exporters. This overt, but gentle threat failed to accomplish its purpose, and prices continued to soar. The whole thing seems to be in the superior keeping quality of Canadian early fall make. This fact predisposed the English buyer in our favor, and seems to be the reason why he is willing to pay a better price for our cheese, when he can get apparently as good cheese at a more advantageous price.

Receipts of cheese for the week ending Sept. 19 were 82,349 boxes against 67,641 boxes for the same period last year. This is very creditable in view of the depleted condition of the pastures. For the season up to Sept. 19 the receipts were 1,402,804 boxes against

1,564,551 boxes for the corresponding length of time last year. These figures show that the production up to the present time is 161,747 boxes less than last year. With favorable weather and a continuance of the gains which were being made it is safe to conjecture the yield would have been ahead of last year's. Westerns are quoted at 12½c to 13c and Eastern at 12½c to 12¾c. Exports of cheese from Montreal last week amounted to 69,580 boxes as against 60,675 boxes for the previous week and 59,520 boxes for the corresponding week of last year. There were also shipped from Quebec 1,653 boxes, making total exports for the week of 71,239 boxes. Total shipments from Montreal since May 1, 1,217,846 boxes, as against 1,373,370 boxes for the corresponding period of last year. Total shipments exports since May 1, 1,264,177 boxes as compared with 45,830 boxes for the corresponding period of last year. Total exports since May 1, 1,246,177 boxes as compared with 1,419,200 boxes for the corresponding period of last year.

There is a considerable amount of uncertainty about the butter market, just at the present time, owing to the new complexion affairs have assumed, due to the much reduced make. This condition of affairs also exists in England, and has resulted in a lull in the export business.

THE PROVISION SITUATION

Toronto, Sept. 24.

The need of some action being taken to bring the interest of Canadian farmers back to the matter of hog raising has not been more evident from the packers' standpoint for a long time than at present.

This week everything is favorable for large business at good prices both at home and abroad. The English market is reported short of bacon and the price has advanced materially, ruling from 66 to 68 shillings. The Danes have not kept up their usual large shipments for several weeks, and with little going forward from the United States and practically nothing from Canada supplies have been eaten up and the market is short. This has shoved the price up a couple of notches and at present there is every opening for good business for Canadian packers. The packers are willing enough to do the business all right, but the old trouble, no hogs, handicaps them and thus a golden opportunity is lost.

Packers seem to be doing their part to bring out the hogs. \$6.75 continues to be offered generally for f.o.b. shipments and this should do the work if there were any hogs to come. The fact

that they are not forthcoming at this price is surely an evidence that there are very few in the country. The few that are being shipped are of very light quality and not at all satisfactory. As a result the packing houses are running at half time or less. Some factories are not killing at all, and are disposing of their stock of the less choice cuts to parties, who would not look at these for a moment earlier in the summer.

Receipts of butter for the week ending Sept. 19 were 10,481 packages against 10,022 packages for the corresponding week. This is an exceptionally good record in the face of the prevailing weather conditions. The receipts for the season up to Sept. 19 were 318,692 packages against 316,088 packages for the same period of last year. Prices rule at 25½c for finest creamery in round lots and 26c in a jobbing way.

Exports of butter last week amounted to 2,365 packages, as compared with 1,612 packages for the previous week and 2,579 packages for the corresponding date last year. Total exports since May 1, 76,647 packages as compared with 65,261 packages for the corresponding period of last year.

If present conditions continue, pork products will be dear food this winter. Advices from Denmark state that shipments will probably be light from that market for two or three weeks. This will tend to keep the British market stiff and receptive for Canadian bacon. If a supply of hogs could be secured there would still be a chance for a term of good business but chances are not at all encouraging.

Conditions in the U. S. markets have been rather more quiet the past week, as is evidenced in the following summary from the New York Journal of Commerce.

"There has been a sort of bull market on provisions the past week without activity or much advance. The bullishness has been on the near deliveries,

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

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

which the packers have held up in order to work off their high-priced stocks without loss, and at the same time induce the speculators to buy the late options, because they were at a discount. At the same time packers were talking bullish on January products because of the corn crop shortage and prospective higher prices until mid-week, when improvement in this prospect was so great that it proved a bear argument rather than a bull one in sympathy with the sharp and continued decline in corn. At the same time the packers withdrew the support of active operation in the near months and let the market fall back until near the close, when they rallied it again and ran in the shorts made on the decline, but the cash market has shown very little improvement, here at least, in any branch of the trade, though Chicago has kept shouting about the good cash demand which was confined chiefly to the Cotton States' demand for bacon and to the interior demand for lard, which it is drawing from Chicago in many sections because of the unusually light yield of lard, owing to the fact that few hogs have been fed with corn at ruling high prices this season."

PROVISION MARKET'S

MONTREAL.

PROVISIONS—There is a strong undertone to this market. Prices remain the same, with probability of an advance shortly.

Heavy Canada short cut mess pork, in tierces...	34 00	35 00
bbbls.	23 50	24 00
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Heavy Canada short cut clear pork	23 00	23 00
Very heavy clear pork	24 00	24 50
Plate beef, 100-lb bbls.	08 00	08 00
" 200 "	15 50	15 50
" 300 "	23 00	23 00
Pure Lard—		
Tierces, 375 lbs.	0 12½	0 12½
Boxes, 50 lbs., grained.	0 12½	0 12½
Tubs, 50 lbs.	0 12½	0 12½
Pails, wood, 20 lbs., parchment lined.	0 13	0 13
Tin pails, 20 lbs., gross.	0 12½	0 12½
Cases, tins, 10 lbs, each	0 13	0 13
" 5 "	0 13½	0 13½
" 3 "	0 13½	0 13½
Compound Lard—		
Tierces, 375 lbs.	0 08½	0 08½
Parchment lined boxes, 50 lbs	0 08½	0 08½
Tubs, 50 lbs.	0 08½	0 08½
Wood pails, 20 lbs net.	0 09	0 09
Tin pails, in cases.	0 09	0 09½

CHEESE—In some districts, especially Brockville and parts of the Eastern Townships, the make has diminished to one half the normal volume. This is due to the continued drought. Prices remain the same.

Cheese, Easterns	0 12½	0 12½
Westerns	0 12½	0 13
old.	0 15	0 15½

BUTTER—Locally, there is a fair trade passing. There is no export demand just now. Supplies continue good in consideration of the burned condition of pastures generally in the country. Prices are slightly firmer this week for prints.

Fresh Creamery, solids, lb.	0 25	0 25½
pric ts, lb	0 25½	0 2½
Dairy, tubs, lb.	0 20	0 22½

EGGS—Receipts are continuing to be good. The quality is improving and the local demand is good, especially for the best grades. Prices remain the same as at the last quotations.

New laids	0 24
No. 1 Eggs	0 19 0 20
No. 2 Eggs	0 15 0 18

HONEY—Various reports from the honey producing centres indicate a large production of buckwheat honey. Ample supplies of all varieties are arriving and the demand is good. So volume of trade passing is large. No change in prices.

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

TORONTO.

PROVISIONS—Not much change has come over the complexion of the market during the week. The continued warm weather has kept to the front the lines prominent during the summer. Price quotations remain unchanged and pretty much the same conditions prevail. Packing houses are running short. Hogs are very slow in coming in, and supplies are in consequence rather scarce. Inquiries are frequent enough, but some orders going out are short on certain lines.

Long clear bacon, per lb.	0 12	0 12½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11½	0 11½
Light hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 12	0 13½
Shoulder hams, per lb.	0 10½	0 10½
Backs, plain, per lb.	0 17½	0 18
pea meal	0 18	0 18
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl.	23 50	23 50
Lard, tierces, per lb.	0 13	0 13
" tubs "	0 13½	0 13½
" pails "	0 13½	0 13½
" compounds, per lb.	0 8½	0 09½
Plate beef, per 200-lb. bbl.	15 50	16 00
Dressed hogs	0 09½	0 09½

HONEY—Unchanged from last week's prices and with fair business being done, honey is still to the front. The demand is by no means brisk, but sufficient trading is passing to make it well worth while carrying this line.

60-lb. tins	0 0 ½ 0 09½
Smaller sizes	0 09 0 10
Comb, doz.	1 60 1 75

BUTTER—The drought has interfered to quite an extent with the freedom of supplies. Demand has continued good, and will remain so for the winter. Prices while not advancing, show some indications of firming up. There is not much butter for export, and local demand seems well able to take care of whatever is offered.

Creamery prints	per lb.	0 25½	0 26½
Creamery solids	0 23	0 24	
Farmers' separator butter	0 23	0 24	
Dairy prints, choice	0 22	0 23	
" ordinary	0 18	0 20	
" tubs, choice	0 21	0 22	
Bakers' butter	0 18	0 19	

EGGS—A little better in supply than butter, is this line. Prices advanced from 21c. to 22c. There could be improvement in the number of eggs arriving, but those offered at present are much superior to those sold during the hot months.

CHEESE—Still quiet, but with a prospect of opening up. While quoting last year's September cheese there is hardly a pound of it to be obtained locally.

Cheese, large, prime old	0 14½	0 15½
" new	0 13	0 13½
" twins, new	0 13½	0 13½

POULTRY—The market is opening up briskly, and while the demand during exhibition has not been reached by local inquiries, there is a steadily advancing trade being done. Prices are still at last week's figures.

Spring chickens, per lb, live.	0 10
Hens, per lb., live	0 07 ½
Young ducks, per lb.	0 08
Turkeys, per lb.	0 13



A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.



ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

Clark's Corned Beef

This and the following weeks housekeepers from Coast to Coast will read, in the daily press, about the excellence, goodness and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK and BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stock complete.

WM. CLARK

Manufacturer

MONTREAL

The Demand For

BOVRIL



is increasing. See that your stocks are complete so that you lose no sales in the best season.

We have now ready two new hangers, one an exact representation of a member of the N.W. Mounted Police.

A post card addressed to

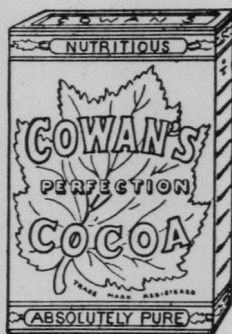
BOVRIL Ltd.

27 St. Peter St.

MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

Pure Fresh Delicious
COWAN'S
Cocoa and Chocolate



The name "Cowan's" stands for the highest grade of quality in Cocoa and Chocolate. It is the choice of particular people—people who are always on the lookout for a good article and appreciate it when they find it. If you wish to gain the trade of this class of people you will handle the goods they require.

The Cowan Co., Ltd.
Toronto, Canada

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Chocolate Season

The weather is getting cooler, the nights longer, and more refreshing, cheering drinks longed for. To prepare the drink of all drinks, get your customers to use

**Mott's
Chocolate**

There are two brands to remember, for drinking and eating, and cooking purposes—

"Diamond" and "Elite"

brands. Your Jobbers carry both.

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

SELLING AGENTS:

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

By Royal



Letters Patent

Nelson's Opaque, Brilliant,
Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards,
Fruit Puddings, Bottled Jellies, Lemonade
Crystals, and Baking Powder.

Nelson's Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

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

The above can be had from any of the following agents:

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

"MAKING BOTH ENDS MEET"

is a problem for most housewives in these times of pinched purses.

You can help "the woman behind the pocket-book" by telling her about

SHREDDED WHEAT

It contains more real nutriment than beefsteak or eggs, is more easily digested and costs much less. Two Biscuits (heated in the oven) with milk and a little fruit and a cup of coffee will supply all the nourishment needed for a half day's work at a cost of five or six cents.

Try it yourself and then tell your customers about it.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co. Ltd.
Niagara Falls, Ont.

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THE FLOUR AND CEREAL MARKETS

Strong Outlook in Both Markets—Flour Exceedingly Strong With Good Export Demand and Business.

The feature of these markets this week is the strong outlook in both flour and cereals. In Ontario, business in flour is exceedingly good and prices on winter wheat grades have advanced in consequence. In Quebec and the east, the situation continues strong, though so much activity is not in evidence.

Export demand also is more in evidence this week and considerable business is being done. Indeed the whole situation is very encouraging, with good outlook for a splendid winter's business both local and export.

MONTREAL.

FLOUR—The flour situation remains practically unchanged since our last report. There is, however, a small but steady improvement to note. Stocks are not large and prices remain firm. There continues to be some inquiry from foreign points, but this has not culminated in any buying yet.

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

ROLLED OATS—The advance continues to be maintained, and the demand is showing some improvement, although sales are not large. Prices remain the same.

Fine oatmeal, bags.....	3 65
Standard oatmeal, bags.....	3 05
Granulated.....	3 05
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 95 2 00
Rolled oats bags.....	3 55
" bbls.....	5 35

FEED—Demand for bran is good, and supplies available are very limited, so dealers are not pushing business. Sources of supply which have been cut off are now becoming productive, so the tension will soon be removed. Shorts and middlings are also in good demand and prices are unchanged.

Ontario bran.....	21 00 23 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 26 00
" bran.....	00 22 23 00
Mouillie, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 60 1 70

TORONTO.

FLOUR—The market is strong and booming with good demand both locally and for export. Shipments have been made during the week to South Africa, Bristol, London and elsewhere. The strong all-round demand has caused a firming up in winter wheat, which has advanced 20 to 30 cents.

Manitoba Wheat.	
80 per cent. patents.....	5 70
85 " ".....	5 00
Strong bakers.....	4 80

Winter Wheat.	
Straight roller.....	4 00 4 30
Patents.....	4 40
Blended.....	4 60

CEREALS—Though the outlook continues strong, the local demand has flattened off somewhat the past week. This however, is looked on as only a tem-

porary dullness. Manufacturers are experiencing difficulty in getting supplies of Ontario winter wheat. Prices are steady.

Rolled wheat in barrels, 100 lbs.....	2 55
" oats in bags, per bag 90 lbs.....	2 80
Oatmeal, standard and granulated, in bags 98 lbs.....	3 10

CEREAL AND CONFECTIONERY NOTES.

E. S. Meers, confectioner, Balearres, Sask., is succeeded by C. H. Barnes.

Carlo Casei, fruit and confectionery dealer, Halifax, has been registered.

Higham & Ramsey, millers, Stonewall, Man., are succeeded by Weston Montgomery.

J. R. Choquette, Trail, B.C., has sold his confectionery and tobacco business to Gaudin Bros.

James Wallace & Co.'s confectionery and fruit store, Belleville, was damaged by fire last week.

D. J. Cullen, Deloraine, Man., has sold his confectionery business to C. E. Stevens & Sons.

T. S. Blues, Granton, has sold his bakery and confectionery business to Mrs. Sarah J. Mellveen.

Miss Mabel L. Glenny's confectionery store, 338 Queen Street West, Toronto, was damaged by fire last week.

A SUCCESSFUL AD.

A story now traveling the rounds of the press is credited to Lillian B. Hill, the well-known writer of humorous advertisements, who said at a dinner a short time ago:

"Advertising lends itself to almost any imaginable purpose. For instance, at Sea Beach, the other week, a confectioner found himself with a great number of stale tarts on hand. He rid himself of these tarts, and of all his fresh ones besides, by inserting the following advertisement in the local press: "Personal—A young man of agreeable exterior and ample means desires to form the acquaintance of a lady. Object matrimony. Beauty and wealth are not so much in requisition as a good character and an amiable disposition. Young ladies who may feel inclined to look with favor upon this young man are hereby asked to call at Dough's confectionery on Atlantic Avenue at three o'clock this afternoon and, as a means of identification, to purchase and eat a tart."

"A few minutes after three that day Dough's tart shelves were quite bare."

E. J. Cahill, general merchant, Jersey Mills, Que., is dead.

G. S. Potts, general merchant, Duncan, B.C., died last week.



FIGURE IT OUT

How often have you sold soda biscuits to a customer only to have her come back and complain that they weren't fresh? It was not your fault, of course, but that didn't seem to help matters much, did it? There was just a little slackening of confidence noticeable that made you feel rather unpleasant. Why not try and avoid such risks by stocking with goods you can positively recommend? You can always rely on

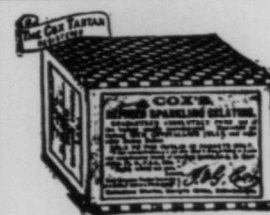
MOONEY'S PERFECTION SODAS

being fresh, crisp and pure. Our method of baking is perfect and so is our packing. A trial order would be appreciated by your customers.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



GOX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

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

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

Mr. Groceryman

- ☞ You are in a favorable position to take advantage of the offer of the Orange Meat people.
- ☞ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.
- ☞ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

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

Try a business card in
The Canadian Grocer.

MANUFACTURERS' MEETING IN MONTREAL.

Questions of Importance Discussed—
First Meeting of Biscuit and Confectioners' Section.

The Canadian Manufacturers' Association met for the 37th time at the Windsor Hotel, Montreal, last week. Many questions of paramount importance to the manufacturers of Canada were discussed. The meetings were largely attended and every section of trade in Canada was represented.

The meeting was presided over by Hon. J. D. Rolland, president of the Association. He was assisted by John Hendry, of Vancouver, vice-president, and G. M. Murray, Toronto. The magnificent growth of the Association was pointed out and it was also shown that there were yet some 500 manufacturers available for membership. The treasurer, George Booth, presented the financial sheet of the Association, showing a favorable balance.

The president in his address referred to the general revival of business as evidenced by returning confidence. Throughout the troubled period Canada had perhaps suffered the least on account of the activity in railway building in the West and the tide of immigration which is flowing into that country. The president drew attention to the enormous amount of money being expended in the development of transportation lines. A menace to Canada's control of her own freight carriage was shown in the way of construction of railroads leading to the American boundary which acted as feeders for the great American railroads. The preservation of the forests next came in for some attention. The vastness of

Canada's wealth in her forests was pointed out as a great national asset and it was urged that measures be adopted to save for Canadians this great possession.

The question of pulpwood was involved in the last discussion and the president pronounced in favor of the total prohibition of its exportation to the United States. The value of a cord of pulpwood increased many fold when manufactured into pulp here.

The tobacco industry was next touched upon and various methods of enlarging it were suggested. The precarious condition of the woolen trade was alluded to and a higher protective tariff was considered essential to its rejuvenation.

Following this there was a strong appeal for a greater and more comprehensive system of technical education. The value of this in a young country like Canada was shown. The discussion of this subject culminated in the voting of a grant of \$5,000 for the furtherance of the work.

Reports regarding the tariff were read and much talk ensued regarding abuses of the dumping clause, showing how American manufacturers had succeeded in evading it. The appointment of additional trade commissioners was urged in Great Britain.

Several sectional meetings were held, the one perhaps of most interest to the grocery trade being the confectionery and biscuit manufacturers' section, which has been recently organized and met for the first time. The meeting was not important from a business aspect, as it was of a social nature and provided an opportunity for those engaged in this line of manufacturing to meet one another in an informal way.

MAPLE SYRUP

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.



H. CONSTANT

First and sole maker in Canada
of all kinds of

MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

SUCHARD'S COCOA

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

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain
House.
C. A. PARADIS, Quebec



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

A Good Investment

**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

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

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BUSINESS CHANGES IN CANADA

Brief Items Summarizing the Changes in the Grocery Trade During the Week
—Assignments and Sales, New Companies Organized.

B. Hogue, grocer, Montreal, has assigned.

O. Poitras, grocer, Lachine, Que., has assigned.

Harrison Bros., grocers, Winnipeg, have assigned.

Hazlett & Morris, grocers, Vancouver, have dissolved.

Wright Bros., grocers, Vancouver, have dissolved.

Duff & Paine, grocers, Vancouver, have dissolved.

A. G. Vandandaigne, grocer, Montreal, has assigned.

J. Leavitt is opening a grocery store in Georgetown, Ont.

The Sterling Tea Co., Ottawa, is retiring from business.

Mrs. Margaret Sloan, grocer, London, has sold her business.

The assets of A. Charron, grocer, Montreal, have been sold.

Wentzell's Limited are opening a large grocery store in Halifax.

J. M. Laurence & Co., grocers, Montreal, have been registered.

The W. B. Reid Co., cigar manufacturers, Toronto, have assigned.

The Graves Vinegar Co., Bridgetown, N.S., is erecting a cider plant.

Frank G. Woolnough has opened a grocery store at Niagara Falls.

The assets of J. Chabelle, grocer, Chicoutimi, Que., have been sold.

J. W. Roe, Toronto, has sold his grocery business to S. W. Sanders.

R. S. Leroux, general merchant, Roxton Falls, Que., has compromised.

Andre Nault, sr., general merchant, Riviere Desert, Que., has assigned.

J. J. Burton, grocer, 1156 Queen St. west, Toronto, has sold his stock.

F. Trepanier, grocer, Montreal, is contesting a demand for assignment.

D. Pelletier, general merchant, Cedar Hall, Que., is offering to compromise.

J. A. Doyle's grocery business was sold by auction at Halifax last week.

W. H. Clapperton, general merchant, Maria Capes, Que., has compromised.

Fire at Belleville last week damaged the grocery store of H. E. Fairfield.

James Lawton, grocer, 135 Argyle Street, Toronto, is giving up business.

P. Richer, general merchant, St. Samuel de Horton, Que., has assigned.

The assets of L. P. Choquette, grocer and liquor dealer, Montreal, have been sold.

Hoyt Bros., grocers and bakers, Lequille, N.S., have dissolved partnership.

The assets of J. E. Paquin, general merchant, Normandin, Que., have been sold.

Andrew Foster & Co., grocers, Hamilton, will vacate their present premises shortly.

Wolfe & Moltzer intend opening a grocery store at Port Colborne, on October 1.

F. Ferguson, St. Thomas, contemplates extensive improvements in his grocery store.

Wm. A. Meldrum, grocer and baker, West Lorne, Ont., is succeeded by N. Vansyckle.

A. L. Pomeroy, general merchant, Compton, Que., is asking for an extension of time.

Geo. La Motte's grocery and crockery store, Strathroy, was damaged by fire last week.

Addison M. Morton, general merchant and lobster packer, Lower Argyle, N.S., has assigned.

The assets of Walter Erratt & Co., general merchants, Englehart, Ont., have been sold.

F. Burke, 234 Sumach Street, Toronto, is succeeded in the grocery business by John Schmidt.

The assets of Nap. Arbour, general merchant, Little Bonaventure, Que., are advertised to be sold.

The assets of J. F. Bugeand, general merchant, Bonaventure River, Que., are advertised to be sold.

The general store of W. Y. Spence, Earlton, Ont., was burned last week. There was no insurance.

A. Jamieson will, on October 1 take over the grocery business of H. Humphries, Port Franks, Ont.

Dove & Manly, grocers, Toronto, have dissolved partnership. The business will be continued by V. P. Manly.

J. E. Cowan's grocery store, St. John, was burglarized last week and \$6 was taken from the cash register.

Broadfoot Bros., general merchants, Gladstone, Man., have sold their business to T. R. Vardon & MacGregor.

Geo. Thompson, general merchant, Grenfell, Sask., has sold his business to M. J. Armington, lately of Winnipeg.

G. R. Ramey & Co.'s wholesale aerated waters business at Halifax was seized and the stock sold by the sheriff last week.

The general store of John Le Brun, Arichat, was burned last week. The loss amounts to \$25,000, with no insurance.

Ewart & Barnes, general merchants, Mandaumin, Ont., have dissolved partnership. The business will be continued by Mr. Ewart.

Grace & Perras, general merchants, Gracefield, Que., have dissolved partnership. The business will be continued by F. W. Perras.

Burglars broke into Michael Hughes' grocery store, 50 Alexander Street, Montreal, one night last week and made off with about \$50 worth of goods.

John McMulkin, St. John, is retiring after 40 years in the grocery and provision business. His son, Fred. McMulkin, and Harry G. Titus, will continue the business.

Gould Bros., grocers and millers, Uxbridge and Midland, have dissolved partnership. Harvey J. Gould will continue the grocery business, and Chas. Gould will look after the milling business.

New Companies.

The Standard Milling Co., capitalized at \$40,000, has been granted a charter to carry on a milling business at Listowel. The provisional directors are R. H. Stewart, J. M. Schinbein, W. E. Dingman and Geo. Bray.

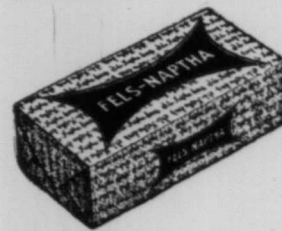
The Dominion Fruit Exchange, Limited, Ottawa, capitalized at \$40,000, has been granted a charter to take over the business of the Dominion Fruit Exchange. The provisional directors are R. J. Graham, K. B. Conger and G. A. Booth.

The W. J. Quesnel Co., Sudbury, Ont., capitalized at \$10,000, has been granted a charter by the Ontario Government to carry on a general merchandise business. The provisional directors are Mary Clemow, Emma Laforest and Arthur J. Manley.

Why is it

so many different classes of consumers demand Fels-Naptha, a laundry soap sold by grocers? Because Fels-Naptha soap is "just right" for so many different special uses, in addition to general wash.

Keep it well stocked and well displayed.



FELS & CO., PHILADELPHIA

FRUITS, VEGETABLES AND FISH

Peaches and Grapes the Centre of Fruit Lines—Cranberries Have Made Their Appearance—Idaho Prunes a New Line—Excellent Sweet Potatoes—Plenty of Tomatoes—Whitefish Scarce.

If there is one line that is more than free in supply that line is grapes. Green and blue grapes in car lots are going out daily from the Niagara Peninsula to the nearby Canadian markets, and even Montreal is displaying this line. Prices, too, are less than reasonable. One packer, at least, is showing his business acumen in looking ahead for future business by putting up choice bunches of assorted varieties in convenient and neat packages ready for the table. California fruit has been arriving in choice packages right along, and this fact, no doubt, has much to do with the better price obtained for imported fruit.

Peaches are much in demand at present and though supplies are free prices keep up. The Niagara district appears to supply the whole of Canada with fruit outside of portions of the Northwest, but with the demand growing larger every year the limit of what the fruit belt can produce will be reached very soon. Take London alone, about six cars a day are sent to that city to be distributed to nearby points. Toronto takes eight and ten cars daily and if the cars of bananas watermelons, oranges and lemons, which are unable to get into the market there, be added there must be a daily average of fifteen cars of fruit disposed of in that city. Montreal, of course, takes a great deal of all kinds of fruit and being a shipping port the amount of business handled could not so easily be reckoned. Winnipeg and the West are beginning to dip deeply into the Niagara fruit basket and the Government recently appointed inspectors at Fort William to examine all fruit going through to the West.

Some splendid apples of the "Wealthy" variety are seen on the various markets. Pears and plums are getting scarce. Bananas have declined 25 cents both in Montreal and Toronto.

New celery and lettuce are offered in the vegetable line and the potato season is opening to good business. Pickling lines are in demand.

Oysters are being asked for all over the country and the fresh water fish are in much demand, but are very scarce. Sea lines are freer in supply and smoked and dried lines are exhibited everywhere.

MONTREAL.

GREEN FRUITS—Peaches are somewhat lower, now ruling at \$1.25 to \$1.50. Verdelli lemons are also lower, having declined \$1.75 and are now offered at \$3.25. Bananas are cheaper for best grades by 25c. Blueberries are practically off the market, none being offered. The best grades of canning

peaches are a little firmer. There are no blackberries being offered this week, the season being over. Grapes are in good supply at low figures. The demand for fruit during the week has not been very brisk. Other prices are the same as last quotations.

California oranges, late Valencia	4 00	5 00
Peaches, boxes	1 25	1 50
Plums, 1 basket	1 50	2 00
Pears, boxes	2 75	3 25
Verdelli lemons	3 15	
Bananas, per bunch	1 75	1 50
Watermelons, each	0 30	0 40
Pineapples	4 75	5 50
New Apples, per bbl	1 75	3 25
Montreal melons, per basket of 3-14 me's	3 00	5 00
Can Peaches, basket	0 5	1 25
Plums, basket	0 50	0 75
Pears, basket	0 40	0 60
Concord grape, blue	0 17	0 18
Niagara " green	0 18	
Roger " red	0 23	
Delaware	0 35	

VEGETABLES—There is a fairly general advance to be noted in the vegetable market this week. The tomato season is coming to a close and supplies are not arriving in such quantities as for some time past. Celery is stronger now, being quoted for the best grades at 75c. Lettuce is quoted at 50c and is rather scarce at that. Beets have gone forward 5c. Pumpkins are cheaper at \$1 a dozen instead of 16c to 20c apiece. Locally, trade is very dull. Other prices rule the same as last week. Bonsecours market has not seen the same volume of trade as formerly and a dealer there said, "The class of people who frequent the place are different than in the old days. Those who come now are not so profitable as they might be," and continuing he said "The scarcity of ships in the harbor is also a source of great loss to the dealers in this part of the town."

Parsley, per doz. bunches	0 25
Sage, per doz.	0 50
Savory, per doz.	0 25
Celery, doz.	0 35
Water cress, large bunches, per doz	0 25
Spinach, box	0 50
Green peppers, doz.	0 15
Montreal cucumbers, doz.	0 15
Beans doz bunch	0 15
Carrots, doz. bunch	0 10
Montreal tomatoes, gin box	0 10
Spanish onions, large crates	2 75
Lettuce, per doz.	0 50
Radishes, doz.	0 10
Horse radish, per lb.	0 10
Beans, green, bag	0 75
Egg plant, doz.	0 40
Cabbage, doz.	0 30
Montreal new potatoes, bag	0 90
Onions large bunch	0 15
Fresh corn, per doz.	0 07
Turnips, bag	0 15
Pumpkins, doz.	1 00
Squash	0 15

FISH—Haddock and cod are scarce this week, especially the former. This condition is the result of the appearance of the dogfish along the coast. Lake trout are in good supply and fine quality. Dore and pike are beginning to come in more freely and prices are a little lower. Halibut is in good supply, also haddies, kippers and bloaters. New Labrador herring is arriving and is of good quality. Bulk oysters are

First Arrivals

Cape Cod Cranberries

Stock extra fancy.

Almeria Grapes

Due this week. Heavy weights, fancy stock.

LET US HAVE YOUR ORDERS

Jamaica Oranges

Verdilli Lemons

Late Valencia Oranges

Valencia Onions

Large cases.

Canadian Onions

Yellow.

Canadian Apples

Fall and winter.

Write us for Close Quotations



25-27 Church Street, Toronto

B. L. O. E.

Best Lemons on Earth

It's the finest quality, honestly packed that makes

"ST. NICHOLAS"

"HOMEGUARD"

"KICKING"

"PUCK"

"LEAF" brands

The

B. L. O. E.

J. J. McCabe

Sole Agent

32 Church Street, Toronto

in good
been ve

B.C. salmon
Brook trout,
Haddock, pe
Fresh halib
Mackerel,
Dore,
Steak cod,
Market cod,
Pike, lb br
Whitefish, l
Lake trout, l
Sea trout, l
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Smoked—
Haddie
Kippers
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Crab Appli

Mak Melo

in good demand and supply. Trade has been very good during the week.

Fresh and Frozen Fish.

B.C. salmon, frozen	14
Brook trout, lb	0 22
Raddos, per lb	0 05
Fresh halibut	0 10
Mackerel, "	0 10
Dore, "	0 10
Steak cod	0 06
Market cod, lb	0 14
Pike, lb brochet	0 08
Whitefish, lb	0 10
Lake trout	0 09
Sea trout, lb	0 10
Flounders, lb	0 22
American live lobsters	0 10
Bullheads (dressed)	0 10
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 18
Kippered Herring, new, per box	1 25
Bloaters, per box	1 25
Smoked herring, per box	0 8
Prepared—	
Skinless cod, new 100 lb. cases	5 10
Shredded cod, 1 lb. cartons, 2 doz. cartons in box, per box	1 8
Dry cod, in brand as 112 lb.	6 75
Boneless cod, 1 & 2 lb. bricks, "Favorite" brand, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes, "Golden" brand	0 08
Boneless cod, 20-lb. boxes, "Winter Port" brand	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 0
Salted and Pickled—	
No. 1 Labrador herring, brls.	5 75
" " " brls.	3 25
No. 1 Mackerel, in pills	1 75
Medium green cod, per 200 lbs.	6 50
Large green cod, per 200 lbs.	7 50
No. 1 mackerel, half brls.	7 50
" " brls.	13 00
No. 1 salt eels, per lb.	0 07
Frozen—	
Salmon, Gaspe, per lb.	0 18
" " B.C. s. ring, per lb.	0 14
Pickered Dore, per lb.	0 10
Pike Brochet round, per lb.	0 05
" " dressed, per lb.	0 06
Whitefish, small round, per lb.	0 06
" " large, " "	0 08
Oysters—	
Standards, bulk, per gal	1 50
Standards, quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
" " pt. " "	1 10

TORONTO.

GREEN FRUITS—Peaches and grapes have the call and are still very plentiful. The former line hold their price well, it being almost impossible to get choice peaches below the dollar mark. Grapes, however, are easier in price, and may be had from 15c a basket. Some choice varieties of table grapes are now put up by fruit men in the Niagara district in neat wood and cardboard boxes. This shows that there are some live men about. No doubt the experiment will pay. California Tokay grapes are coming in and are in a class by themselves. Plums and pears are scarcer and are firming up in price. Some choice plums from Idaho have arrived, and from the bloom on the fruit must have been packed by experts. They certainly give pointers to packers in these parts. California prunes are expected before the week is out. Cape Cod cranberries are here and are sound and firm. All other berries are off the market. The past season was a good one for blackberries and huckleberries. Apples of better quality are beginning to come in.

Peaches, Canadian, fancy	1 03	1 50
" " medium	0 67	0 85
" " Freestone	0 30	0 60
Plums, Canadian greengage	0 50	0 75
" " large blue basket	0 50	0 75
" " Idaho blue, crate	1 25	1 25
Pears, Canadian Bartlett	0 10	0 61
" " preserving	0 30	0 40
Grapes, Canadian, blue, as ket.	0 18	0 25
" " green	0 14	0 25
" " California, green, crate	1 75	2 50
Apples, Canadian, early fall, bb.	0 23	0 34
Crab Apples, basket	1 60	2 15
Musk Melon, Canadian, basket	0 20	0 25
" " "	0 40	0 10

POULTRY AND PRODUCE SHIPPERS

Try us with your Shipments to Toronto

Hosts of satisfied shippers are shipping regularly. If you have never tried us, **start now.**

We are licensed dealers for handling **Wild Game, Deer, etc.**

PROMPT SALES PROMPT SETTLEMENTS
and Top Market Prices realized

WHITE & CO., Limited

Phone Main 6565

Commission Merchants

W.B.

Wholesale Fruit Broker

It is **WORTH SOMETHING** to you.

Will give your orders close personal attention, select the fruit—look after shipment as you would if here yourself. Nominal charge. Send your orders to me.

Experience. Knowledge. Facilities.

W. B. STRINGER

35 Church St. Toronto

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California **P** LUMS
PEARS
EACHES Prices.
Reasonable

HUGH WALKER & SON
GUELPH, ONT.

Better secure your Peaches and Pears now. Grapes in any quantity, also a full line of Jamaica and late Val. Oranges, Lemons, Spanish Onions in large and small crates. Your patronage solicited.

THE DAWSON COMMISSION CO., TORONTO

FRUITS, VEGETABLES AND FISH.

The Canadian Grocer

Cantaloups Canadian, salmon flesh, case.....	0 60	1 00
Oranges, late Valencias, California, box	4 25	4 75
Jamaica's, bbl	3 00	4 50
Lemons, Messina	1 50	2 00
Bananas Jamaica's, firsts	1 00	1 25
" Jamaica's eight,	1 40	1 65
" jumbos	0 15	0 30
Watermelons	9 0	
Cranberries, Cape Cod bbl.....	3 25	
crate		

VEGETABLES—The warm weather of the past several weeks has brought along a great quantity of tomatoes and they are easy at about 15c a basket. Some choice late second growth celery and lettuce is being offered and other lines are free in supply. The preserving and pickling season is in full swing and the popular lines of vegetables for this purpose are much in demand.

Sweet potatoes are improving in quality and Jerseys have the biggest call. Virginia sweets can be had for less money, but the stock is inferior to the Jerseys. Canadian onions are now being offered in bag lots. The potato season is again becoming active and St. Lawrence market and Colborne St. present a much busier appearance than during the summer months.

Gherkins, basket.....	1 25	
Tomatoes, Canadian, red, per basket.....	0 15	0 20
" green	0 25	0 35
Beets, Canadian, basket	0 20	0 30
Egg plant, basket	0 40	
Beans, wax, per basket	0 85	1 00
Potatoes, Ontario, per bag.....	0 85	
" New Brunswick, per bag	3 25	4 16
" sweet, barrel.....	1 50	
" hamper	0 90	
Onions, Spanish, per 50 lb. crate.....	0 60	0 75
" white, pickling, basket	0 30	
" Canadian, dried, basket	2 75	3 0
" Valencia extra, crates	0 40	0 5
Carrots, new, per bush l	0 25	
Green Peppers, basket.....	0 15	0 35
Red Peppers, basket.....	0 40	0 60
Cabbage, Canadian, doz.....	0 18	0 12
Green corn, doz.....	0 25	
Vegetable marrow, basket.....	0 30	
Squash, basket doz.....	0 50	
White turnips bush	1 00	
Cauliflower doz.....	0 75	0 60
Celery, native, doz.....	0 35	0 25
Lettuce, doz.....		

FISH—There is not enough fresh water whitefish arriving to meet the demand for this line. The sea lines however, are coming in freely and are bought up, too. Other fresh lines are sound and of splendid quality, though not so plentiful as one might wish. Sturgeon is actually very scarce. Perch

and trout among the fresh water lines, are easier in price, and so are blue-fins and mackerel. Sturgeon, sea salmon and pike are firmer. The dried and smoked lines are being inquired about, but are not yet in brisk demand.

Perch, large, per lb.....	0 06	0 07
Blue pickerel, per lb.....	0 05	0 07
White fish, Georgian Bay, per lb.....	0 11	
Herring, medium, per lb.....	0 05	0 07
Whitefish, Lake Erie.....	0 11	
Cod, fresh.....	0 08	0 09
Trout, fresh, per lb.....	0 10	0 11
Halibut, fresh caught	0 10	
Shredded cod, per doz.....	0 20	
Bluefins, small white, per lb.....	0 06	0 07
Haddock, fresh.....	0 13	
Sturgeon, per lb.....	0 18	0 22
Sea salmon	0 04	0 07
Pike	0 05	0 09
Pickrel, yellow.....	0 85	
Herring, Digby, smoked, bundle 5 boxes.....	1 30	1 40
" kippered, 12-lb. box.....	0 18	0 20
Mackerel, each	0 20	
Smelts, per pound	0 15	
Pollock.....	1 50	
Oysters, Long Is and, standard gal.....	1 75	
" " extra.....	1 85	
Sole, Nova Scotia	0 15	
Ciac'es, basket, 15 lb.....	1 25	
Finnan Haddie, smoked, 15-lb package	0 05	0 9
Boneless cod, quail on toast.....	0 06	
" imperial	0 07	
" steak	0 07	

WATCHING WESTERN FRUIT SHIPMENTS.

The staff of Dominion fruit inspectors has been increased for this season by new appointments. An inspector will be stationed at Port Arthur and Fort William to watch shipments to points between the Soo and Winnipeg. It is intended to give particular attention to shipments in bond, via the Niagara river. Shippers using this route are warned by the Department of Agriculture that it may be necessary to detain cars at the frontier in order to make a proper inspection.

HOW A TRAVELER SAVES "QUARTERS."

The season when Fall Fairs abound is not a pleasant one for the commercial traveler. Not only are the hotels crowded and accommodation inadequate, but it is always a source of annoyance to the knight of the grip when he is lining up to pay for his meal at the

small country hotel and has to pay 40c or 50c while the farmers in front of him and behind him are only taxed 25c. There is one traveler, however, for a well-known Toronto oil firm who has recently adopted the plan of passing to the hotel clerk as he comes out of the dining room the sum of 25c. One day last week in an eastern country hotel as he put his quarter down the proprietor remarked:

"Here, you're a traveler aren't you?" "No, I'm a farmer," he replied, "just for times like these. I am not going to pay 50c when the man beside me, who ate twice as much as I did, is only charged a quarter."

The proprietor smiled and the traveler passed on.

NOTES.

Leon Leclerc, grocer, St. Charles, Que., is dead.

Edward Morrison, of N. E. Morrison & Co., commission and produce merchants, Halifax, is dead.

C. E. Box, grocer, 4846 Sherbrooke St. W., Montreal, has returned from a visit to Port Hope, Ont.

J. G. Gordon, local manager of McClure & Langley, has returned from a short business trip to Quebec.

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager



HOLBROOK'S
WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED
IN ENGLAND.

The Sardine Fishery

of France is reported a failure this year. Portugal only fair.

Some years ago this fact would have been serious. Now that Norwegian Sardines have taken a foremost place and through quality of catch and superior government inspected pack are considered more desirable, grocers are not disturbed.

The leading brand is

"King Oscar"

Ask your Jobber for them.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON



REINDEER condensed **COFFEE**

Hot Water
Only

Required
for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Sealshipt Oysters

arriving daily



PHONE US FOR
SAMPLE ORDER

O'Connor's Fish Market
Montreal

PHONES, UP 4512-4513



**THE
THREE
LEADERS**

Connors Bros., Limited
Black's Harbor, N.B.

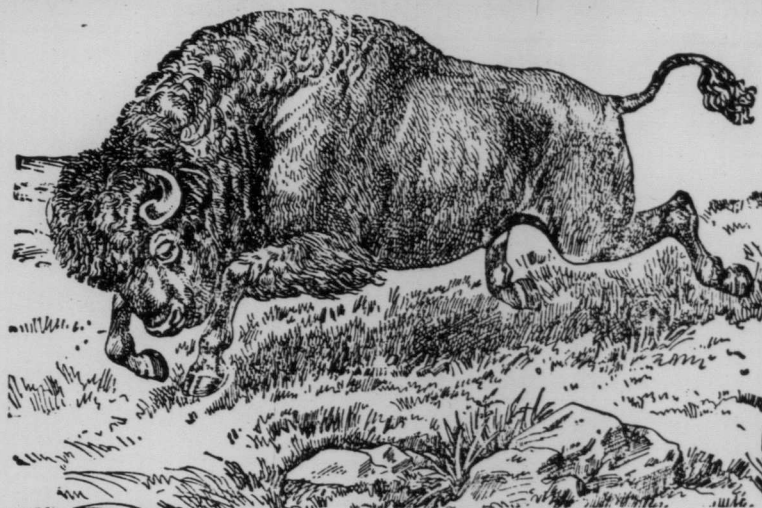
Australian Storekeepers

handle

**“OXOL”
FOR CATTLE**

in immense quantities.

**Canadian Storekeepers
will shortly do the same.**



“OXOL” FOR CATTLE

*No. 1, “Oxol” Pulverised Doses ; No. 2, “Oxol” Drench for Calves ; No. 3, “Oxol” Horse Balls ;
No. 4, “Oxol” Salve ; No. 5, “Oxol” Easy Milking Pomadlum ; No. 6, “Oxol” Swine Powders.*

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's “T. & B.” Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

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FACTS ABOUT GROCERIES

Information of Interest to Grocers and Clerks—How Ginger is Raised and Prepared.

Ginger in the quantity produced and consumed probably ranks next in importance to pepper among spices used by man. It is a pungent, aromatic spice, largely used in confectionery, as a dessert dish by itself, and in medicines. This plant, indigenous to Asia, has been introduced into many tropical countries, where it flourishes under cultivation. A large amount is grown in India, but Jamaica now ranks high as a producing country, and Jamaica ginger is a regular trade term. Besides the East and West Indies, British West Africa, Queensland, Siam, China and Brazil are producing countries. Siamese and Chinese ginger are identical, but are from another plant, reaching a height of four or five feet. It is quite possible that zingiber is grown to some extent as well, as some of the so-called Chinese ginger, preserved in jars, is reported to be the preserved young shoots of an edible bamboo, though this seems doubtful, as the ginger plant is so common.

Heat, moisture, and a good soil are the plant's main requirements, or it is quite a tropical subject. It needs a rainfall of 800 to 1,000 inches per annum, although it is grown in some districts where the fall is as low as 150 to 200 inches a year; but where the rainfall is not sufficiently well distributed, irrigation answered well. The soil cannot be too good for ginger, which is rather an exhausting crop.

Like Potato Planting.

Ginger planting is much like potato planting. In March or April the divided tubers or fingers, each containing an "eye," are planted in trenches in the prepared soil about a foot apart. Cultivating the soil is carried on, and its needs must be supplied regularly while the plant is in growth. It is a grass or reed-like plant, reaching a height of four or five feet, and the plantation when in full blossom is an attractive sight. The blossoming takes place in September, and in the following December-January the crop is ready for digging. The flowers wither and die, and then the foliage and stems follow suit. This is the time when the root is fully developed and fit for lifting.

The swollen roots, or rather rhizomes, as they really are, are dug up with a fork; this must be done with care so as not to break or bruise the "hands." The tubers are piled in heaps, the small, fibrous roots are taken off, and the soil is removed. This must be done speedily before the soil dries, or the ginger will not preserve its white color. It is then thrown into a tank of water preparatory to peeling.

Peeling and Curing.

Peeling ginger is a process requiring practice on the part of the laborers. The "hands" are carefully peeled with a narrow-bladed knife, and special care is required to do the portions between the "fingers." The importance of proper peeling will be seen from the following quotation:—

"Examination of a transverse section of ginger will show that there is an outer striated skin, under which there are numerous oil cells, the oil cells being

numerous at the bud points. The oil obtained from these cells in specimens obtained fresh from the ground is almost colorless, very pungent, and exceedingly aromatic. It becomes yellow very quickly, on exposure to the air, and even upon drying, without removal of the epidermis, its delicate aroma is found to be fleeting. On drying the ginger, the contents of these cells appear as a yellow, pitchy mass. As this dark layer is the seat of the greatest amount of oil and resin cells, it will readily be seen that the deeper the peeling so much more of these substances will be carried away with the epidermis and more cells opened from which these principles may exude."

After peeling, the ginger is again placed in clean water and very thoroughly washed. If the roots are left to soak in water they lose some of their aroma, and if washed in running water they are cured lighter in color.

Fats and Oils Defined.

Few consumers and a considerable number of handlers know but little of what the different oils and fats in ordinary use are made from. The following definitions will be of interest to those who have not given the matter thought.

Oleo oil is the oil pressed out of the choicest fats in the beef, after having been rendered.

Oleo stearine is rendered beef fat from which the oil has been pressed.

Lard stearine is the solid portion of prime steam lard from which the oil has been pressed.

Extra winter strained lard oil is pressed from choice prime steam lard.

Extra lard oil is pressed from steam lard of an inferior quality, and is used in the manufacture of lubricants.

No. 1 lard oil is pressed from choice yellow hog grease, and is used in keeping dies cool.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL

Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.

CLAY PIPES

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars:

Champlain St. Louis (5c. retailer)
Havana Second El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse 119 Rue St. Andre
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QUEBEC

Tel. Up 2076

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YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Buidng, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE IDEAL STORE FIXTURE



"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



—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.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
JOBBER

3/4-lb. tins—3 doz. in case

TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HIGONE
LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire. OUR'S DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

We Distribute Cars

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

Correspondence Invited.

R. B. Wiseman & Co.,

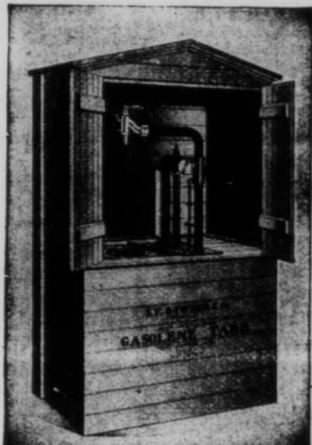
123 Bannatyne
Avenue East

WINNIPEG, MAN.

Manufacturers' Agents and Brokers.

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

TWO IMPORTANT REASONS



Cut 10.—Outdoor Cabinet

There are two essential reasons why you should store your gasolene in a Bowser Tank :

- 1st—Because you are in danger without one.
- 2nd—Because you are losing money without one.

There are still more reasons in Catalogue B. Send for it.

S. F. BOWSER & CO., Limited
66-68 Fraser Ave. - Toronto, Ont.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the

Allison Coupon System

and the time to install it is NOW, before another day has been lost.



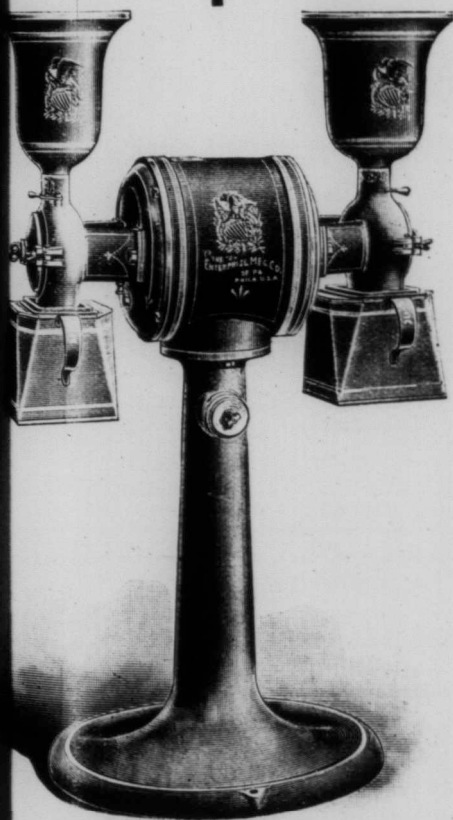
Here is how it works:

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 front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current: can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 438 Market Street, San Francisco

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1578. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Wilton Avenue and Yonge Street, Toronto, Ont.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

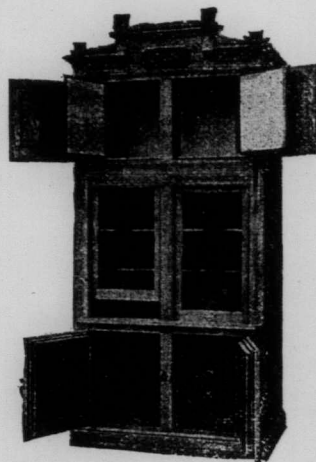
WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.



Arctic Refrigerators

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

Western representatives, Ryan Bros., Winnipeg
Eastern representatives, Wolf, Sayer & Heller, Montreal.
Write for Catalogue.

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

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.

SITUATIONS WANTED.

WANTED—Position as traveller in Ontario by experienced grocery and specialty salesman. Married man, steady, sober and best of references. Address Box 216, CANADIAN GROCER, Toronto. [39]

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

The Condensed Ads. in The Canadian Grocer bring results

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.

CONTENTS

1. Early History.
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7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

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TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,
10 Front St. East, TORONTO, CAN.

Quot
The
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Grocer, a

Di. mond—
1-lb. tins, 2 doz
1-lb. tins, 3
1-lb. tins 4

Cases.
1 doz.....
3 doz.....
1 doz.....
1 doz.....
1 doz.....



WROVA
Sl. ce.

R of 1 time
4 lb. ...
8 oz. ...
1 lb. ...
2 oz. ...
1 lb. ...
3 lb. ...
5 lb. ...

Barrels—When
cent. discou
OLEVELA

Cleveland's—D
" 1
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Barrels—When
cent. discou
T.

Crown Brand—
1-lb. tins, 2 doz
1-lb. " 2
1-lb. " 4

THE RO
White Swan B
1-lb. tins, 3-d
1-lb. "
1-lb. "

Keen's "xford,
In 10-box lo
Gillett's Mamm

Nelson's—
Shamrock...
Thistle...
Daisy...
Special 25...
Bamboo A...
" B...
" C...
" D...
" E...

Wheat OS, 2-lb
" 7-lb
EBV
Meat of Wheat
Wheat OS, 16
" Pickaninney"

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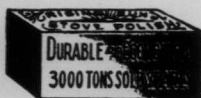
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**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

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Variety is the Spice of Life

IT is change which relieves the monotony of existence and adds to the enjoyment of both work and play. In the matter of reading, Noah Porter, the eminent American philosopher, once said, "No man can read with profit that which he cannot learn to read with pleasure." The October edition of the Busy Man's Magazine is so varied in contents and entertaining in character that it will afford profit and pleasure to all. Procure a copy and you will be thoroughly well satisfied to become a permanent reader of this popular periodical.

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A Bank Entirely Free From Private Interests.
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is on sale at all newsstands

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ADDITIONAL FEATURES

Contents of the October Magazines.
The Busy Man's Bookshelf.
Improvements in Office Devices.
Humor in Magazines.

The Busy Man's Magazine

Montreal

Toronto

Winnipeg

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London, Eng.

E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

Ha
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BATGER'S W
Agents, R

1-lb. glass jar

Prices on

Compound

12-oz. glass jar

3-lb. tins, 3 d

5 and 7-lb. ti

crate...

7 and 14-lb.

20-lb. wood

Compound

12-oz. glass jar

3-lb. tins, 3 d

7 and 14-lb.

20-lb. wood p

Pure Jama-

gem) 3 d

IMP

IMPER

CHEER

ROBERT

CARTO

Ass

MacLaren

OR

Assorted C

Assorted C

Lemon

Orange

Raspberry

Strawberry

Chocolate

Cherry

Peach

weight 8 lb

**These
are
the
Goods**

**Have you
a good
supply?**

AGENTS
Rose & Laflamme, Limited
Montreal and Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers
the richest flavor, most tender
skin and finest quality if you
insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.
BUTTER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.
T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
3-lb. tins, 3 doz. in case, per lb. 07½
5 and 7-lb. tin pails, 3 and 2 pails in
crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails " 0 06½

Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
3-lb. tins, 3 doz. in case, per lb. 0 07½
7 and 14-lb. wood pails, 6 pails in crate
per lb. 0 07
30-lb. wood pails, " 0 06½

**Pure Jams—1-lb. glass jars (12-oz.
sem) 2 doz. in case, per doz. \$1 83**

Jelly Powders
IMPERIAL DESSERT JELLY

IMPERIAL
PURE
AND
DELICIOUS
TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited
GENUINE PURE FOOD CO.

JELL-O
The Dainty Dessert

Assorted Case, Contains 4 doz., \$3.60
Assorted Case, Contains 2 doz., \$1.80
Lemon (Straight) Contains 2 doz., \$1.80
Orange (Straight) Contains 2 doz., \$1.80
Raspberry (Straight) Contains 2 doz., \$1.80
Strawberry (Straight) Contains 2 doz., \$1.80
Chocolate (Straight) Contains 2 doz., \$1.80
Cherry (Straight) Contains 2 doz., \$1.80
Peach (Straight) Contains 2 doz., \$1.80
weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.
White wan, 15 flavors.
1 doz. in handsome
counter carton, per
doz., 90c.

List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces... \$0 09½
4-bbls. 0 10
Tubs, 80 lbs. 0 10
30-lb. Pails, 2 05
20-lb. tins.. 1 95
Cases 3-lb. 0 16½
" 5-lb. 0 10½
" 10-lb. 0 10½

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 3 00
Licorice lozenges, 5-lb. glass jars, 1 75
" 30 5-lb. cans, 1 50
" Purity " licorice 10 sticks, 1 45
" " 100 sticks, 0 75
Duice large cent sticks, 100 in box,

Lye (Concentrated).
GILBERT'S PERFUMED. Per case.
1 case of 4 doz. \$3 90
3 cases of 4 doz. \$3 90
5 cases or more \$ 90

Marmalade.
W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
1-lb. glass, doz. 1 55
2-lb. " " 2 80
4-lb. tins, " 4 65
7-lb. " " 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25

THOMAS J. LIPTON
Prices on application.
Mince Meat.
Wethy's condensed, per gross net ...\$12 00
per case of doz. net 3 00

S. CHARLES CONDENSING CO.
PRICES:
St. Charles Cream, family size, per case \$4.7
" " hotel, 4.90
Silver Cow Milk, 5.00
Purity Milk, 4.70
Good Luck, 4.30

Mustard.
COLMAN'S OR KEEF'S.
D.S.F., 1-lb. tins, per doz. \$1 40
" 1-lb. tins " " 2 50
" 1-lb. tins " " 3 00
Durham 4-lb. jar, per jar. 0 75
" 1-lb. jar, " 0 35
F. D. 1-lb. tins, per doz. 0 85
" 1-lb. tins " " 1 46

Olive Oil.
LAPORTE, MARTIN & GIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" 1-pt. 24's 35

Sauces.
PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz. \$ 90
Pint " 3 doz. 1 75

THOMAS J. LIPTON
Prices on application.

Soda.
COW 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 20
1-lb. and 80 1-lb.
pkgs.) per box, \$3 00
Case of 50. pkgs. containing 80 pkgs., per
box, \$3

MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages, \$ 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 95
5 cases 2 75

First in Quality!
First in the Estimation of Countless Admirers!

A new era was inaugurated when these packages were first introduced.
They were first in the great tea trade "to assume such a shape."

Wood's Package Teas

are always young in the qualities that impart life to trade as well as the system of the consumer.

They are the pick of the Orient.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL



MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

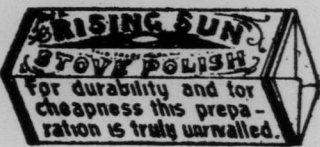
Soap and Washing Powders.

A. P. TIPPET & CO., Agents.
Mayspole soap, colors per gross \$10 30
" " black " 15 30
Ortol soap " " 10 30
Florida soap " " 12 00
Scraw soap " " 18 30



3 doz. to box \$3 45
6 doz. to box \$6 90
30 days.

STARCHES.
EDWARDSBURG STARCH CO., LIMITED.
Laundry starches—
No. 1 White or blue, 4-lb. cartons, per lb. 0 08
No. 1 " " 4-lb. " " 0 08
Canada laundry, 0 06
Silver gloss, 5-lb. draw-lid boxes, 0 08
Silver gloss, 5-lb. tin canisters, 0 08
Edward's silver gloss, 1-lb. pkg., 0 08
Kegs silver gloss, large crystal, 0 08
Benson's suds, 1-lb. cartons, 0 08
No. 1 white, blue and kegs, 0 08
Canada White Gloss, 1-lb. pkg., 0 08
Benson's enamel, per box 1 50 to 2 00
Culinary Starch—
Benson & Co.'s Prepared Corn, 0 07
Canada Pure Corn, 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car., 0 10
" " " or blue, " " 0 10
4-lb. lumps, " " 0 08
BRANTFORD STARCH WORKS, LIMITED,
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 06
Aome Gloss Starch—
1-lb. cartons, boxes of 40 lb., 0 04
Finest Quality White Laundry—
5-lb. Canisters, cases of 48 lb., 0 06
Barrels, 200 lb., 0 72
Kegs, 150 lb., 0 72
Lil' White Gloss—
1-lb. fancy cartons, cases 20 lb., 0 18
5-lb. toy trunks, 3 in case, 0 08
5-lb. enameled tin canisters, 3 in case, 0 08
Kegs, ex. crystals, 100 lb., 3 7
Brantford Gloss—
1-lb. fancy boxes, cases 26 lb., 3 08
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case, 3 00
Ontold Starch—
Boxes of 45 cartons, per case, 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb., 0 04
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb., 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb., 0 07
SAN TOY STARCH,
pkgs., cases 5 doz., per case, 4 75
Stove Polish.
Rising Sun, 5-oz. cakes, 1-gross boxes \$8 50
Rising Sun, 2-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes 10 00
Sun Paste 5c. size, 1-gross boxes 6 00

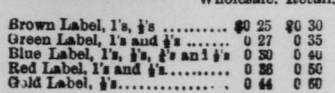


JAMES' DOME BLACK LEAD
6a size Per gross \$2 40
2a " " " 2 50
NICKLE PLATE STOVE POLISH.
Pints, 2 90
Quarts, 5 40
1/2 gallons, 5 10
Gall ns., 4 80
gallons, 4 50

Syrup.
EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 600 lbs., 0 03 1/2 per lb.
Half-barrels, 350 lbs., 0 03 1/2 " "
Kegs, 150 lbs., 0 03 1/2 " "
2-gal. pails 25 lbs., 1 25 each
3 " " 38 1/2 lbs., 1 75 " "
Plain tins, with label—
1/2 lb. tins, 1 doz. in case, 2 40
5 " " " " 2 75
10 " " " " 2 65
30 " " " " 2 60
(5, 10 and 30 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.
Barrels, 60 lbs., 0 03 1/2 per lb.
Half-barrels, 350 lbs., 0 03 1/2 per lb.
Kegs, 150 lbs., 0 03 1/2 " "
2-gal. pails 25 lb., 1 25 each
3 " " 38 1/2 lbs., 1 75 " "
2-lb. tins, 24 in case, per case, 2 49
5-lb. " 12 " " 2 75
10-lb. " 6 " " 2 45
20-lb. " 3 " " 2 60

Teas.
SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's, 1's and 1/2's, \$0 25 \$0 30
Green Label, 1's and 1/2's, 0 27 0 35
Blue Label, 1's, 1/2's, 1's and 1/2's, 0 30 0 40
Red Label, 1's and 1/2's, 0 35 0 50
Gold Label, 1's, 0 44 0 60



LIPTON'S TEA
Thomas J. Lipton
75 Front St.
East,
Toronto.
Packed in air-tight tins only.
wholesale retail
Blue label 1's and 1's, 0 24 0 30
Orange " 1's and 1's, 0 30 0 40
Pink " 1's and 1's, 0 35 0 50
Red " Dominion blend, 1's and 1's, 0 44 0 60
Gold " Afternoon blend, 1's and 1's, 0 50 0 70



Blue Label, 1's, \$0 30 \$0 35

Blue Label, 1's, 0 21 0 25
Orange Label, 1's and 1/2's, 0 23 0 30
Brown Label, 1's and 1/2's, 0 28 0 40
Brown Label, 1's and 1/2's, 0 30 0 40
Green Label, 1's and 1/2's, 0 35 0 50
Red Label, 1's, 0 40 0 60
LAPORTE, MARTIN & OIK, LTD.

Japan Teas—
Victoria, hf-c, 90 lbs., 0 25
Princess Louise, hf c, 80 lbs., 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs., 0 18
Duchess, cases 60 lbs., 0 19



Wholesale Retail
Yellow Label, 1's, 0 30 0 35
Green Label, 1's and 1/2's, 0 21 0 25
Blue Label, 1's and 1/2's, 0 24 0 30
Red Label, 1's, 1/2's and 1's, 0 25 0 35
Red Label, 1's, 1/2's and 1's, 0 30 0 40
White Label, 1's and 1/2's, 0 35 0 50
Gold Label, 1's and 1/2's, 0 42 0 60
Purple Label, 1's and 1/2's, 0 55 0 80
Embossed, 1's and 1/2's, 0 07 1 00



Wholesale Retail
Pink Label, 1's and 1/2's, 30c 40c.
Gold Label, 1's and 1/2's, 35c 50c.
Lavender Label, 1's and 1/2's, 42c 60c.
Green Label, 1's and 1/2's, 50c 75c.



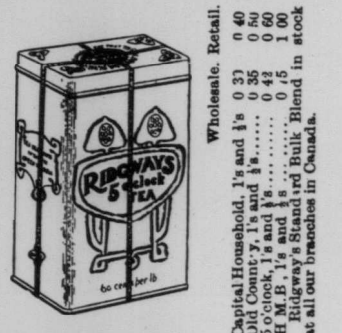
Wholesale Retail
Black, green, mixed, 1 lb., 0 70 1 00
" " " 1 lb., 0 55 0 80
" " " 1 lb., 0 44 0 60
" " " 1 lb., 0 38 0 50
" " " 1 lb., 0 30 " 40
" " " 1 lb., 0 32 " 40
" " " 1 lb., 0 25 0 30
" " " 1 lb., 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Black Label, 1-lb., retail at 25c, \$0 30
" " " 1-lb., 0 21
Blue Label, retail at 30c, 0 23
Green Label, 40c, 0 30
Red Label, 50c, 0 35
Orange Label, 60c, 0 42
Gold Label, 80c, 0 55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail.
Capital Household, 1's and 1/2's, 0 40 0 50
Old Country, 1's and 1/2's, 0 35 0 50
50's Cock, 1's and 1/2's, 0 43 0 60
H. M. B., 1's and 1/2's, 0 75 1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

Wood's Primrose, per lb., 0 40 0 60
" Golden Rod, 0 35 0 50
" Fleur-de-Lis, 0 30 0 40
Pack in 1-lb. tins. All grades—either black, green or mixed.

THE EMPIRE TOBACCO CO., LIMITED
Smoking—Empire, 4s, 6s, and 12s, \$0 46
" Amber, 8s and 3s, 0 50
" Ivy, 7s, 0 60
" Rosebud, 7s, 0 15

Chewing—Currenry, 12s, and 6s, 0 45
" Old Fox, 12s, 0 48
" Snowshoe, 6s, 0 51
" Pay Roll, 7s, 0 56
" Stag, 10 oz., 0 45
" Bobs, 6s, and 12s, 0 45
" 10 oz. bars, 6s, 0 45
" Fair Play, 8s, and 12s, 0 53
" Club, 6s, and 12s, 0 48
" Universal, 12s, 0 42
" Dixie, 7s, 0 58

JOS. COZE, QUEBEC.
Cigars, per thousand.
Cote's Fine Cheroots, 1-10, \$15
V. H. C., 1-20, 25 00
St. Louis (Union), 1-30, 33 00
Champlain, 1-20, 35 00
El Sergeant Premium, 1-30—1-40, 55 00
J. C. OI, Havana P. Finos, 1-30, 75 00

Cut tobaccos.
Petit Havana, 1, 1-12—1-6, 0 40
Quesnel, 1-4, 1-4, 0 65
" 1-3, 0 68
Cote's Choice Mixture, 1-lb tins, 0 75
" " " 1-lb " 0 70
" " " 1-lb " 0

Veterinary Remedies.
W. F. YOUNG
Absorbine, per doz., \$19 00
Absorbine Jr., er dozen, 9 00

Yeast.
Royal yeast, 3 doz. 5 cent. pkgs., \$1 18
Gillett's cream yeast, 3 doz. in case, 1 18



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONTARIO

DWIGHT'S



BAKING SODA

"To Sell the Best"

This motto is one that every grocer catering to trade he desires to retain should bear constantly in mind.

The housekeepers' good opinion is worth dollars and cents to him. Every housekeeper and cook prides herself on her baking.

"COW BRAND"

BAKING SODA

is a guarantee to her that she has the best, purest, strongest and most satisfactory baking soda made.

It is good policy to stock it.

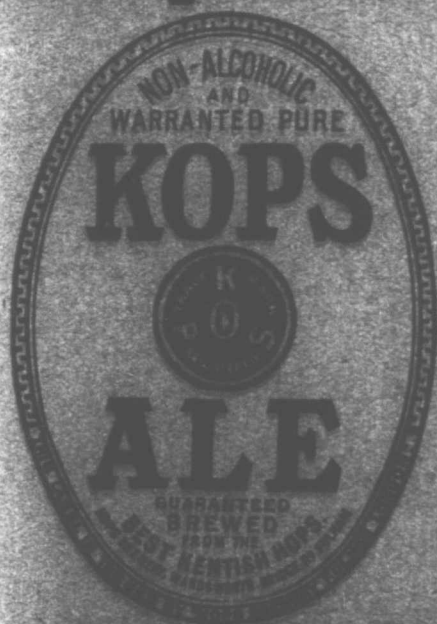
Every jobber in Canada sells it.

Church & Dwight

MANUFACTURERS

MONTREAL

Kops' Non-Alcoholic Ale



Prepared from ingredients of undoubted purity, the bitter principle being derived from the finest hops. It has a delicious and appetising aroma and is an agreeable salutary bitter, and whilst it will be found to act as a tonic stomachic and an aid to digestion, it is so free of alcohol that it will be found a veritable boon to total abstainers. Sufficiently aerated to make them pleasantly sharp.

Have You Tried It?

By introducing it to your customers you will be creating NEW and very profitable trade. Printed catalogues and full particulars from us or our agents.

KOPS' BREWERIES, - London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg; Joseph H. Munro, Cornette Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld. W. L. MacKenzie & Co., Ross Center St., Calgary.

SALT

All Kinds

Prompt
Shipment

VERRET, STEWART & CO.

LIMITED

MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy
Syrup, also Standards.

We are able to supply you this year
with the best goods that have ever
been packed.

We have just installed a most up-to-
date system for peaches *solely*,
which embodies the most approved
Californian ideas. *Our quality will
surprise you.*

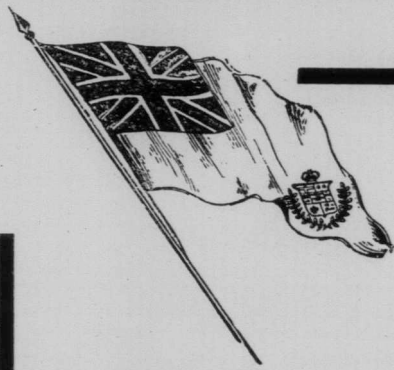
What about Your Order ?

Place it now. We will ship after a
while if you wish.

J. H. WETHEY, LIMITED

ST. CATHARINES

PACKERS OF LAUREL CANNED GOODS



Empire Brand

A Bargain in Pepper

See Our Travelers or Us.

NEW VALENCIAS

in Stock.

Rowley, Arguimbau,
Bodi and Diego.

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton,

Ontario

4 Free Phones

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MONTREAL

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