

# CANADIAN GROCER

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

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

XXIII.

PUBLICATION OFFICE: TORONTO, OCTOBER 8, 1909.

NO. 41.



## Robinson's Patent Barley

Every food product should be sold through the grocery trade. A line that has been a profitable seller for grocers is Robinson's Patent Barley—It is a ready seller—If you haven't tried it, send along an order—or ask your jobber.

Write for particulars and sample.

FRANK MAGOR & CO., 403 St. Paul Street, Agents for the Dominion, MONTREAL

## Every Culinary and Laundry Requirement

demanding the use of STARCH can be filled with

Benson's "Prepared" Corn and  
Edwardsburg "Silver Gloss" Starch

These brands are the housekeeper's most reliable brands—Every jobber sells them.

**EDWARDSBURG STARCH CO.**

ESTABLISHED 1858

LIMITED

10 Front St. E., TORONTO, Ont.

Works: CARDINAL, Ont.

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



GROCCERS  
If you want  
INFORMATION  
which will prove of  
SPECIAL VALUE

to you  
NOW

let us hear from you.  
We have a special offer which will last only a few weeks, and we can interest you if you write us.

MacLAREN IMPERIAL CHEESE CO., LTD.  
TORONTO

### *Codou's Macaroni*

Made from a superlative quality of Russian Wheat which always (with the skill attained in the cleanest plant of its kind) compels a white, tender, delicate Macaroni that is in a "quality" class by itself.

### *Griffin & Skelley Fruits*

Dried or canned, and representing the pick of the pack in Seedless or Seeded Raisins, Canned Fruits, White and Green Asparagus, Prunes. The brand of the "Griffin" assures satisfaction—absolute satisfaction.

### *Taylor's Peels*

Candied or Drained, but in either case admitting of no argument as to their high quality. Made from specially imported fruit skins from which the essential oil has *not* been extracted. Lemon, Citron and Orange.

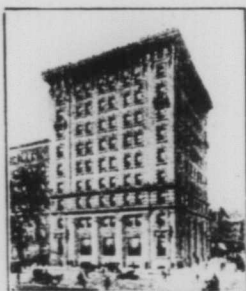
### *Cox's Gelatine*

Pure—absolutely pure, and hence certain to produce the most economic results for the cook. Powdered or Shredded as the cook prefers, but always fulfilling the most exacting requirements.

### *"Thistle" Haddies and Herring*

Packed always in lined tins. Haddies that are genuine Haddock. Herring prepared with scrupulous care—selected. Fish caught in St. Mary's Bay, thereby assuring superior quality at all times.

ARTHUR P. TIPPET & CO., Agents  
Montreal



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

### Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

#### G. WALLACE WEESE

Manufacturers' Representative 3632 Main East  
"Face-to-Face Business" HAMILTON

### Canadian Manufacturers, Importers and Exporters

If you want to get the best information re Irish trade, send for a sample copy of  
**THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL**

PUBLISHED EVERY WEEK

This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.

10, Garfield Chambers, Belfast, Ireland

### 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.

### FOR SALE

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

### J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

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

If you want the real thing, buy MUNN'S genuine, non-freezing Cod Liver Oil, Norwegian Process. In 25-gallon, tin-lined barrels. Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

### ROBERT ALLAN & CO. MONTREAL

General Commission Merchants

### WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.  
52 Nicholas Street, Ottawa

J. R. Routh, Manager.

### D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.

Importing Commission or Buying Agent.

Warehouse: City Spur Track.

Office and Sample Room: Masonic Temple Building.

Main Street, next door to Customs Office.

P.O. Box 793 MOOSE JAW, SASK.

### CLARE, LITTLE & CO., WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,  
Western Canada

### W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

Selected Raisins,  
Currants,  
Evaporated Apples.

Prices Right.

### W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

### T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND  
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.

### G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE  
BROKER, and MANUFACTURERS'  
AGENT

Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea. stood the test in Western Canada for over 12 years. sales always increasing. 80-4 in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years. Yours truly,  
G. C. WARREN

### W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

### W. G. PATRICK & CO.

Manufacturers' Agents  
and  
Importers

29 Melinda Street, Toronto

### MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT  
One Car Barbadoes Muscavado  
One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO.  
23 Scott Street Toronto

### WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and  
Manufacturers' Agents.

WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited

TO

## Brokers and Manufacturers' Agents

Your business card on this page will keep your name and field of operations before Manufacturers, Importers and others looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to

### The Canadian Grocer

Montreal Toronto Winnipeg

Try a business card in  
The Canadian Grocer.

# IN STOCK—FIRST SHIPMENT NEW SEASON'S CURRANTS

Our Registered brands of Cleaned Currants are superior to  
Greek Cleaned Fruit.

IF YOU WANT THE BEST, —ORDER

“ KALAMOS,” “ MOREA,” “ VONITSA ” and  
“ FANCY BLUE PEARLS ” — (The finest shade dried Vostizza fruit.

We guarantee our fruit absolutely clean,  
Free from stems and stones.

Samples and Quotations  
Upon Request.

**EBY-BLAIN, LIMITED**  
Wholesale Grocers TORONTO

# Worth Digesting

MR. GROCER,

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

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

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

# GET BUSY

Owing to a general short pack of Peas, Corn, Tomatoes and Pumpkin

## PRICES ARE ADVANCING

Have you booked your full requirements? If not, write us at once for assorted cars of above-mentioned lines, together with fruits.

Act quickly, as we have only a limited number of cases to offer.

THE ESSEX CANNING AND PRESERVING CO., Limited  
ESSEX - ONTARIO

## A strong combination-

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

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

The Farmers' Canning Company  
Bloomfield, - Ontario



By  
dines  
gives  
buyer  
TI  
reput  
packe

J.  
Canadi



# THE A1 SAUCE

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

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

For full particulars and prices write our Agents :

**GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal  
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto  
J. READ, St. John, N.B.  
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

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



## "King Oscar" Brand Norwegian Sardines

By Special royal permission.  
Sardines are **BIG SELLERS**. Their quality gives them first call with discriminating buyers.

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

**STOCK "KING OSCAR" SARDINES**

**J. W. BICKLE & GREENING**

(J. A. HENDERSON)

Canadian Agents

HAMILTON, ONT.



**THIS TIN CONTAINS**

**100%**

PERFUMED - POWDERED

**LYE**

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

**A MUCH LARGER PROFIT** THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

**A TIN CONTAINING** ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

**A TIN WITH ROTATING COVER** AND SIFTING TOP

YOU WANT MORE PROFIT  
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS **TAKE IT TO-DAY**

**WHITE SWAN SPICES AND CEREALS LIMITED**  
TORONTO

**Old  
Homestead  
Canned Fruit  
and  
Vegetables**

The Grocer now-a-days has anything but an easy task in selecting his canned goods from among the many brands on the market.

There are some excellent brands, and unfortunately many worthless ones also, but the Grocer who is handling

**Old Homestead Brand**

is sailing his barque to Port Success with the fair wind of Prosperity right astern!

Every feature that care, skill and science can suggest has been embodied in the canning of these goods. The choicest fresh fruit and vegetables alone are canned by us, everything that is not absolutely fresh being rejected by our inspectors. **You can rely on "Old Homestead Brand"** and can with confidence recommend these goods to your customers.

Protect your own interest by handling

**OLD HOMESTEAD**

**Old Homestead Canning Co.**

PICTON - ONTARIO



# New Goods Now in Store

150 boxes and 1/4 boxes.

## NEW TABLE RAISINS

Quality especially fine.

Ask for prices.

ALSO

2,000 cases Spanish Onions.

Superior quality.

Prices right.

# L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers = = MONTREAL

## CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,  
"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of  
highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

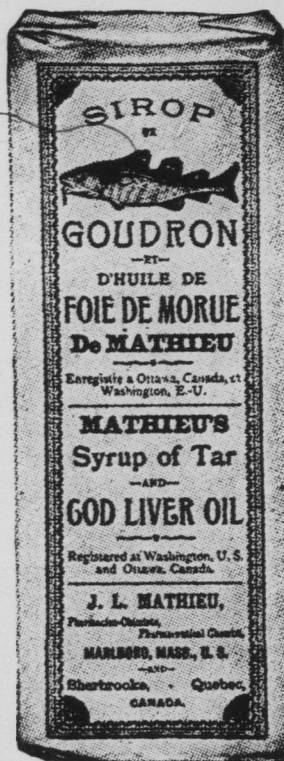
CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg  
J. A. KAVANAGH, Hamilton and London  
W. G. A. LAMBE & CO., Toronto  
H. D. MARSHALL, Ottawa  
ARTHUR P. TIPPET & CO., Montreal

## GREEK CURRANT CO.

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



## WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

### REASON NO. 1

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

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

This advertising consists of

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

Let us have an order from you to-day.

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

Sold by wholesale trade everywhere  
Distributors for Western Canada:

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

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



THE  
PUREST  
AND  
BEST

**ST. CHARLES EVAPORATED CREAM**

STANDARD THE WORLD OVER  
ALWAYS READY—NEVER FAILS

A QUICK SELLER  
EVERY CAN GUARANTEED

Manufactured by



St. Charles  
Condensing Co.  
INGERSOLL, ONTARIO  
CANADA



**Ginger-Bread  
BRAND  
Molasses**

(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above  
well-known brand

**RESULTS**

Satisfied Customers

Increased Sales

**Dominion Molasses Co.,  
LIMITED**

Hallfax, - Nova Scotia

**OK**

THE  
**COLD  
MEAT**

**SAUCE**

**GEO. MASON & CO., LTD.**

Sole Manufacturers, London, Eng.

Sole Canadian Agents:  
**S. T. Nishimura & Co.**  
MONTREAL

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

Say, brother Grocer, are you carrying

**SNAP?**

We don't claim for SNAP that it will  
do everything from washing a baby to  
cleaning a frypan, but we do claim that  
for chasing grease, paint, dirt and tar  
from soiled hands it is absolutely with-  
out a rival.

**SNAP SELLS AT SIGHT**

and leaves you a good margin of profit.

Order from your jobber.

**The SNAP CO., Ltd. MONTREAL  
CANADA**

# BROOMS

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

## Oval Apple Baskets

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

**Walter Woods & Co.**  
Hamilton and Winnipeg

## British Columbia Buyers

PLEASE NOTE THAT

**TODHUNTER, MITCHELL & CO.**  
TORONTO

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

FROM VANCOUVER

Write Our Agents

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



Made  
in  
Canada

**NO  
NEED OF  
ARGUMENT**

If fifty thousand  
up-to-date mer-  
chants in all kinds  
of business are get-  
ting complete sat-  
isfaction by using

### THE McCASKEY ACCOUNT REGISTER SYSTEM

don't you think that it would handle your accounts in  
a satisfactory manner?

Some of the concerns using the McCASKEY REGISTER  
are operating from two to eighteen branch stores with a  
McCASKEY in each store.

Why do they use them?

**To get rid of useless bookkeeping, to stop the leaks in  
their business, and TO SAVE MONEY**

If you are in business to make money, let us tell you what the McCASKEY will do.

Information is free for the asking—Drop us a postal to-day.

**DOMINION REGISTER COMPANY, Limited**

Successors to the McCaskey Register Co. in Canada

96 to 104 Spadina Ave. - - - - - TORONTO

## Old Friends Are Best

An old friend that has stood  
the test of years is

## Cooper Cooper's Delicious Tea

"Tea Plant" Brand  
Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

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

CANADIAN AGENTS:

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

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

*To the Trade:*

THAT  
**CEYLON**  
**TEA**

HAS THE CALL,—

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

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

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58:

**First in official tests** \_\_\_\_\_  
**First in public favor** \_\_\_\_\_

We do not expect you to accept an unsupported statement as to the purity of our preserves—we just refer you to the Government analysis, which finds them 100 per centum pure.

## E. D. SMITH'S Jams and Jellies



have jumped right into the front rank of public favor; they create trade and they hold trade.

*All progressive grocers handle E.D.S. goods.*

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

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

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



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

### Mr. Grocer :

When buying canned goods always remember that

### "CANADA'S PRIDE"

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

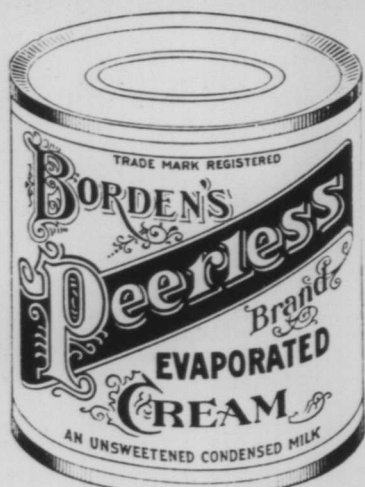
Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers :

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

PACKED BY

**THE NAPANEE CANNING CO., Ltd.**  
W. A. Carson, Manager NAPANEE, ONTARIO



UNSWEETENED

Retails at 5c.

**BORDEN'S CONDENSED MILK COMPANY**

ESTABLISHED 1857

**WILLIAM H. DUNN**

**Montreal and Toronto**

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

A New Size Package of Borden's

**"Peerless Brand"**

**Evaporated Cream**

Just what your customers have been clamoring for. Will sell like hot cakes. \$2 per case of 4 dozen. Why not order a few cases now.

Retails at 5c.

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

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

*Write for prices*

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

**WARMINTON'S CLUTCH NAILS,  
STRAPPING, ETC.**



Every Wholesale Grocer and Specialty Manufacturer should have a supply of these Clutch Nails. Save time and expense to the shipper and a safeguard to goods being stolen in transit.

**J. N. WARMINTON,**

43 Scott St.  
TORONTO.

207 St. James St.  
MONTREAL.



**IMPERIAL  
EVAPORATED  
CREAM**

Has the reputation for general excellence. Recommend and supply to your customers the **VERY** best.

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

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

# H.P. SAUCE

**Our New Advertising Scheme  
Is Selling It Faster Than Ever!**

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

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.  
MIDLAND VINEGAR CO., BIRMINGHAM, ENG.



**Money in This?**  
WELL, RATHER

Medical men say that the food we offer you for sale is about the finest and safest proposition in the eating line yet manufactured.

**Holland Rusks**

You can offer to your trade with the guarantee that they are something safe and nourishing for every member of the family.

HOLLAND RUSK CO., HOLLAND, MICH.  
Sole Makers in America.

If your jobber cannot supply you, please notify  
**McGREGOR SPECIALTY CO.**  
672 Yonge Street, TORONTO



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

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

# SYMINGTON'S, COFFEE ESSENCE

**UNQUESTIONABLY THE VERY BEST**  
**THOMAS SYMINGTON & CO. EDINBURGH**

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

TO BE HAD OF ALL  
WHOLESALEERS

**Canada First**

Pure,  
Fully Sterilized and  
Healthful.

Anticipate the rush  
by stocking this brand.



**Evaporated Cream**

Carefully prepared  
in  
Up-to-date, Sanitary  
Factory.

Order to-day from  
your wholesaler.

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

# Forest City Baking Powder

**Always Reliable      Always Uniform      Always Satisfactory**  
**The Leader for a Quarter of a Century**

Packed In 6 oz. 12 oz. 16 oz. and 5 pound tins.      For sale by all jobbers or direct.

**GORMAN, ECKERT & CO., Limited**

LONDON

HIGH GRADE FOOD PRODUCTS

WINNIPEG

**Counter  
Check  
Books** *"Get  
The  
Best"*

LOBLAW  
CREDIT  
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.  
TORONTO and MONTREAL

Mention this paper

# SUGARS

The best are the cheapest.  
Ask for, and see that you get

*Redpath*

**Extra Granulated**

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

**The Canada Sugar Refining  
Company, Limited, Montreal, Que.**

## PUSH

### Shirriff's Flavouring Essences

#### WHY?

Because they have every quality an essence should possess--STRENGTH, PURITY, FLAVOUR. Write for prices.

**Imperial Extract Co. 18-22 Church St., Toronto**





ESTABLISHED OVER 200 YEARS

# CHAMPION'S

## IS THE BEST VINEGAR



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

AGENTS

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

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

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

*Write our Agents for Particulars*

The word "Sterling" on a bottle of pickles or other relish means all the word means—"genuine," "pure," "of excellent quality." See that you are well stocked in

## STERLING Brand PICKLES

for the Fall trade that is now opening and that promises to be of large and profitable size.

Manufactured by  
**The T. A. Lytle Co.**  
Limited  
Sterling Road :: TORONTO, Can.



## NEW SEASON'S Fine Old English Mincemeat and Plum Pudding

NOW READY FOR DELIVERY  
Send in your orders quickly, please.

**WAGSTAFFE, Ltd.**  
Pure Fruit Preservers  
Hamilton, - - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

# JAPAN TEAS

We have now a few lots of low grades on hand for immediate delivery.

**S. T. NISHIMURA & CO.**  
MONTREAL and JAPAN

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

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

# AURORA COFFEE

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

**W. H. GILLARD & CO.** Wholesale Grocers Coffee Importers **HAMILTON**  
BRANCH HOUSE: SAULT STE. MARIE

## SOAP SENSE

is a sense that comes to every grocer after a while, and which tells him his best interests are served by selling an honest soap—a soap of absolute purity, retailing at a moderate price. Such a soap is

# ASEPTO SOAP POWDER

"The enemy of dirt."

It is invaluable for every purpose in the house, and will be found more economical than any other soap. It is a sure seller and makes repeat orders a certainty.

Order from your jobber.

**ASEPTO MFG. CO.**  
ST. JOHN, N.B.

## Washing Day

loses half its terrors when

**CRYSTAL SOAP CHIPS**  
or  
**WONDERFUL SOAP**

help to lighten the housewife's burden, so that she will have these soaps and no others.

They are honest soaps, such as you like to handle, and they perform all we say:

They *whiten clothes* and they *save time and labour.*

*Let us send you quotations.*

**THE GUELPH SOAP COMPANY**  
GUELPH ONTARIO

## Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

**P. POULIN & CO.**  
39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feather  
Prompt Remittance—No Commission  
Reference—any Bank.

**(Our Own New Modern Cold Storage Plant Just Completed.)**

---

**T**HE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

**Tartan**  
BRAND

Phone 596—For hurry orders.

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

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

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

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

**Guggenhime & Co.**

CALIFORNIA

Packers and shippers of the celebrated

**"Pansy" and "Daphne"**

BRANDS

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

Selling these Brands means  
satisfaction all round.

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

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

**St. Lawrence**  
Sugar

GRANULATED

and

**GOLDEN YELLOWS**

made only from  
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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

MONTREAL

**Prince of Wales Pickling Spices**

Are YOU supplied with pickling spices? You can secure the best as easily as those of an indifferent quality by ordering the above brand.

All herbs—Mint, Savory, Sage, Thyme, Marjoram, etc.,—in ¼ lb. open face cartons.

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

**Classified Advertising**

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

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

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

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

**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.

**AGENTS WANTED.**

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

**AGENCIES WANTED.**

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

TWO SALESMEN want a line for Eastern Ontario, Quebec and Maritime Provinces. Good connections. Speak French fluently. Salary or commission. Box 322, THE CANADIAN GROCER, Toronto. (41p)

**WANTED.**

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

**FOR SALE.**

FOR SALE—Vancouver suburban grocery, an established business taking over \$50 a day. Low rent and good lease. Will sell at invoice price, about \$1,150, including fixtures. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C.

FOR SALE—An up-to-date grocery business in the town of Sarnia, Ont. Good location and well established. Good reason for selling. Address Box 321, care CANADIAN GROCER, Toronto. (44p)

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

HAVE YOU a business for sale? Send me particulars and I will sell it for you. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

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

**COUNTER CHECK BOOKS.**

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

**SITUATION VACANT.**

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

**MISCELLANEOUS.**

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will install a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

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

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

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

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

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, \$1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

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

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, \$10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90 of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

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

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

JUST NOW we are holding a special sale of second hand typewriters. All makes are represented. Underwood, Remingtons, Oliviers, Empres, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Maclean Typewriter Company, Limited, 98 King Street, Toronto, Ont.

**ADDING MACHINE.**

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

**ACCOUNTS COLLECTED**

DOES ANYONE OWE YOU MONEY? We will cover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver. (42p)

**BOOKS FOR THE GROCER.**

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

**BUSINESS OPPORTUNITY.**

ARE YOU looking for a business in British Columbia? I have a reliable list of "businesses for sale." 20 years practical experience. Write for free list. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

**BUSINESSES FOR SALE.**

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (41p)

FOR SALE—Small grocery store in Vancouver, B.C. Can be within half block of store. Rent only \$12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C. (42p)

FOR SALE—Cash grocery business in good neighborhood in town on C.P.R. main line. Good district; excellent crop; \$2,500 stock; \$1,500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year \$2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (42p)

**PERIODICAL DEPT.**

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

**EXPORT TRADE DEPARTMENT**

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

**DAVID SCOTT & CO.**

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

# "Merle" Brand Valencia Raisins

Are the pick of the Spanish crop, scientifically and most attractively packed by one of the oldest houses in Denia.

At this season when you are anxious to secure the best---absolutely the finest Valencia Raisins---it is well to bear in mind the high reputation of "Merle" Brand.

=====  
**Your Jobber Will Quote You Prices**  
=====

**Juan Merle, Denia, packer.**

**The ROBERT CROOKS COMPANY,**  
OF NEW YORK

SELLING AGENTS  
**MONTREAL.**

## The package

helps to sell the goods if the  
**PURE INGREDIENTS** are in-  
side. Our package bearing

**"WHITE DOVE"**

is a guarantee of all that's good.



Pure  
Goods

Air-tight  
Package

It saves time to be in line.

MANUFACTURED BY

**W. P. DOWNEY**  
MONTREAL

## P. & F. VINCENTELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF  
**CANDIED PEELS**

Specialties

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

## Snowdon & Borland

MANUFACTURERS' AGENTS

Open to represent another good  
manufacturer. First-class con-  
nection with trade, especially  
retailers.

Write to

**34 GUARDIAN BUILDING**  
MONTREAL

## BASKETS

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

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

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

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



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

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

# Malta-Vita

"The Perfect Food"

¶ Sell your customers MALTA-VITA—they'll come back for more.

¶ Thousands of the best grocers in Canada find that MALTA-VITA is one of the best day-in-and-day-out sellers on their shelves. You are able to guage your orders so that your stock is always fresh.

¶ MALTA-VITA is the food that makes friends—and holds them.

¶ Every wholesaler in Canada carries MALTA-VITA in stock. Order a case to-day.

The  
**Malta-Vita Pure Food Co.**

Toronto,

Ontario



Try a case of

## Mason's Number One Sauce

Nothing so good ever made—Everyone says this.

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

The Mason, Miller Company, Toronto, Canada



### EXPERIMENTATION

is the art of losing money by experimenting with "nearly good" products when you can get for your customers the goods with a reputation. Do not learn the art. Be sure in the first place by stocking

**McLEAN'S**

## WHITE MOSS COCOANUT

The Canadian Cocoanut Company  
Montreal

# Quaker Salmon

Same high quality  
as you have always  
known, despite short  
pack.

Prices very reasonable.

Ask for them.

## MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

# Trade Relations

Between

# Canada and West Indies

A Royal Commission is at present sitting with the object of improving trade relations between these two countries. Canadian merchants will do well to prepare for the transaction of the very profitable business which may be arranged between the two nations.

## THE WEST INDIA CO., LTD.

(The Canadian office of: Sandbach, Tinne & Co., Liverpool, and Sandbach, Parker & Co., Demerara established 1782—and having agents and correspondents in all the West India Islands) solicits orders and inquiries for all descriptions of West Indian Produce.

Sugars      Rums      Molasses      Cocoa  
Rice      Limes      Arrowroot  
Etc.      Etc.

Prices furnished on application. We shall be glad at all times to furnish complete information regarding exports and imports, freight rates, customs duties, etc., etc.

We shall also be pleased to consider proposals *via* representing Canadian firms in the West Indies and Demerara.

Our Demerara firm has for many years been doing considerable trade with Canada. They are agents for the Pickford & Black line of Canadian Mail Steamers, and also for Elder, Dempster & Co's steamer, and are particularly well placed for the handling of Canadian business.

*Your Correspondence Will Be Promptly Answered.*

## WEST INDIA CO., LTD.

St. Nicholas Building,

Montreal.

# Dried Fruits and Nuts

We are about to receive our annual special shipments of dried fruits and nuts, and it seems particularly opportune that we should draw your attention at this moment to the superior quality of these goods, and that we should advise you to see our travelers, or communicate with us direct, before placing your orders for the lines we mention hereunder.

**CURRENTS:** Special quality, direct to us from Patras. Secure our prices on the following grades, which we guarantee:

|                        |                         |                                     |                         |
|------------------------|-------------------------|-------------------------------------|-------------------------|
| Imperial Cleaned Loose | ..... $\frac{1}{2}$ c.s | Vostizzas Fancy Cleaned             | ..... $\frac{1}{2}$ c.s |
| Imperial Cleaned Loose | ..... $\frac{1}{2}$ c.s | Royal Excelsior 1 lb. pkgs. Cleaned | .....36s                |

**VALENCIA RAISINS:** These raisins are of the finest picked in Spain. Your customers cannot help but be pleased with them. Packed:

|                     |             |                  |        |
|---------------------|-------------|------------------|--------|
| Arguinbeau F O S    | Box 28 lbs. | Palares Selected | " 7 "  |
| Arguinbeau Selected | " 28 "      | Palares Selected | " 14 " |
| Arguinbeau 4 ers    | " 28 "      | Palares Selected | " 28 " |
| Palares F O S       | " 28 "      | Palares 4 ers    | " 28 " |

**SULTANA RAISINS:** Of the high excellence you are accustomed to expecting in all goods you purchase from us. Obtainable as follows:

|                          |                   |                       |                   |
|--------------------------|-------------------|-----------------------|-------------------|
| Imperial Sultana Cleaned | Box about 28 lbs. | Royal Sultana Cleaned | Box about 28 lbs. |
| Sun Sultana 1 lb. Pkgs   | Box about 36 lbs. |                       |                   |

**LAYERS TABLE FIGS:** Choice fruit that is always salable when of first grade, as this is. Our prices will interest you. Packed:

|  |  |
|--|--|
| Eleme Figs 1 $\frac{1}{2}$ inch about 10 lbs. Box. | Eleme Figs 2 $\frac{1}{2}$ inch Umbrella Box.      |
| Eleme Figs 2 inch about 10 lbs. Pox.               | Eleme Figs 1 $\frac{1}{2}$ inch 12 oz. Square Box. |
| Eleme Figs 2 $\frac{1}{2}$ inch about 10 lbs. Box. | Eleme Figs 1 $\frac{1}{2}$ inch 16 oz. Glove Box.  |
| Eleme Figs 2 $\frac{1}{2}$ inch about 10 lbs. Box. | Natural Cooking Figs Bag about 28 lbs.             |
| Eleme Figs 2 $\frac{1}{2}$ inch about 10 lbs. Box. |  |

**ENGLISH CANDIED PEELS:** Of particular flavor. Cut with care and prepared in the best factories. Goods that you should buy immediately.

|                         |                          |                          |
|-------------------------|--------------------------|--------------------------|
| Lemon Peels, Box 7 lbs. | Citron Peels, Box 7 lbs. | Orange Peels, Box 7 lbs. |
|-------------------------|--------------------------|--------------------------|

**OREGON PRUNES:** You know what these are in the matter of quality. Same perfection as in past years. We have these sizes:

|                    |              |             |                     |
|--------------------|--------------|-------------|---------------------|
| Oregon Brand 30-40 | 25 lbs. Box. | regon Brand |                     |
| " " 40-50          | 25 lbs. Box. | " "         | 70-80 25 lbs. Box.  |
| " " 50-60          | 25 lbs. Box. | " "         | 80-90 25 lbs. Box.  |
| " " 60-70          | 25 lbs. Box. | " "         | 90-100 25 lbs. Box. |

**MALAGA TABLE RAISINS:** As usual, finest quality and the variety that you will find packed in the most attractive fashion.

|                              |  |                              |  |
|------------------------------|--|------------------------------|--|
| Empress Clusters 1 lb. Pkgs. | Box 20 lbs.                            | Duchess Clusters 1 lb. Pkgs. | Box 20 lbs.                            |
| " " 1 lb. Carton             | Box 20 lbs.                            | " " 1 lb. Carton             | Box 20 lbs.                            |
| " " loose                    | Box 22 lbs.                            | " " loose                    | Box 22 lbs.                            |
| " " loose                    | $\frac{1}{2}$ Box 5 $\frac{1}{2}$ lbs. | " " loose                    | $\frac{1}{2}$ Box 5 $\frac{1}{2}$ lbs. |
| Princess Clusters loose      | Box 22 lbs.                            | Countess Clusters loose      | Box 22 lbs.                            |
| " " loose                    | $\frac{1}{2}$ Box 5 $\frac{1}{2}$ lbs. | " " loose                    | $\frac{1}{2}$ Box 5 $\frac{1}{2}$ lbs. |

**EVAPORATED FRUITS:**

|                    |             |                     |             |
|--------------------|-------------|---------------------|-------------|
| Evaporated Apples  | Box 25 lbs. | Evaporated Apricots | Box 25 lbs. |
| Evaporated Peaches | Box 25 lbs. | Evaporated Pears    | Box 25 lbs. |

All fancy quality.

**NUTS:** Every description of shelled and unshelled at prices that cannot help but interest buyers who are out to save money.

**SPECIAL NOTICE:** See our advertisement in this paper next week for special announcement regarding canned goods. Be sure to watch for it.

**Laporte, Martin & Co., Limited**  
 Wholesale Groceries, Wines and Liquors  
**MONTREAL**

J

Malay

Ro

Thi

Alamson, J.  
 Allan, Robt.  
 Allison Comp  
 American Te  
 Aspto Mfg.  
 Astner Con

Baker, Walr  
 Balfour, Sm  
 Benedict, F  
 Beale, J. W  
 Blue Ribbon  
 Borden Con  
 Boston, J.  
 Buck & Co.  
 Brand & Co.  
 Bristol, Ge

Canada Suga  
 Canadian Bi  
 Canadian Co  
 Canadian C  
 Canadian Pr  
 Capstan Mar  
 Cargill, H...  
 Carr & Co...  
 Carter Crum  
 Cereals, Ltd  
 Ceylon Tea  
 Champion &  
 Chaput Fil  
 Christie, Br  
 Church & D  
 Clark & Litt  
 Clark, W...  
 Clawson & C  
 Common Ser  
 Concord Can  
 Connors Bro  
 Constant, H  
 Cooper, Co  
 Cowan Co...  
 Cox, J. & G.  
 Crooks, Rob

Dalley, The  
 Davidson &  
 Dawson Con  
 Dignard, Lt  
 Dominion M  
 Dominion R  
 Dominion S  
 Dominion W  
 Downey, W  
 Dunn, W. H



**José Segalerva**  
Malaga, Spain

Look for this trade mark. It is a guarantee of highest quality when seen on:

- Malaga Table Raisins**
- Malaga Loose Muscatels**
- Jordan Shelled Almonds**
- Valencia Shelled Almonds**

Agents:  
**Rose & Laflamme, Ltd.**  
Montreal and Toronto



LOOK FOR THE BEAVER

**M.D. & Co. "Beaver" Brand**  
**Valencia Raisins**

are of special fancy quality, and are sure to please particular customers of yours. You should have them in your store at all times.

**"W. Abel" Brand**  
**Valencia Raisins**

are of standard quality, and also in keeping with the reputation of the house that packs them.

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:  
**ROSE & LAFLAMME, Ltd., Montreal and Toronto**

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# Resolutions Adopted Regarding Retailers' Rights

Short Weights, Fixing of Price to Consumers by Manufacturers and Fake Advertising Among the Questions Discussed by British Columbia Retail Grocers' Association—Who a "Consumer" is—Co-operation of Wholesalers to be Cultivated — To Push Goods With Assured Profits.

Victoria, B.C., Oct. 2.—Matter of much moment to the grocery trade in the Pacific Coast province were considered at length at the annual convention held here last week, of the British Columbia Retail Grocers' Association.

Among the important features was an address by J. J. Higgins, secretary of the Seattle Retail Grocers' Association, on the value of organizations to the grocery trade and the founding of a platform upon which to base united energies during the coming year.

Fred Carne, of Victoria, president of the association, occupied the chair, with Fred Welch, vice-president of Vancouver, assisting. The visiting delegates were: W. H. Walsh, R. Schilling, S. F. McCreedy, George Kyle, Frank McDowell, J. H. Williams, William Clark, George Hobson, J. Andrews, of Vancouver, and a large attendance of local groccerymen were present.

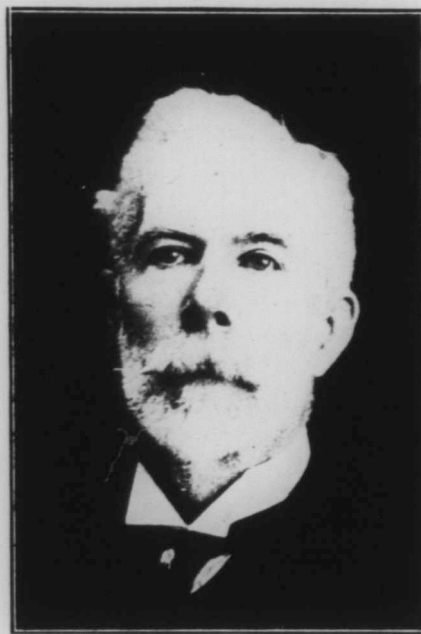
The first session was devoted to making arrangements for the sessions, the local members assisting the visiting delegates. A visit was paid to the cold storage plant and warehouses of the B. Wilson Co., Herald Street, and after the inspection of these premises, escorted by local wholesalers, the groccers went for an automobile trip through the city. The exhibition was visited in the afternoon. The topic under discussion at the evening session was in regard to manufacturers maintaining retail selling prices on the articles they produce. Much discussion followed, in which the delegates took part freely. J. J. Higgins, secretary of the Retail Grocers' Association of Seattle, was called upon to address the convention on "The Benefits of a Groccers' Organization as Affecting the Retail Groccery Trade." H. G. Wilson, of Wilson Bros., also addressed the assemblage, giving his hearty approval to everything the groccers sought to accomplish. A committee on resolutions, consisting of Fred Welch and W. H. Walsh, Vancouver, and T. Redding, of Victoria, was appointed to draft resolution to be acted upon at this morning's session.

## Short Weights Question.

At the session the following morning the officers for the ensuing year were elected, resolutions adopted and the platform of the association also read.

The short weights question took up a considerable time, and was discussed fully. On this J. J. Higgins, of Seattle, spoke, and called attention to the fact that in Canada things were put in boxes, that in the United States were put in tins. Once crackers could be bought by the pound, but now they could be bought

only by the tin, and in this way they were cheated out of weight. Consumers think it is hard when they have to pay so much for a thing and have it under weight. They then complain to the retailer, but it is not his fault, as he, as well, is cheated out of the weight, and the bottom of it all is the manufacturers. When one buys a pound of butter it generally weights 14 ounces. If one complains, the maker will say that it shrinks considerably, owing to the water in it. Then the maker should allow for the shrinkage, and put in a little more.



T. S. FUTCHER, VICTORIA.

The Secretary Elected for Island of Vancouver.

As there is no law enforced regarding this, the manufacturers take advantage of it. Mr. Kyle and Mr. Andrews, both of Vancouver, spoke on this point also, and stated that the association should approach the Government with regard to the duty of the Dominion inspector of scales to have his duty enlarged so he would be able to inspect packages which hold short weight. The resolution which dealt with this matter was referred back to the committee for fuller action, and to have a number of other acts included.

Mr. Higgins also urged that the retailers should try and get a representative in parliament who would push any cause they had. He further urged that the retailers get in with wholesalers and invite them to their meetings so as to form a strong union.

The officers who were elected for the next term were as follows: President, Fred W. Welch, Vancouver; Vice-president, E. J. Wall, Victoria; Secretary for this Island, T. S. Fletcher, Victoria; Secretary for the Mainland, R. D. Dimming, Vancouver; Directors, H. O. Kirkham and T. Redding, Victoria; F. McDowell, W. Clark and W. J. Andrews, Vancouver; legislative committee, President, F. W. Welsh, J. T. McDonald, Geo. Hobson, and T. S. Fletcher.

## Aims of the Association.

Following is the platform of the association which was read:—

1. The education of all retailers and binding them together with intelligent knowledge for the purpose of upbuilding the retail groccery trade and placing it on a level where it belongs by eliminating waste, exchange of ideas, gaining confidence in each other, support of food laws, preventing cut-throat business methods, bringing the wholesaler and retailer closer together, etc.

2. We recognize the jobber as a necessary factor between the manufacturer and the retailer in the distribution of goods, and believe that when a manufacturer does sell to a retail distributor that a higher price should be charged than to the jobbing trade.

3. While recognizing the jobber as an intermediate factor, we believe that proper lines should be drawn clearly defining a wholesaler, and we recognize as such those who distribute to the retail trade only, thereby leaving the consumption trade for the retail distributor.

4. We recognize as retailers those who have regular established places of business, who distribute to the consuming trade in either large or small quantities, and do not consume the goods on the premises.

5. We class as consumers all who consume the goods on the premises where they are purchased, also where goods are distributed among help without a purchase price being charged, thereby placing all hotels, restaurants, grading or mining camps, city, county, state or national governments in the consuming class.

6. We believe in closer relation between the wholesaler and retailer, and are opposed to the formation of buying exchanges in those localities where the wholesalers confine themselves to the retail trade and support the manufacturers who establish and maintain retail selling values.

7. We believe that every manufacturer of a copyright article should establish a retail selling value based on commercial value, and prevent the drastic and deplorable price cutting practiced by un-

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capulous dealers who help neither producer nor consumers, and promise our support to manufacturers who do establish retail selling values.

We believe that every retail dealer should give his unqualified support to manufacturers who do establish a consumer's price and do adopt the Pacific coast plan of a notice of such consumer price put upon every case. We do not wish the price put upon the package of goods, but on the case and if the manufacturers so elect, put a store card on the inside of the case for display purposes in the store.

We recognize the rights of the producer to receive the highest compensation for his products, also the rights of the consumer to receive goods at the lowest possible cost, and believe that all manufacturers should take them into consideration in establishing retail values, only allowing the distributing element a proper amount to cover cost of distribution and legal interest on the money invested. We deplore the conditions forced upon us by many manufacturers, who give no profit and force the retail distributors to add extra profit on other manufactured goods or sell at a loss.

We are absolutely against any three, six or twelve months' rebate from manufacturers in any form. We also are against all free deals of any descriptions whatever and advocate the entire abolishment of this system.

#### Some Strong Resolutions.

The resolutions, which were read and adopted, were as follows:

Resolved, that we condemn the practice of all dishonest advertising and fake sales, and that we urge that a bill be prepared and introduced in our Legislature prohibiting such methods in business.

Resolved, that a uniform credit-rating system for the association of British Columbia is desirable, and recommend that a committee be appointed to report to the several associations a system for adoption.

Resolved, that the producer and manufacturer should distinctly define the lines between the two main factors in the distribution of food products, to wit: The wholesaler and retailer.

That we ask that the term wholesaler shall apply only to firms distributing to the retailing trade exclusively, and that the term retailer shall apply to all firms supplying consumers.

#### 'Consumers' Defined.

That the term consumer shall apply to any factor who purchases commodities for consumption on his own premises; therefore, it places in the consumers' class hotels, restaurants, boarding houses, camps of all kinds, railroads, sawmills and steamships. That in case of large transportation companies and other heavy consumers, arrangements may be made by local associations and the jobbers interested, satisfactory to both parties.

That we recognize that the wholesaler is entitled to receive from the manufacturer and producer a lower price than is made to the retailer.

That when a wholesaler distributes to the consuming trade he shall not be recognized as a retailer and be charged the retailer's price.

Resolved, that the British Columbia Association of Retail Grocers urge upon

all manufacturers who market their goods under proprietary brands of trademarks, the wisdom of the policy of establishing and maintaining by contract a minimum retail price at which their products shall be sold to the consumer. We believe that this policy is not only for the best interests of the manufacturer, wholesaler and retailer, but also the consumer. We are opposed to any price being printed on the package, because of the wide difference of conditions that prevail in various localities.

Resolved, that we declare ourselves unalterably opposed to the practice of premium giving in any form, especially the packages and the coupon system of doing business employed by cereal manufacturers, believing that such schemes are unbusiness-like and should be condemned, and believing that any article of merchandise that will not stand on its own bottom and achieve success from its own merits should be withdrawn from the market and that the premium principle is wrong and demoralizing to legitimate trade, and

Whereas, certain manufacturers are continuing this practice, and in some localities refuse to abandon this method in defiance of the opposition of the retail grocers, therefore be it

Resolved, that we call upon these manufacturers who are continuing this method to desist, and that we use all our influence to discourage the continuance of such practice; and be it further

Resolved, that we ask for the co-operation of the wholesale grocers to assist, by refusing to purchase or attempt to market the products of any manufacturer who places in his package a premium of any description or a coupon redeemable in cash or merchandise.

#### Secret Rebates Condemned.

Resolved, that we condemn the practice of giving secret rebates and free deals, as we deem them to be inimical to the best interests of the retail trade.

Resolved, that we favor the same policy of such manufacturers as market their goods to the retailers on a uniform price policy, giving the small grocer the same as his big competitor, and

Resolved, that we recommend to every fair-minded retailer the pushing of such goods as are sold on a basis of assured profit and equality of treatment for all retail grocers alike.

Resolved, that we express our sense of appreciation for the material and moral support of the trade press, manufacturers and wholesalers, commending the retailers to loyally reciprocate the favor to all known to be in active sympathy with measures to improve our conditions.

With respect to the resolution against premium giving, remarks were made that certain manufacturers spent \$30,000 in premiums, which ought to go to the value of their present goods sold at the same money, thus giving the consumer more goods for the same amount paid.

General business was followed after the election of new officers. The peddling evil, which is so prevalent on coast cities, occupied much consideration. Eastern eggs were obtained by these peddlers and carefully candled. It was shown that these peddlers sold the best eggs from this action for local fresh eggs.

The visiting grocers expressed the appreciation of the local wholesalers for their kindness in escorting them through the city on an auto trip, which gave

them a wider knowledge of the beauties of Victoria's residential district.

#### Wholesalers' Assistance.

A pleasant ending attended the convention when in the evening the members gathered around the banquet board at the Victoria hotel with J. B. Rickaby in the chair, as toastmaster. After the menu prepared had been done justice to F. Welsh gave a recitation and the toast was proposed to the visitors. Mr. Kyle of Vancouver, responding in the place of Mr. Higgins, who had been obliged to leave during the afternoon for Seattle. He said that he and his fellow visitors had been delighted with their reception and felt quite at home in Victoria. Simon Leiser referred in complimentary terms to the work of the grocers. He had been much impressed with the speech given the previous day by Mr. Higgins, of Seattle, who was a most able man. The wholesalers were united, he said, to get a fair profit for the grocer. The wholesale trade would always assist the grocers in fair dealing.

P. Wollaston referred to the relation of the wholesaler to the retail trade. A recitation was then given by Mr. Rickaby. P. Wollaston contributed a song, and F. Carne and J. Patterson spoke to the toast of the retail grocery trade. Mr. McLean sang, and C. W. Rhodes, of Brackman-Ker, in a short address, said it was the aim of the company to make a fixed price for all the articles manufactured by them. This was the only way to make a fair profit for the dealer and protect the consumer. He advised the grocers to treat the consumer right and give fair prices and success would follow. Amid applause, he advised the grocers to protect their home manufactures. He looked for closer relations between wholesalers and retailers.

Mr. Popham followed, speaking of the enlargement of the plant of his company and its manufactures. The gathering dispersed about midnight, the majority of the mainland delegates leaving for home by the steamer Charmer.

#### TO ASSIST EXPORT TRADE.

The Department of Trade and Commerce at Ottawa announces its intention of compiling an Index of Canadian Manufacturers, Exporters, and Producers generally, who desire to extend their trade abroad. For this purpose it has sent out forms to be filled in and returned. The list compiled by the Department will be given the preference when the names of such Canadian firms are required by intending purchasers abroad. As the information is received at the Department it will be forwarded to all the Canadian Trade Commissioners in the various parts of the world, and be systematically indexed and be readily available in their respective offices.

Stanley Montgomery, a salesman for some time in A. L. Vanstone & Son's grocery and crockery store, Brantford, Ont., was one who was certainly appreciated. He is going to Calgary where he will become manager of a large crockery establishment, and prior to his departure from the Vanstone store, was tendered a banquet and presented with a traveling bag by the staff.

# Successful Methods Adopted by Canadian Grocers

Brougham Merchant Careful About Weights and Measurements—Attention Attracted by a Peterboro "Fair" Window—How a Mail Order House Treats Its Customers—Toronto Counter-Salesman Gives Over-Weight—"Groceries Wanted" Book Given Away in Montreal.

## A First Prize Window.

Montreal, October 5.—William Currie, a St. Catherines St. grocer, was the winner in a window display contest conducted by the Buffalo Specialty Co. Minor details, such as spacing, etc., added considerably to the effect. Taking into consideration that only one line of goods was shown, the window was rather an ingenious combination of the few different sized packages of goods arranged into a pleasing and attractive whole.

## Stated Prices Must be Paid.

Brougham, Ont., October 6.—This village is small but this is an extra good farming section and by careful buying, close attention to business and keeping a well assorted stock of good goods at right prices, Geo. Philip, general merchant, has built up a trade that a more pretentious merchant might be proud of. They have a large refrigerator that keeps butter, lard, cheese and meats in fine shape. There should be one in every grocery department. They parcel up their own lard in one pound prints with their own printed wrappers, which makes it very handy and also a good ad. They have their own printed butter-wrappers that they supply free to their first-class butter makers. They do not handle much package tea but have a good line of bulk teas from 25c to 40c per pound, that they put up in one pound parcels, black, mixed and green and always keep it uniform. They grind their own coffee. They always have a space in their weekly paper and change their ads. every two weeks.

"It pays to advertise and to use price-tickets," says Mr. Philip. "We always give exact weight and measurement. We have prices marked on goods in plain figures and every one pays that price. We are always on the lookout for snaps and we give customers the benefit of the same which is one of the best ways of advertising and often gets new customers."

## A "Fair" Window.

Peterboro, October 6.—Walter Fitzgerald, window dresser for White & Gillespie, struck a happy thought in a window he recently arranged. It was a suggestion of a country fair and was carried out in a bright manner. Some of the usual requisites of the ordinary fair were represented—race track, merry-go-round, booths and buildings. The suggestion was so manifest that it attracted general attention.

It seems a pity that some of Peterboro's grocers should not make use of

their windows to better advantage. For some reason or other, there are grocers who leave their windows with the same showing for weeks at a time. Others are even worse and there are several who apparently do not give this important department attention except after a prolonged term, almost contemporaneous with stock taking. Is it not a sign of modern methods and should receive more care.

## Collections and Early Closings.

Kingston, October 6.—Tons of literature pour in from collection agencies which claim to collect any old accounts, catch the delinquent by the back of the neck and make him cough up. Results have not been over successful by any means. Two lawyers here, however, are kept busy. One attends to legal business, the other to collecting debts, giving all his attention to it. It is marvelous how successful he is, and strange to say he is reasonable in his charges.

It is hard to enforce the early closing by-law for some grocers claim to be in the fruit business if they only carry a bunch of bananas in stock. What is a grocer? That's the question.

## Convenience in the Store.

Elora, Ont., October 6.—"China Hall," as George Maben has christened his store, has been transposed somewhat in the interior, in line with the proprietor's ideas of progress and convenience. To the right as you enter, the stock of choice China is shelved; in front every thing in the line of canned goods; and to the left dinner and tea sets, and other goods. A plate glass front is the one thing needful, and Mr. Maben feels that he would have a compact little store second to none of its class in a town the size of Elora. Recently, in one day, he had 130 baskets of fruit shipped in to him, and he feels confident he holds the record.

## Grocery Stock Book.

Montreal, October 5.—A Montreal wholesale house is sending to all its customers, and to reputable grocers requesting it, a very handy little book. It is a blank book "Groceries Wanted," which may be hung up and used almost every day in the average grocery. It is one of the neatest and most convenient stock books recently issued, the paper being very good, and a thick cardboard cover warranting its being kept in good condition.

The same firm is sending out printed booklets suggesting various lines which

it might be necessary to order. After each grocery article mentioned is a space to specify, for the retailer's own information, the quantity desired. This booklet makes a good check on the stock books.

## Salesman Gave Over-weight.

Toronto, October 6.—A few days ago a lady ordered half a pound of cheese with other things from one of the salesmen in a local grocery store. When she came home she thought the cheese looked rather large for half a pound and so having a pair of scales she weighed it and found that it tipped the balance at 12 oz. She looked at the bill and found that half a pound was charged, for which she was paid 9c.

This is the carelessness The Canadian Grocer frequently finds among counter-salesmen, especially in the City of Toronto where there are reasons to believe that the clerks need more brushing up than in any other place in Canada. Whether this is owing to want of close attention to business on the part of the grocer himself, or that it is harder to get the right kind of salesmen, we are not prepared to say, but it is safe to say that the standard required by grocers for clerks is entirely too low. There are plenty of salesmen who are nothing more than makeshifts, and they never will be anything else, for they make no effort to reach a higher level. There is no other occupation in which there are so many engaged for which they are so ill-fitted as in the grocery stores. They have no love for it, for the simple reason that they know very little about it. Their whole effort consists in hiding their ignorance and their unfitness by pretending to show their dislike to the business. Why then are youths allowed to hold these positions when they do not take any interest in the work, and which could be filled by better young men.

Many a grocer is kept in tight circumstances through the carelessness of his clerks who give 12 oz. for 8, and the "boss" is not wide enough awake to see it. But should an employer be obliged to keep an eye on his salesman to see whether they are careful in weighing? This was no mistake on the part of the clerk. He deliberately robbed his employer, and therefore is not honest, and is not fit to be in any store. Why did this boy do this? He gained nothing by it. He may have been too lazy to cut it to the right weight, or lacked the courage, or business training to explain to the lady that he cut more than

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## THE CANADIAN GROCER

had a pound and whether she would like to take it all.

Whatever might have induced him to do it, the most probable reason is that he never was trained to be strictly accurate in his work, and therefore does not understand the seriousness of being inaccurate.

### The Mail Order House Methods.

Yorkton, Sask., October 3.—A mail order house catalogue received here lately states, "We do not quote prices on flour and sugar for two reasons. In the first place, they fluctuate so often that we cannot guarantee them for two months. In the second place, we feel that we cannot save our customers much money on either of these two commodities for the reason that they are sold nearly all over the country at a narrow margin of profit. If we were to quote the very lowest price that we could sell them for, you would save nothing by buying from us after you had added the cost of transportation."

This is the policy under which they have always done business, yet money that should be spent in town finds its way into their coffers every day. How long would you patronize your local merchant if he adopted this policy towards you?

### Humor Your Customers.

Montreal, Oct. 5.—Most of a grocer's customers are women, and, according to a St. Catherine St., Montreal, grocer, the use of tact is one of the essentials in successful service to them. Many times they will want some little extra attentions to satisfy some almost imaginary objections they have. Politeness, and willingness to put yourself out for them, almost invariably have their effect. They like to deal where they are best treated.

### Corn Stalks in the Window.

Lindsay, October 6.—Ed Robson, of the west end grocery, dressed a neat and attractive window last week for the fair. It was a window advertising a breakfast food and a number of packages were scattered or rather arranged around the window along with green cobs of corn, while a good background was formed by large and tall stalks of corn.

Grocerymen during the fair days disposed of immense quantities of fruit. This is one of the strong lines. The grocers piled their fruit outside their store fronts and displayed it to advantage. In many cases they had a clerk doing nothing but selling fruit and he was kept busy.

### Not Enough Care Taken.

Bracebridge, Oct. 6. — Considerable complaint is heard among our merchants about the way fruit is handled as freight during the rush of summer. Quite a saving is to be had with shipments by freight, owing to high express charges, if the freight, especially fruit, is taken right through. But up in this country we are

up against it. Consequently the merchant and the people suffer through carelessness.

### Buy in Large Quantities.

Lindsay, October 6.—This has been a good season, but it might have been better. The grocers of Lindsay would do well to form a sort of "combine" on the fruit question. This year they have had stiff opposition in the person of an Italian, who has conducted a good fruit store. The Italians, in many cases, can buy their fruit cheaper than the grocers, that is they get it in car lots and sell to their fellow countrymen. While there is only one Italian fruit dealer in Lindsay, he, no doubt, is organized with his fellow countrymen, also dealers in fruit, at different points in the province. Thus, he gets his fruit cheap and is able to sell accordingly. Why couldn't the grocery-men of Lindsay join together on the fruit question and buy by the car loads. They would then be able to compete with the fruit store.

### Neatness in Shelf Arrangement.

Montreal, Oct. 5.—A very useful, but somewhat neglected, mode of displaying goods is by always having the shelves in a neat and attractive condition. As a Montreal grocer said recently, "it adds to the general effect on a customer entering the store, to see apparently plenty of everything neatly shown on the shelves." Perhaps they do not realize that it helps to bring them back to that store again, but it does. Neatness in a retail store always pays.

### Jobbers Cutting Prices.

St. John, N.B., October 4.—There is some uneasiness among wholesalers in consequence of considerable price-cutting and an endeavor is being made to get the jobbers together and arrange a uniform scale of prices. The difficulty is said to be not only with the free lances but with members of the Grocers' Guild, as well. The system of every-man-for-himself is making it hard for travelers to satisfy their employers, as they continually have to face the argument of buyers who say, "Oh, we can do better with So-and-so."

### Delivery Rigs Going.

Chatham, October 6.—Country store-keepers in this vicinity are talking seriously of taking their rigs off the road. Several of them appear to have reached the conclusion that the game is hardly worth the candle. City merchants have lost to a certain extent from this competition, quite a few farmers no longer coming to town, and this is credited in some quarters with having something to do with high egg and butter prices.

### The Science of Service.

Winnipeg, October 5.—A. Frederick Sheldon, of the Sheldon School of Salesmanship, was in the city last week, and addressed the retail merchants on the

evening of September 29. His subject was the "Betterment of Business," the keynote of which was his oft-repeated statement "the science of business is the science of service." He went on to show successful salesmanship depended upon the ability to serve the public. "Money will come," he said "as a natural consequence of service; but if money is made the dominant idea, service will be lost sight of and anything but success will ensue."

His address was greatly appreciated and many clerks who heard his words carried away many good suggestions as to methods of developing self-efficiency in the trades in which they were engaged.

### A Handle on the Parcel.

Montreal, Oct. 5.—A clerk was doing up a package of tea at a Montreal grocery, a few days ago. After tying the string, he left two long ends, which he tied together to form a very neat handle. On being questioned, he said it was an English custom, and was very commonly in use in England. It is a good idea.

### New Brunswick Broom Prices.

St. John, Oct 4.—The feature of the local wholesale markets last week was the sharp advance in the price of brooms and whisks. About three weeks ago there was an advance of about 15 cents, but on Friday last the quotations were jumped about 75 cents, on an average. In some lines the increase amounted to \$1.00 a dozen, and on others, 50, 60 and 75 cents. T. S. Simms & Co., the local manufacturers, stated that the higher prices were due entirely to the scarcity of broom corn, there being very little stock to be had in the American market.

### Not Telling the Truth.

Chatham, Oct 6.—Sweet potatoes made their appearance here. "That's just one of the things we have to fight against," remarked a grocer this afternoon. "That lady wanted to know why we were selling only 6 pounds of sweet potatoes for a dollar when other people were offering 'genuine Jerseys' at seven or eight pounds for a dollar." And he added his little tribute to the temptation which grocers occasionally yielded to of mildly prevaricating when describing their goods.

### TIN CAN PRICES ADVANCE.

Owing to the advance in the price of tin plate in the United States, due to the big strike, can manufacturers have decided to raise their prices on their general lines of goods. This, of course, affects the Canadian market.

The varying sizes of the cans are so diversified that it is impossible to give in percentage the extent of the advance. The new schedule covering tin plates, which went into effect the other day, raises quotations 10 cents per box, say from \$3.40 to \$3.50.

The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN, PRESIDENT

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

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PUBLISHED EVERY FRIDAY

CANNED PEAS PRICES HIGH.

The canned peas situation is one of particular interest to the trade just now. More than a month ago The Canadian Grocer advised retailers to stock canned peas, as they were almost sure to go up. We know that many have taken the advice.

Peas have certainly gone up and are liable to go still higher. The situation may be best explained by the following story of an Ontario jobber. He sold a retailer his stock of peas some time ago, for future delivery. Usually the contract stipulates that at least 60 per cent. of the order must be filled, but in this case the jobber agreed to fill it entirely. The price he received was 77½ cents. Since that time, however, he offered to repurchase half the order at \$1, allowing the grocer 22½ cents per dozen profit. The offer was promptly declined and that grocer stands a good opportunity to make money on his early purchase.

In many cases retailers would have "jumped" at such an offer, and this is just where they make the mistake. If the jobber can make a profit after paying a dollar for peas why cannot the retailer make a much bigger profit—and a legitimate one at that—after paying 77½ cents?

THE BROOM SITUATION.

In a recent issue The Grocer pointed out the abnormal advance in the price of broom corn to manufacturers. The fact that it went from \$85 to \$200 per ton was a natural reason for broom corn farmers in the United States to

hold out for the high price and as a consequence not much has been marketed.

Canadian factories have felt this scarcity of corn on the market and recently four have had to stop manufacturing temporarily. Some have since obtained supplies.

The retailer has no doubt noticed the advance, for brooms that he could sell at 20 cents when broom-corn prices were normal, will now retail at least for 30 cents, and those which were formerly retailed at 25 cents will be nearer forty.

It is not to be expected that farmers will rush onto the market with their corn when prices are going up, so that no alleviation of the situation can be anticipated before January the first. It is, in fact, a possibility that prices will further advance.

The prices of short bristles used for stove and boot brushes, etc., have also recently advanced about fifty per cent. to the manufacturer, but as yet no changes have occurred in brush prices to the retailer. They may, however, be expected to rise about January. Bass, fibre and whisk show no advance.

LANGUAGE OF ADVERTISEMENTS.

A recent issue of Printers' Ink contains an interesting discussion on what would happen in a retail store if clerks talked to customers in the language of the ads. "What," is asked, "would be the effect of flowery phrases and glowing periods on prospective purchasers?" The article continues:

Whether it is that our ideas of what constitutes "good" advertising are undergoing a big change, or that people nowadays are influenced by a style of "talk" different from that which used to be considered sound, a kind of phraseology is creeping into present-day advertising that is overstrained, unnatural, exaggerated and empty, and that is surely tending to make advertising ridiculous.

Do we still believe with all the big thinkers of the advertising world, that in advertising you would write about your goods as you would speak of them face to face with a prospective customer? Is this dictum still an advertising axiom? You answer, "Of course it is." We all answer in the same strain.

But many of us continue blandly to write advertisements in the most bombastic language at our command. A ponderous style is objectionable enough in literature, and is doubly so in advertising copy.

Short, crisp sentences convey definite ideas. "If well-worded they are both clear and convincing. An elaborate piece of perfunctory rhetoric, on the other hand, overflowing, as it too frequently is, with words of unnecessary

length and with alleged ideas that are little more than gross exaggerations which the advertiser himself does not believe and with which he cannot reasonably expect to convince even the most credulous of his prospective customers, is distasteful to the man of culture and incomprehensible to the busy man who is very properly unwilling to spend the time and effort necessary if he would discover the meaning which the writer is so ineffectually endeavoring to convey."

How's that for a horrible example? We might have written a longer or more involved sentence had we had very hard, but it really isn't worth the effort. The books of Henry James can be consulted at almost any library.

But there is another kind of advertising language that should be avoided with almost equal care. We refer to that language of familiarity which so often breeds contempt. The following example of this kind of advertising is quoted literally from the announcement of a retail merchant in a Nebraska newspaper last month:

Stop and cool off. In the mad scramble to pile up the "cash" perhaps you lose sight of life. Maybe the dough worries you so much "living" don't enter into your life. It's the little luxuries, the little additions to life, that make the complete day, that mark the real man.

When you make a can of ice cream, sherbet or ices in a freezer, when you get a big platter of it in front of you and a spoon in your hand, when it's so hot that it melts the "freeze" just a little, when all these come together, then you know life. Tastes good, now, don't it? Drop in or telephone for an ice cream freezer.

It may be that this merchant's customers are a rough-and-ready lot, but we believe that his advertising literature might be couched in somewhat more elegant diction without offending their sensibilities. And if this editorial should come to his notice, we hope that his own sensibilities will not be offended, either.

SCARCITY IN SEALERS.

In many places there is a scarcity of fruit sealers, grocers not being able to obtain a sufficient quantity to supply the demand. This is apparently becoming an annual event during the preserving and pickling season, as each year more fruit and pickles are being sold by grocers for preserving purposes.

It seems that few anticipate the situation and many when they want the gems badly cannot get them. Last year the supply of pints gave out in many places, but this year quart sealers seem to be more scarce.

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## LET NOVA SCOTIA MERCHANTS BE ON THE ALERT

In some provinces of the Dominion many are wondering why they cannot get as cheap school books as may be secured in Ontario. Those who have made a study of the matter, however, possess the knowledge why Ontario readers are supplied at such low prices, and no surprise will be expressed when it is realized the vast amount of advertising the company which publishes the books receives. It simply means that the T. Eaton Co. can afford to print the school books at a figure stated by experts to be less than cost, and charge the loss to the "advertising expense" account.

And this is money well expended. For every school-book published for use in Ontario public schools bears the imprint of the T. Eaton Co. Not only that, but the publishers have the privilege—and are known to be making use of it—of enclosing advertising matter with enquiries from parties sending for school-books. This has been shown to be a fact in a previous issue of this paper. It simply means that the legislature of Ontario, unconsciously, no doubt, has been the means of placing in the hands of a large mail-order house more power to draw from every district in Ontario the wealth that should be expended among merchants of those districts.

The direct consequence is that the retail merchants in Ontario who handle a considerable portion of school-book supplies are taken an unfair advantage of. The contract has the effect of taking the sale of school books out of the hands of the general stores of Ontario, and of bringing almost every home into contact with the mail-order house. It affects every class of merchant in the province.

It is interesting to note in this connection that in Manitoba, the Government of that province has recently awarded the contract for a series of readers to a regular publishing firm, not to a mail-order house, and not at departmental sale prices. No doubt the Government of that province could have secured just as favorable terms as Ontario. Previous to the time of the awarding of the contract, however, the retail merchants held meetings and passed resolutions urging the Government of Manitoba not to place the contract with a mail-order house, at the same time pointing out the unfair methods of competition and the injury to business generally, which would result should Manitoba follow the example of Ontario.

Nova Scotia is the next province to be considered. An effort is being made to secure cheap school books for that province, in view of the low prices in Ontario, and unless the retail merchants

there begin early to point out to the Government the undesirable consequences of giving such a contract to a mail-order house, they will be up against the same difficulty as is now experienced by Ontario merchants.

No time should be lost in following the example of Manitoba. Let the merchants of Nova Scotia unite at once and proclaim their rights; for it is an acknowledged fact that the retail merchant is the back-bone of any community, and that once his influence decreases the standing and importance of the community does likewise.

It does not seem probable that the T. Eaton Co. would accept such a contract as it did in Ontario, if it were going to lose money. There is no other object in sight but that the contract was signed and carried out for the advertising it contained. That the successful contractors for the Ontario readers have attained their object would seem to be fairly well demonstrated by the fact, that we do not hear of their publishing or offering to publish other school books at cut rate prices. The close touch with the people and their homes is sufficiently well obtained through circulating a series of readers bearing their trade mark, without their establishment incurring any further losses through supplying cheap books for the whole of the school course.

Nova Scotia merchants are therefore advised to be on the alert. Quick and decisive steps should be taken to see that no mail-order house that will use "cheapness" as a blind to circulate its advertising literature among the homes of the province, is given the contract.

## DANISH BUTTER TOO HIGH.

English importers are not well satisfied with the manner in which they are treated by the Danes in the matter of butter shipments. The claim is that Danish butter is being handled by them with little profit while the Danes themselves are making large profits.

An English journal lays the blame to the Danish Quotation Committee which it says has intentionally or unintentionally in recent years "plucked" the large English buyers to some tune by putting up the price when the market did not warrant it. During one week alone a sum of £8,000 went to the Danes to which the English importers were entitled.

It was generally conceded that the Danish butter trade had been conducted, from the merchants' point of view, on very unprofitable and unsatisfactory lines for many years.

So annoying did this situation become that a deputation of buyers was dis-

patched to Denmark to make inquiries and to attempt to set things right.

To quote from the *Age* journal: "Since the return of the deputation, however, our representative has interviewed one or two of the gentlemen who represent British interests, and we have reason to hope that there will be some improved arrangement. If there is not one thing is certain—that the importers and wholesalers will do all they can to foster the importations from other quarters. As they say, what is the use of handling Danish for practically nothing."

Here is a splendid opportunity for Canadian butter exporters to advance their connection with Old Country buyers. They have been and no doubt are now in a receptive mood and would do much to increase butter importations from Canada. While the home consumption of Canadian butter is rapidly increasing yet Canada, being a natural agricultural country, is naturally a dairy country and could well afford to build up a strong trade relationship with the mother country in butter as well as in cheese.

## UNITED EFFORT NEEDED.

The report of the annual convention of the British Columbia Retail Grocers' Association in this issue illustrates with undoubted force the value of trade organization.

A perusal of the platform of the Association and the resolutions adopted shows conclusively that the members who attended the sessions came away wiser men. The great trade questions of the day came up for discussion. Retailers with any ability whatever cannot fail to be benefited in their own private business as well as in general through the strength of the organization.

A retail merchant alone has no power to effect remedies where trade conditions are against him; there must be united effort or nothing can be done. Education upon existing conditions is needed and the Association is one of the best available places to secure it.

## TAKE CARE OF YOUR BANK ACCOUNT.

In speaking to a prominent banker of Montreal who handles a great many grocers', and other retailers', accounts, he said that the average man does not realize how many inquiries are made regarding his business standing. If he did, he would not take the chances with his credit that so many do.

It very often means that, on the bank's report, a man is compelled to pay cash for any goods he may buy, when, by the exercise of a little care, he would have had sufficient credit for any purchases he desired to make. Talk to your banker at the first good opportunity and keep in touch with him.

## Department in Aid of the Retail Grocery Clerks

**Indifference of Employers in Regard to Training Their Clerks  
—Many Not Taught to Make Out a Decent Bill—Advice Must  
be Given and Taken.**

By A. H. Harvey.

One of the weakest features in the grocery business is the indifference on the part of the grocers in regard to the fitness of their salesmen. While there are many excellent salesmen, it is nevertheless a lamentable fact that a good many cannot make out a decent bill, and are even unreliable in their figures.

Their penmanship is wretchedly bad, and their English is still worse. What kind of stuff is a grocer made of, who can see a poor inexperienced boy waste his time without pointing out to him the importance and value of self-improvement? Does he not know that with a little encouragement on his part the boy will soon be worth much more to him as an employee, without saying anything of the good he will do to the boy. Any boy who will not take advice on this line is not the boy that is wanted in a grocery store. Get rid of him. It is a very good thing for a grocer to look after his cash, stock, bookkeeping, etc., but if he employs salesmen and does not know how to handle them, he stands a poor chance to make money.

### Take Interest in the Salesmen.

There are grocers who get more work from two salesmen than others do from three, and the men do it more cheerfully and with less fatigue. No one, however, can do this if he is selfish and only seeks his own interest. If he expects the salesman to take an interest in his business, he must also take an interest in the clerk's welfare. The old fashioned "slave driver" idea is past, and men must learn to deal with one another as men. Because the one has more money than the other does not mean that he has a right to treat him with disrespect.

While it is yet altogether too much the case that men are rated according to the money they have, we are, however, happily growing out of it and regard the value of men for the amount of manliness they possess.

It therefore belongs to good business management for a grocer to see that his salesmen are constantly trying to fit themselves better for the work they are expected to do. In doing this, the clerk must understand that this is for his own benefit, as well as for the benefit of his employer. When he realizes this, he will become more industrious, more faithful, and more willing to do his best for his employers. It is not enough to let the salesman know that you expect him to do his best, but the employer with his experience must know how to guide and lead him in the way he should go.

Think of the salesman and even grocers themselves placed in positions where they are to handle hundreds of different articles of food, dealing with hundreds of people, having nothing to learn, and no need to improve themselves.

### An Education Needed.

An ordinary mechanic who is making only one article, is trying from day to day to make it better, but the grocer who should understand his goods, his profits, his books, his people and thousands of other things, is absured enough to

think that he has nothing to learn and no time to read, in order to fit himself better to fill the position he occupies. What chance has a young man under such influences to develop into a valuable help in a store and stand a chance of becoming a successful salesman? If a youth takes a position in a store and he does not turn out right, the fault, in many cases, lies with the employer.

A business man's sphere is not only to supply people with goods, but he is also responsible for the success of his clerks by giving them a good sound business training. He must overcome prejudices and antique ideas, and show the advantages of more improved and better methods. He must learn to enlighten and educate them to be of the greatest possible benefit to himself, and this can be done only on the right lines, which is through honesty, sincerity and courage.

## The Grocer's Encyclopaedia From Week to Week

**A New Flour Introduced Into England Made From the Soya Bean—Tests Made With Baker's Flour — Cashew Nuts and What Use is Made of Them.**

Recent issues of a British milling exchange have devoted considerable space to a new breadmaking material now being introduced into England. It is a flour made by grinding the Soya bean of Manchuria. Formerly the Soya bean was principally used for the extraction of oil, but during the Russo-Japanese War it was tried by the soldiers of the Mikado as a food stuff, and it is stated, with excellent results.

An analysis of the Soya bean shows an average of about the following constituents: Water, 12 per cent.; oil, 17 per cent.; albuminoids, 38 per cent.; carbohydrates, 22 per cent.; fibre, 5 per cent.; ash, 5 per cent.; sand, 1 per cent. A firm at Hull, England, has used Soya flour for breadmaking purposes, mixing one part with five of white flour. The flour is of a yellow color and cannot be bleached, but it is reported that several German millers have blended it with rye flour, making a fine flavored "black" bread.

Baking tests with the Soya flour show it to produce the best results when mixed with 5 parts of baker's flour. The great food value of Soya flour has led to many experiments with it. These seem to indicate that the best field for its use is biscuit-making. The Soya bean has been raised in England and parts of the United States as a forage crop for a number of years and the experiments with it as a human foodstuff cannot but arouse interest.

### The Cashew Nut.

The cashew nut tree yields several products. One edible part is the swollen, pear-shaped stalk (peduncle) which supports the nut. The kernel of the nut when roasted is eaten as food by the natives. The nuts are ash-grey in color and kidney-shaped and attached to the under part of the fruit.

The cashew-apple oil is powerfully vesicating or blistering, and is obtained from the cashew apple. The oil is not unlike that obtained from the marking nut. A gum also exudes from the cashew-nut tree when "tapped" or wounded when the sap is going up. The gum looks like gum arabic, and may be used as a substitute for that gum. The gum is subastringent and is particularly useful in guarding against the depredations of insects.

A light yellow oil, sweet tasted and edible, is obtained from the cashew nuts. The kernels are roasted and then pressed. This oil is regarded by Indian chemists and native doctors as equal if not superior to either olive or almond oil. Little of this oil is made, however, for the reason that the nuts are in high favor as table fruit. In Bengali the cashew nut is called "khal gili badam," and in Hindustani "cashew."

It has alternate, obtuse, ovate leaves and bears bunches of red secented flowers. The juice of the stem is used as a varnish and an aromatic drug is prepared from several parts of the tree afterward consolidated by evaporation.

The shell consists of three layers, the outer and inner of which are hard and dry, but the intermediate layer contains a quantity of black, extremely acrid caustic oil, which is destroyed by roasting the nuts before eating them.

Fire which broke out in one of the grocery stores of E. F. Mason & Co. Peterboro, Ont., on Sunday morning last did \$8,000 damage to the store. Insurance to about half that amount was carried. Other merchants suffered to the loss of \$7,000. Mr. Mason has two other grocery stores in Peterboro.

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## A Fable of the Grocery Store—A Short Cut to Wealth

By. W. E. Elliott

The grocer stood in his place of business, surrounded by his complete and up-to-date stock of canned goods, pure sauces and pickles. The aroma of codfish and coffee blended in the air. In a prominent position hung a card bearing a chastely executed design: "Terms Cash."

A small boy came in with a subscription list for the King Edward Baseball Club. The grocer handed him ten cents and he went out.

A woman came in and asked the grocer if he had any granulated sugar. She asked what made it so dear, and the grocer said it was on account of the Spanish War. The woman ordered two bars of washing soap and a half gallon of coal oil. She wanted it sent down right away, because she had to do a little baking.

The next was a young lady with brown eyes and a white parasol. She was selling tickets for the church social. The tickets were only 25 cents. The grocer said he would like very much to go, but he had an engagement for that night. The young lady said he could give the tickets to one of the clerks.

A lady came in for a package of radish seed. She said she had never tried any of Smith's and asked the grocer if they would grow. He said that the Smith firm had a good rating in Dun's, and that the senior partner was a pillar in the Baptist church, and that every seed was tested by a special process before being offered to the public. The woman said she thought it was a little early yet for planting, anyway.

The telephone rang, and a voice said: "This is the bank; that draft of yours on Skinner & Co. has been returned. Will you be down before three o'clock?"

A farmer lady from out on the fourth concession drove up to the door, and the grocer tied her horse and carried in the basket. She asked what he was paying now for eggs. She said they were paying more in Bingville, because Henry's woman was up there last Wednesday and got that much. The grocer said the market had dropped since then. When she counted out the eggs, she said there must be more than that, for she put them in herself. She said she would take the cash to-day, because she had got what little things she needed from the peddler. She asked the grocer for a little box to set a hen in.

An elderly gentleman came in hurriedly, and asked to borrow the rig for a few minutes. He said he was much obliged.

Following this was an agriculturist

who hit up the biscuit barrel and said he'd be dinged if he thought either of them fellows discovered the North Pole. He said he had a goose in with him, and asked how much the grocer was paying. The storekeeper asked if it was a young one, and he said he was not sure, but they got it for a young one a couple of years ago. The agriculturist bought three cents worth of candy for the young ones and told the grocer to put in lots of gum drops.

Just then a little girl brought in a parcel of butter and said it was bad and her mother wanted some Real Good sent down right away in time for supper.

The next was a sad-looking man in a suit of clothes that had been worked in a great deal. The grocer sized him up as the man who had come to read the electric light meter, but he chirked up some and said it was a fine day, just to be polite. The sad-looking man laid down two double sawbucks on the counter and asked the grocer to put the twenty on his account. Joy seldom kills, and the grocer retained presence of mind enough to write a receipt. Then he gave the cat a large piece of jellied tongue and presented the delivery boy with the church social tickets.

Moral: It isn't as easy as it looks.

### GENERAL MANAGER DEAD

#### Much Regret Felt at the Early Death of Amos H. Baker, Picton, Ont.

A brief reference was made in last week's issue to the death of a man whose vacant chair, both at his home and in the establishment of which he was the general manager, will be regretfully cherished. Amos H. Baker, general manager of the Old Homestead Canning factory, Picton, Ont., was known to the trade as a leading factor in the canning industry of the Dominion. His modern factory equipment and modern methods which he secured after much study and travel, stamped him as a keen business man.

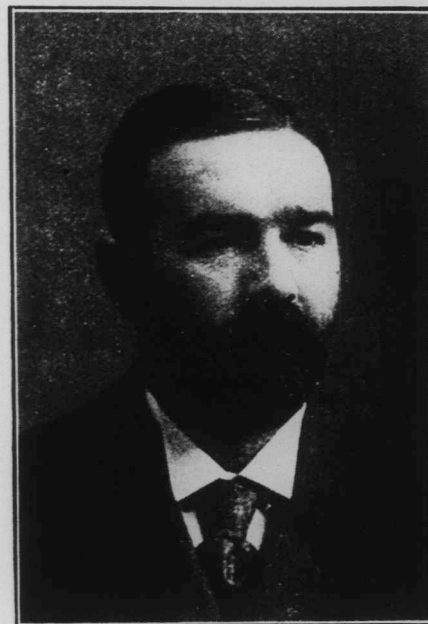
His affable nature and kindly disposition made him a good companion and friend and his early death will be much regretted in many circles.

He was only 44 years of age, but had been in failing health since the early spring. During the summer his condition became somewhat improved and it was thought he was regaining his health and strength. But about two weeks prior to his death he began to fail rapidly. He had been confined to his bed only one week, however, until he finally passed away on Wednesday morning of last week, the immediate cause of his death being a hardening of the arteries—a rare disease with a man of Mr. Baker's age.

His position in the commercial world brought him prominently before the public. He was an associate of many keen business men throughout Ontario and was generally admired for his sagacity.

Mr. Baker went to Picton, Ont., about 25 years ago to take his initial step in the business world. He was first employed by the Rathbun Company as a book-keeper, later severing his connection with that company to accept a similar position with A. W. Hepburn. After a lapse of eight years he branched out for himself, his first venture being a livery. This he maintained for a short time before entering the grain brokerage business with Geo. Sexsmith.

It was about ten or twelve years ago that Mr. Baker suddenly came into the limelight of publicity. He with Louis Wright, made a successful 'corner' in the output of canned corn. Corn was a short crop that year, and these two men quietly bought up the entire pack of canned corn from the canning factories of Canada. The result was one



THE LATE AMOS H. BAKER.

of the most clever 'corner' deals that had been exploited in Canada. Near friends of Mr. Baker, who were somewhat intimate with the details estimate that in the neighborhood of \$30,000 was cleared up in that one deal.

Mr. Baker was the prime mover in the project of the Old Homestead Canning Company, which was first mooted about five years ago. The factory was backed by the Richardsons of Kingston, and Mr. Baker assumed the general managership of the concern.

The late Amos Henry Baker was born at Deseronto. His father was the late Richard H. Baker, a one-time grain dealer, and his mother was a sister of Amos Richardson, M.P.P. of Deseronto. Mr. Baker was the only child. The deceased is survived by his widow, and one daughter, Miss Marguerite Baker, who has been attending University of Toronto. His mother was at her son's bedside throughout his last illness.

The Canadian Grocer extends its sympathy to the family and close friends of the deceased and regrets exceedingly his early death.

# Canadian General Markets and Market Notes

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

## QUEBEC MARKETS

### POINTERS—

Syrups—Market firmer.  
Spices—Pepper firm at high quotation.  
Dried Fruits—Raisins expected to advance.

Montreal, Oct. 7, 1909.

The general tone of the market this week is healthy, with the exception of dairy products. Peppers remain steady at the advance and are not expected to weaken.

Syrups have all risen slightly, as one man expressed it, "just gone back to normal."

Apples are coming in freely and general indications are that the crop will be fairly heavy.

**SUGAR**—Market is steady at former quotations.

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

### SYRUPS AND MOLASSES—

|                                      |      |      |
|--------------------------------------|------|------|
| Fancy Barbadoes molasses, puncheons  | 0 38 | 0 40 |
| " " barrels                          | 0 41 | 0 43 |
| " " half-barrels                     | 0 43 | 0 45 |
| Choice Barbadoes molasses, puncheons | 0 41 | 0 43 |
| " " barrels                          | 0 44 | 0 46 |
| " " half-barrels                     | 0 46 | 0 48 |
| New Orleans                          | 0 27 | 0 28 |
| Antigua                              | 0 30 | 0 30 |
| Porto Rico                           | 0 40 | 0 40 |
| Corn syrups, bbls.                   | 0 03 | 0 03 |
| " " 1-bbls.                          | 0 03 | 0 03 |
| " " 1-bbls.                          | 0 03 | 0 03 |
| " " 35-lb. pails                     | 1 83 | 1 83 |
| " " 25-lb. pails                     | 1 50 | 1 50 |
| Cases, 2-lb. tins, 2 doz. per case   | 2 70 | 2 70 |
| " " 5-lb. " 1 doz.                   | 2 57 | 2 57 |
| " " 10-lb. " 1 doz.                  | 2 77 | 2 77 |
| " " 20-lb. " 1 doz.                  | 2 70 | 2 70 |

**TEA**—There is no report this week from the primary Japan market, as it is practically closed. Locally there is no change, though many are waiting for expected arrivals. The market continues strong.

|  |      |      |
|--|------|------|
| Choicest                                 | 0 40 | 0 50 |
| Choice                                   | 0 35 | 0 37 |
| Japans—Fine                              | 0 32 | 0 37 |
| " " Medium                               | 0 27 | 0 30 |
| " " Good common                          | 0 22 | 0 25 |
| " " Common                               | 0 20 | 0 22 |
| Ceylon—Broken Orange Pekoe               | 0 21 | 0 40 |
| " " Pekoes                               | 0 20 | 0 22 |
| " " Pekoe Souphongs                      | 0 20 | 0 22 |
| India—Pekoe Souphongs                    | 0 19 | 0 20 |
| Ceylon greens—Young Hysons               | 0 20 | 0 25 |
| " " Hyson                                | 0 20 | 0 22 |
| " " Gunpowders                           | 0 19 | 0 22 |
| China greens—Fungus gunpowder, low grade | 0 14 | 0 15 |
| " " " " pea leaf                         | 0 20 | 0 30 |
| " " " " pinhead                          | 0 30 | 0 50 |

**COFFEE**—No change is reported. Demand is fair.

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

**DRIED FRUITS**—Mediterranean qualities show no marked change since last week. Buying is fairly good in anticipation of the sailing of the last direct steamer. California fruit market has strengthened considerably and buyers

are beginning to realize that they can no longer purchase at their own prices. There is an extreme shortage of apricots in the San Joaquin section, from which the bulk of mixed cars are shipped.

It is estimated that 75 p.c. of the entire peach and prune crop has been sold and prices of these goods will be maintained.

There is a better feeling in the primary raisin market, though there is no pronounced advance. Reliable authorities assert that advance must take place before the end of the month, as many buyers have not covered their requirements.

|  |      |      |
|--|------|------|
| Currents, fine filiatras, per lb.      | 0 07 | 0 05 |
| " " Patras, per lb.                    | 0 07 | 0 08 |
| " " Vostizas, per lb.                  | 0 08 | 0 09 |
| Dates                                  |      |      |
| Hallowees, per lb.                     | 0 04 | 0 05 |
| Suns, per lb.                          | 0 04 | 0 05 |
| Raisins                                |      |      |
| Australian, per lb., (to arrive)       | 0 08 | 0 09 |
| California, choice seeded, 1 lb. pkgs. | 0 05 | 0 07 |
| " " fancy seeded, 1 lb. pkgs.          | 0 07 | 0 08 |
| " " loose muscatels, 3-crown, per lb.  | 0 07 | 0 08 |
| " " sultana, per lb.                   | 0 03 | 0 05 |
| Valencia, fine off stalk, per lb.      | 0 07 | 0 05 |
| " " select, per lb.                    | 0 05 | 0 05 |
| " " 4-crown layers, per lb.            | 0 06 | 0 06 |

**RICE AND TAPIOCA**—This market is simply beating time. No change in former quotations, demand is only fair.

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

**SPICES**—Spices remain steady at present prices. Demand for peppers is extra good, owing to some fear of a further rise.

One matter, particularly interesting to spice dealers, is a draft of a new law which is being passed around. It deals with the adulteration at present indulged in by some importers and jobbers, and will, if passed, impose a fine of \$500, six months' imprisonment, or both. All dealers interviewed admit the need of such a law and are heartily in favor of it.

|                  | Per lb. |
|------------------|---------|
| Peppers, black   | 0 16    |
| " " white        | 0 22    |
| Ginger, whole    | 0 22    |
| " " Cochin       | 0 17    |
| Cloves, whole    | 0 18    |
| Cloves, ground   | 0 20    |
| Cream of tartar  | 0 23    |
| Allspice         | 0 13    |
| Nutmegs          | 0 20    |
| Cinnamon, ground | 0 15    |
| " " whole        | 0 14    |

**BEANS AND PEAS**—New boiling peas are plentiful and of very good quality.

|                                 |      |      |
|---------------------------------|------|------|
| Ontario prime pea beans, bushel | 1 50 | 2 00 |
| Peas, boiling, bag              | 2 50 | 2 50 |

**EVAPORATED APPLES**—Prices remain steady at former quotations.

|                          |      |      |
|--------------------------|------|------|
| Evaporated apples, prime | 0 09 | 0 10 |
|--------------------------|------|------|

**MAPLE PRODUCTS**—No change has occurred in this market.

|                               |      |      |
|-------------------------------|------|------|
| Compound maple syrup, per lb. | 0 04 | 0 05 |
| Pure Township sugar, per lb.  | 0 07 | 0 08 |
| Pure syrup, 81 lb. tin        | 0 60 | 0 65 |
| " " 10 1/2 lb. tin            | 0 70 | 0 75 |

S. W. Ewing, of S. H. Ewing & Sons, Montreal, was in Ottawa on business last week.

## CANNED GOODS

**MONTREAL**—Some figures are at hand on the total peas pack for the season. As compared with last year only 50 per cent. of the quantity of standard, 15 per cent. of sweet wrinkled and 10 per cent. early Junes have been put up. Demand is good for most lines. Tomatoes are likely to advance soon.

|                                     |          |        |
|-------------------------------------|----------|--------|
| Peas, standard, doz                 | \$1.00   | \$1.05 |
| Peas, early June, doz               | 1.02 1/2 | 1.07   |
| Peas, sweet wrinkled, doz           | 1.07 1/2 | 1.12   |
| Peas, extra sifted, doz             | 1.52 1/2 | 1.60   |
| Peas, gallons                       | 3.87 1/2 | 3.92   |
| Beans, doz                          | .75      | .77    |
| Corn, doz                           | .75      | .77    |
| Tomatoes, doz. (Ontario and Quebec) | .80      | .85    |
| Strawberries, doz                   | 1.37 1/2 | 1.40   |
| Raspberries, 2's, doz               | 1.75     | 1.75   |
| Peaches, 2's, doz                   | 1.65     | 1.65   |
| Peaches, 3's, doz                   | 2.65     | 2.65   |
| Pears, 2's, doz                     | 1.60     | 1.60   |
| Pears, 3's, doz                     | 2.30     | 2.30   |
| Plums, Greengage doz.               | 1.50     | 1.55   |
| Plums, Lombard, doz                 | .95      | 1.00   |
| Lawtonberries, 2's, doz             | 1.60     | 1.60   |

Clover Leaf and Horseshoe brand salmon:

|                         |      |
|-------------------------|------|
| 1 lb. talls, per doz.   | 1.87 |
| 1/2 lb. flats, per doz. | 1.30 |
| 1 lb. flats, per doz.   | 2.02 |

Other salmon:  
Humpbacks, doz. \$ .95 \$ 1.00  
Cohoos, doz. 1.35 1.40  
Red Spring, doz. 1.60 1.65  
Red Sockeye, doz. 1.85 2.00

**TORONTO**—The feeling in canned goods is very firm with an upward tendency. Peas are well worth a dollar and very few are held by any wholesale house. Some would buy back what they sold at 77c for \$1. They are nearly all in retailers' hands and as they have been fortunate enough to secure them at the low price, they should have sense enough to retail them on the basis of their present value. This extra profit belongs to them, and they are justly entitled to it, and in consideration of the other fellow who has to buy them at the present price, it would be unfair and beneath the dignity of modern store-keeping to sell them at only a fair living profit on first cost.

|                          |          |          |
|--------------------------|----------|----------|
| Beans                    | .75      | .80      |
| Corn                     | .80      | .85      |
| Peas                     | 1.00     | 1.40     |
| Tomatoes, 3's            | .82 1/2  | .85      |
| Strawberries, 2's        | 1.32 1/2 | 1.37 1/2 |
| Raspberries, 2's         | 1.60     | 1.65     |
| Peaches                  | 1.55     | 1.55     |
| Lawtonberries            | 1.50     | 1.50     |
| Red pitted cherries, 2's | 1.60     | 1.65     |
| Gallon apples            | 2.40     | 2.50     |
| Bartlett pears, 2's      | 1.45     | 1.50     |
| Lombard plums, 2's       | .85      | .90      |

Clover Leaf and Horseshoe brand salmon:

1 lb. ta  
1/2 lb. fl  
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Other  
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" "  
Red Seal  
St. Lawren  
Beaver gran  
Edspath ext  
Imperial gra  
Amelia gra  
Wallace-hur  
st. Lawren  
Bright coffe  
No. 3 yellow  
No. 2 "  
No. 1 "  
Granulated

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|                          |           |
|--------------------------|-----------|
| 1 lb. talls per doz      | 1.87½     |
| 1½ lb. flats per doz     | 1.15      |
| 1 lb. flats per doz      | 2.12½     |
| Other salmon prices are: |           |
| Humpbacks, per doz       | .95 1.00  |
| Cohoos, per doz          | 1.40 1.50 |
| Red Spring, per doz      | 1.55 1.65 |
| Red Sockeye, per doz     | 1.55 1.65 |

ONTARIO MARKETS

POINTERS—

Dried Fruits—New arrivals.  
Spices—Good demand.  
Nuts—Scarcity in some lines.  
Evaporated Apples—Prices high.

The wholesale grocery trade is growing in interest as the fall approaches, and the green fruits are getting out of the way. Dried fruits of all kinds are now in order to make their appearance and which the wholesale grocer takes under his care. Valencia raisins, as well as table raisins, have arrived and are put on the market at about the same as last year.

Prunes, however, are likely to be higher and not as good in quality. The sizes will be smaller and they were also somewhat damaged in drying through frequent rains. Prospects are good for the winter trade.

SUGAR—The sugar market is still strong and the demand fairly brisk. The market is steady and no changes are expected for some time.

|   |      |
|---|------|
| St. Lawrence "Crystal Diamonds," barrels                | 5 50 |
| " " " " " " " " " "                                     | 5 60 |
| " " " " " " " " " "                                     | 5 70 |
| " " " " " " " " " "                                     | 5 80 |
| " " " " " " " " " "                                     | 6 00 |
| " " " " " " " " " "                                     | 6 55 |
| " " " " " " " " " "                                     | 7 55 |
| Paris lumps, in 50 lb. boxes                            | 5 80 |
| " " " " " " " " " "                                     | 5 70 |
| " " " " " " " " " "                                     | 6 00 |
| " " " " " " " " " "                                     | 7 25 |
| Red Seal  | 4 85 |
| St. Lawrence granulated, barrels                        | 4 85 |
| Beaver granulated, bags only                            | 4 55 |
| Redpath extra granulated                                | 4 85 |
| Imperial granulated                                     | 4 55 |
| Avadia granulated (bags and barrels)                    | 4 75 |
| Wallaceburg   | 4 75 |
| St. Lawrence golden, bbls.                              | 4 45 |
| Bright coffee   | 4 75 |
| No. 3 yellow  | 4 65 |
| No. 2 " "   | 4 55 |
| No. 1 " "   | 4 45 |
| Granulated and yellow, 100 lb. bags 5c. less than bbls. |      |

SYRUP AND MOLASSES—There is so little to say about these articles at the present time that a little story told by a retailer instead will be allowable. He once kept store in a country village where farmers were in the habit of bringing jugs to be filled with molasses which had to be done with a funnel. This was such slow work that the farmer got tired waiting. The next time he brought a pail and asked the clerk to fill it with molasses. The clerk went to the cellar to do it and after again waiting a long time he went down himself to see what he was doing, and here he found the bright clerk working the molasses out of his quart measure through the funnel into the pail. He gave him such a shock that he tumbled to the idea that he might pour it right out of the measure into the pail.

|                            |           |
|----------------------------|-----------|
| Syrups                     | Per case. |
| 1 lb. tins, 2 doz. in case | 2 50      |
| " " " " " " " " " "        | 2 85      |
| " " " " " " " " " "        | 2 75      |
| " " " " " " " " " "        | 2 70      |

|                         |           |
|-------------------------|-----------|
| Barrels                 | 0 03      |
| Half barrels            | 0 03      |
| Quarter "               | 0 03      |
| Pails, 38 1/2 lbs. each | 1 80      |
| " " 25 "                | 1 30      |
| Maple Syrup—            |           |
| Gallons, 6 to case      | 4 80      |
| " " 12 "                | 5 40      |
| Quarts, 24 "            | 5 40      |
| Pints, 48 "             | 3 00      |
| Molasses—               |           |
| New Orleans, medium     | 0 31 0 33 |
| " " " "                 | 0 29 0 31 |
| Barbadoes, extra fancy  | 0 45 0 45 |
| Porto Rico              | 0 45 0 62 |

DRIED FRUITS—Some of the dried fruits are beginning to come in. Valencia raisins are in and are of a good quality. New prunes will not be for a few weeks and they will be a little higher. Reports from California state that rain has retarded the prune crop considerably. The damage so far is merely problematical.

TEA—The tea market has for some time been on the climb, and gradually goes up higher. The feeling is very firm.

COFFEE—Coffee is in good active fall demand, but no changes in any of the lines.

RICE AND TAPIOCA—Nothing of any importance has taken place in these lines, more than the crop of Patna rice is short and higher prices will be asked for it.

SPICES—This is the harvest for the spice men and their business is all they can handle. Peppers are firm, and look for more money.

|                              |           |
|------------------------------|-----------|
| Peppers, black, pure         | 0 14 0 17 |
| " " white, pure              | 0 20 0 25 |
| " " whole, black             | 0 16      |
| " " whole, white             | 0 23      |
| Ginger                       | 18 0 25   |
| Cinnamon                     | 0 25 0 40 |
| Nutmeg                       | 0 20 0 30 |
| Cloves, whole                | 0 25 0 35 |
| Cream of tartar              | 0 22 0 25 |
| Allspice                     | 0 14 0 16 |
| " " whole                    | 0 14 0 16 |
| Mace, ground                 | 0 75 0 80 |
| Mixed pickling spices, whole | 0 15 0 16 |
| Cassia, whole                | 0 20 0 25 |

NUTS—There is nothing doing locally in nuts and prices at a standstill. It appears, however, that in some cases they are going to be scarce. Sicily filberts are high and Barcelonas are being substituted. Walnuts are expected to be a fair crop.

|                     |               |
|---------------------|---------------|
| Almonds, Formigetta | 0 12 1/2      |
| " " Tarragona       | 0 11          |
| " " shelled         | 0 28 0 30     |
| Walnuts, Grenoble   | 0 13 1/2      |
| " " Bordeaux        | 0 11          |
| " " Marbots         | 0 11 1/2      |
| " " shelled         | 0 23 0 26     |
| Filberts            | 0 12 0 12 1/2 |
| Pecans              | 0 16 0 18     |
| Brazils             | 0 15          |
| Peanuts             | 0 10 0 12     |

EVAPORATED APPLES—"They are away up in G." was remarked by one of the dealers. This is rather strange but it is explained in this way. The apples this year are more perfect, that is, less apples are deformed, or unfit for the barrel, and therefore less for the evaporator. They are bringing from 8½ to 9c.

|                   |               |
|-------------------|---------------|
| Evaporated apples | 0 08 1/2 0 09 |
|-------------------|---------------|

BEANS—New beans are beginning to come in, and are of a high quality, and in good demand. The high price on account of their scarcity which ruled, until the new crop came in, has to give way, and they are now worth about \$1.85 per bushel.

|                   |      |
|-------------------|------|
| Beans, per bushel | 1 85 |
|-------------------|------|

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

The "Tea and Coffee Trade Journal" of New York, in an article on the choosing of appropriate names to be used as a trademark for any line of goods says: "A name easy to remember, that in advertising and demonstrating can be made to associate as near as possible with the article itself, is commendable. For instance, the moment we hear the word 'Uneeda' we are reminded of biscuits, the word Sapolio suggests soap, 'Salada' suggests tea, etc." This shows what a figure "Salada" cuts in the United States. The actual sales of "Salada" Tea for the past week were the largest in the history of the company. "Salada" is fairly modest about this, but the fact may appeal to live grocers as being significant to say the least.

W. H. Millman & Sons have received two consignments of new crop white beans—first of the season. The sample is fine. They have also received several lots of new evaporated apples—first of this seasons pack.

Laporte, Martin & Co., Montreal, are advertising this week their special shipments of dried fruits, which will be in within the next few days. These goods include currants, Valencia and Sultana raisins, Malaga table raisins, figs, candied peels and evaporated fruits, and are all guaranteed by the house to be of first quality. The prices which are being quoted are such as to cause buyers to hesitate before placing their orders elsewhere, before seeing the samples of goods offered by this firm. Next week Laporte, Martin & Co. promise a special announcement of interest to the trade on the subject of canned goods.

Snowdon & Borland, Montreal, are now selling a number of specialties put up by L. H. Packard & Co. These include their Brass Polish, Silver Polish, Varnish Remover and Knew Method Cleansing Jelly.

TRADE NOTES.

W. H. Hyde, grocer, Toronto, has sold to A. Stanley.  
W. E. Nims, grocer, Brandon, Man., has sold to B. C. Neil.  
Dunn & Dodds, grocers, Winnipeg, have succeeded Dunn & Macdonald.  
H. P. McLeod, general merchant, Okotoks, Alta., has sold to W. H. Reeves.

The Canada First Condensed Milk and Canada First Evaporated Cream manufactured by the Aylmer Condensed Milk Co. was given the gold medal at the Halifax Exhibition where the company had an exhibit.

A. F. MacLaren, ex-M.P., was tendered a banquet by the citizens of Stratford, last Monday night, on the occasion of his departure for Toronto, where he will reside. Mr. MacLaren was the founder of the MacLaren cream cheese and as a dairy authority, bears a good reputation.

## Pint Sealers Sales are Now Displacing the Quart

Reasons Why the Housewife Considers Them More Convenient  
—Preserves Are not Wasted—Grocers Prefer to Sell the  
Smaller Variety Because Profits are Greater.

By Victor Lauriston.

The pint sealer seems to be coming more into vogue than heretofore.

A good share of this popularity seems to be due to the fact that pint and quart tops are now identical in size, with the result that only the one size of rubber ring is required.

Nevertheless, there are a host of good reasons why the small sealer should be the best seller. The chief of these is that in the long run it saves the housekeeper its entire cost many times over.

On the face of it, this seems incorrect. The pint sealer sells for 75c a dozen; the quart sealer, containing double the amount of fruit, sells for only 85c or 90c. It would seem like economy for the housekeeper to buy the larger size, thus necessitating the use of only half as many jars as would be required if pints were purchased. Further, the purchase of half-gallon sealers at a price only a fraction more than that paid for the quarts would seem still more economical.

The use of a big sealer involves, however much waste. It takes a pretty hearty family to demolish the contents of a pint sealer without leaving a trifle for supper; while, for the small family, the pint will suffice for several meals. No family wants the same kind of preserves every time the table is set. As a result, probably one fourth of the contents of the regular quart is set aside to spoil; while, on the half gallon the loss is even greater. There is scarcely a pantry shelf in the land that hasn't two or three quart or half gallon sealers with a couple of inches of preserves in the bottom crowned with a quarter or a half inch of fuzzy white mildew.

### Affords a Variety.

Then there is another point. The tasty housewife, the one who likes to set a table that will please her family and her guests, speedily learns that variety is the spice of life, and that constant change of menu is the best way to keep those about her in good spirits. She does not want the same preserves two days in succession. Neither can she see the sense of wasting a quarter of the contents of every quart jar. Hence, she will buy pint jars, have enough preserves for dinner with a trifle possibly for supper and breakfast—and be able to put on something different next day.

I know several families which, at the outset of housekeeping, bought quart or even larger jars. They are reverting to pints—nothing but pints. These two reasons tell the whole story.

If it is better for the housekeeper to buy-pints instead of quarts, the grocer, who stands to secure two profits instead

of one should have no kick coming. He may find it worth while to push the sale of pint jars a little. He should not argue the point—there is no use arguing with a woman—but it is within his power to incidentally remark that pints are becoming more popular; and to add that it is because they are the most convenient size, save many times their original cost in fruit that would otherwise be wasted, and—do not compel the tasty housekeeper, who likes to set a nice and attractive table, to put fruit on the table for days and days, after everyone has grown sick of the sight of it.

### TRAVELER'S SUDDEN DEMISE.

W. O. McPherson was a Valuable Representative of the Geo. E. Bristol Co.

In last week's issue mention was made of the sudden death of W. O. McPherson, at Gravenhurst, Ont., a traveler for Geo. E. Bristol & Co., Hamilton, Ont. He was a member of the old school of knights of the grip, and his familiar face will be greatly missed off the road.



THE LATE W. O. McPHERSON.

In 1883, Mr. McPherson joined the traveling staff of the Geo. E. Bristol & Co., then known as Lucas, Park & Co. He has continued with it ever since over the same route that he always traveled; that is, up around Barrie, Orillia, Owen Sound and Collingwood, and through the Muskoka country, Bracebridge, Huntsville, etc. He was a thoroughly reliable, upright, sterling business man, devoted

to his duty, and a very valuable representative.

He resided at 65 Major Street, Toronto, from where the funeral was held. Peter Hutchison, a Bracebridge grocer, who was a warm personal friend of the deceased, attended the funeral.

### CANADIAN TRADE CHANGES.

#### Ontario.

Cain & Nelson, Grand Valley, Ont., grocers and hardware merchants are succeeded by Nelson & Dodds.

Henry C. Mohr, grocer and confectioner, Milverton, Ont., has sold to E. T. Finkbeiner.

A. C. Pelton, grocer, Ottawa, has sold to Hall & Co.

R. J. Wilson, general merchant, Wainstead, Ont., has been succeeded by W. E. Morningstar.

A. W. Cooper, grocer, Toronto, has sold to Cooper Bros.

Thomas Long, grocer, Trenton, Ont., has assigned to S. M. Kenny, Belleville.

G. T. Bissell, Trenton, Ont., has severed his connection with the Gilmour Door Co., with which company he has been identified for many years, and has gone into business on his own account, having purchased Mrs. J. N. James' grocery business.

#### Quebec.

J. Cardinal, grocer, Montreal, is offering a compromise.

Demand of assignment has been made on Hector Lajeunesse, grocer, Parc Laval, Que.

Assets of Alex. Mercier, grocer, Montreal, have been sold.

Assets of E. Mounsey, grocer, Montreal, have been sold.

Ludger Hereur, general merchant, St. Fidele, Que., has assigned.

Assets of J. A. Massicotte, grocer and hardware merchant, St. Prosper, Que., are sold.

#### Western Canada.

Gilbert & Kerr, general merchants, Gilbert Plains, Man., have dissolved.

Wilkins & Donnelly, general merchants, High Bluff, Man., have been succeeded by M. Cates & Co.

Assets of N. Betchek, grocer, Winnipeg, are sold to N. Shatsky.

P. N. Kellar, grocer, Winnipeg, has sold to W. L. McKenzie.

J. W. McKenzie, grocer, Winnipeg, has sold to J. Brand.

E. E. Neale & Co., grocer, Winnipeg, has sold to Forbes & Co.

Renwick Bros., general merchants, Ituna, Sask., succeed the Farmers Trading Co.

Sheriff is in possession of the general store of S. Pearlman, Regina, Sask.

Frank L. Scott, grocer, Edmonton, Alta., has sold his stock by auction.

C. C. Thompson, grocer, Edmonton, Alta., advertises his business for sale.

S. H. Smith, Vermilion, Alta., is appointed liquidator for the Western Trading Co., general merchants.

Kyle & Son, grocers, Vancouver, have sold to G. D. Barlow.

Eagle & Co., grocers, Summerland, B.C., are succeeded by Vaughan & Moore.

Kyle & Son, grocers, Vancouver, have sold to G. D. Barlow.

## Contends that Sugar Planters Have a Combine

**R. E. Harris, Director of a Canadian Sugar Refinery Company, Lays This Charge Against West India Growers and Gives His Reasons—Canada's Preference of Thirty-one Cents Goes to Producers He Says—How Refining Industry Can be Killed in Canada.**

Special Correspondence.

Halifax, Oct. 4.—The Imperial Royal Commission met here last week, and discussed with Halifax merchants trade relations between Canada and the West Indies. The sugar question was perhaps the most important that was considered, and the statement that the planters have a combine to control the prices, caused considerable surprise.

A comprehensive address on the question of raw sugar importations from the West Indies to Canada was delivered by R. E. Harris, K.C., one of the directors of the Acadia Sugar Refining Company. He took the stand that any reciprocal trade arrangements made between the two countries should not include sugar without safeguard afforded Canadian refiners of being able to import twenty per cent of their requirements from foreign countries under the same terms as from countries to which the British preference is applied. Mr. Harris declared that there was a combine of West Indian planters to extort unduly high prices from the Canadian refiners. He showed that all the leading planters in the south last year sold their sugar through the one broker in London, and instancing also the fact that prices in Halifax were much above the equivalent price charged in Greenock and New York, claimed that this clearly proved there was a combination to "squeeze" the Canadian refiner. What Mr. Harris declared to be proof of this assertion, he also submitted, a statement of the West Indian Committee that there was no combination, although for a short period last year two or three Demerara firms co-operated to the extent of notifying each other contemplated sales and prices.

### Claims a Combination.

In view of the fact that these two or three firms, export the great bulk of the sugar, and that the one broker handles all their sales, Mr. Harris asserts that this proves his contentions completely. To the assertions of the planters that the Canadian refiners have buying agreements, Mr. Harris entered an emphatic denial and he cited the prices paid by his company between September, 1907, and April, 1909, in support of this. During that time the price of West Indian sugar to his company had advanced thirty-two and one-half cents, while during the same time the price in the English markets had only advanced fourteen cents and in the United States markets but one-half cent.

This "co-operation" of the West Indians merely meant, so Mr. Harris asserted, that the whole of the preference of thirty-one cents which Canada gives to British grown sugar, goes into the pockets of the West Indian grower, for the West Indians jumped the price of their product to that extent. The producers of raw sugar had practically said: "We will not sell sugar to Canadian refiners unless we get the whole of the market price, plus the thirty-one

cents preference." Canada's raw sugar practically all comes from the British West Indies, and by this action the refining industry here was seriously imperilled. The situation had been much alleviated by the refiners being permitted to import twenty per cent. of their total requirements from foreign countries under the British preferential duty of 52½ cents, thirty-one cents lower than the general tariff duty. If any trade agreements were entered into between Canada and the West Indies which did not give this privilege to the Canadian refiners, Mr. Harris stated that it would result in the extinction of the refining industry in Eastern Canada. The competition which they experience from British refineries indicates that.

In conclusion, Mr. Harris summed up his case as follows: I think I have in

the figures and statements which I have given you, proved conclusively:—

"That a combination did exist in 1908 and early in 1909, for the purpose of putting up the price of sugar to the Canadian refiner, and that the effect of that combination was to compel the Canadian refiner to pay the producer the whole and sometimes more than the whole of the preference.

"It is clear that without the protection given by the act of 1909 (permitting the importation of 20 p.c. of their requirements from foreign sources at British preferential rates) the West Indian producer has it in his power to kill the refining industry in Canada and I think I have given sufficient reasons for the attitude the directors of the Acadia Sugar Refining Company have assumed at the present time when they say they are absolutely opposed to any trade arrangement with the West Indies the price of which is the repeal of the privileges granted by the act of 1909."

Questioned by Lord Balfour of Burleigh, Mr. Harris said the Canadian refiners paid the West Indian planters more than one-half of the preference ever since it came into force. They do not want to pay him any more than they can help. He should not get more than he has got in the past—one half. This would be a fair division.

### THE "OLD STORE COMPETITION."



Allen, Taylor & Co., proprietors of the Waterloo (Que.) Iron Works, are occupying and carrying on a general store, which was started by them in the year 1839, and has been in continuous operation ever since by the original founders and their descendants. In the year 1825, Charles Allen, a native of Andover, Vermont, came to Waterloo to work as a blacksmith. A few years later he formed a partnership with Daniel Taylor, a native of Newfane, Vermont, to carry on the business of blacksmithing and cloth dressing. That partnership continued until 1858, when Mr. Taylor died. In 1861 a new partnership was formed, and a son of each of the former partners was admitted into the company. Charles Allen died in 1881, and his second son became a member of the company. This firm is still carrying on the business of machinists and dealers in general merchandise. D. L. Allen commenced working as clerk for Allen, Taylor & Co. in 1861, and was admitted a partner in 1881. The store is therefore 70 years of age. The front is the same as it always has been except in the lower storey larger panes of glass have been put in the windows.

## Current Business Happenings in Western Canada

**Butter Advances at the Coast—High Flavor of British Columbia Apples Demonstrated—Prune Industry Growing—Next Convention of the Western Boards of Trade to be Held at Brandon.**

### VANCOUVER.

October 5.—Up goes the price of butter this week. Local is quoted now at 35c wholesale, retailing at 40c, which is 5c a pound increase. There is some eastern butter obtainable at 28c, but the price is practically 30c, while Northwest dairy butter is going at from 21 to 22½c wholesale. This is the upward winter trend, and it will be up higher than that, according to past records.

Local eggs are quoted at 48c, with a retail price of 55c, while select Ontarios go at 32c.

D. E. Gellatly, one of the large growers of tomatoes in the Okanagan, who has 50 acres under tomatoes, declares that the high price for this article is not due to the grower; on the contrary the consumer and the grower are the ones who pay. He is in the city for a few days, and in discussing this subject, while not apportioning the blame himself, would hint that it lies on the middleman. For some time past he has been shipping two carloads a day to the prairie and the coast. He regards 30 tons to the acre a fair crop, and this is what is obtaining this year. He differs with the Ottawa government in regarding tomatoes as a fruit, declaring it is a vegetable, in that it grows from seed the same year that it is set.

The Dominion Biscuit Co., Ltd., better known in British Columbia as Ramsay Bros. & Co., Ltd., have purchased the plant of the Regal Biscuit Company of Calgary, and will now have factories at Montreal, Calgary and Vancouver. The Calgary end of the business will be under the management of Wm. M. Ramsay, secretary and assistant manager of the Dominion Biscuit Co., and he will leave Vancouver with his family in a few days to reside in Calgary. Associated with the company are several of the leading and well-known business men of Calgary.

The price of milk for the winter has been definitely fixed at 22½c per gallon, being an increase of 2c per gallon, and \$1.30 for cream, or an advance of 20c. It has also been decided to organize a system of bi-monthly settlements between the wholesaler and retailer owing to large losses in the past by failure of a number of retailers in Vancouver.

By the destruction by fire of its three-storey plant at Victoria, the M. R. Smith & Company lost about \$30,000. The insurance is quoted in the neighborhood of \$25,000. This company was lately reorganized, and it is thought that if it rebuilds it will be in Vancouver.

It has often been stated that the flavor of Ontario apples was superior to that of British Columbia fruit, but when W.

E. Scott was at Toronto, where the province had an exhibit at the Fair, he demonstrated to Ontario fruitgrowers that the flavor compares very favorably. Mr. Scott, who is back after looking after the display, states that when a number of fruitgrowers were viewing the display, the only criticism offered was that the flavor was not as good as that of the Ontario apples. He selected apples from each province and tested several of the visitors as to their knowledge of the flavor of apples, and as a result they had to admit that the apples from British Columbia had also the better flavor. Mr. Scott reports that the exhibit created quite a sensation, and although it was early in the season, a fine showing was made. Despite the fact that the exhibit had to travel 2,500 miles, it was in good condition for the two weeks of the Fair, and was afterwards repacked and sent to Ottawa.

Twenty men were employed last week in picking prunes in Honsberger's orchard at Grand Forks, B.C. Apart from this special feature, there is a particular point in that fruit in this quantity is now being grown in the Boundary district of the province, which has all along been noted for its mining rather than its horticulture. Eight cars were loaded last week, 900 boxes to the car, and as the price is \$1 per box wholesale, the grower nets a neat amount. Moreover, the trees are not yet near full maturity, so that larger results may be obtained in the future.

### VANCOUVER MARKETS

|                    |       |                  |      |
|--------------------|-------|------------------|------|
| Sugar, standard    | 5 50  | Tapioca, per lb. | 0 03 |
| granulated         | 5 50  | Evaporated       | 0 08 |
| Val. raisins, lb.  | 0 05  | apples           | 0 08 |
| Cal. "             | 0 06  | Butter, per lb.  | 0 30 |
| Prunes             | 0 15  | Butter, local    | 0 35 |
| Currants           | 0 06  | Butter, Western  | 0 21 |
| Dried apricots     | 0 11  | Cheese, per lb.  | 0 15 |
| Flour, Standard,   |       | Canned Goods     |      |
| bb.                | 7 10  | Pens.            | 1 00 |
| Commercial, p. 100 |       | Tomatoes         | 1 32 |
| lbs.               | 2 60  | Corn             | 1 10 |
| Beans, per lb.     | 0 03  | Apples           | 3 42 |
| Rice, per ton      | 68 00 | Strawberries     | 2 15 |
|                    |       | Raspberries      | 1 65 |

### WINNIPEG.

Oct. 5.—The Georgeson Wholesale Grocery Co., of Calgary, which recently secured property in Brandon, on which a branch will be built, may also open a wholesale house in Winnipeg about the first of the year.

Codville & Co., wholesale grocers, are having plans prepared in Winnipeg for a new wholesale house to be built in Brandon on the site of the old building destroyed by fire last year. They are doing business now in leased premises.

June 14, 15 and 16 were the dates set for the annual convention of the Western Associated Boards of Trade for 1910, at a meeting of the Brandon board, held

a few days ago. At the last convention, which was held in Saskatoon, it was decided that Brandon would be the next place of meeting.

Alex Dickson, late of the Hudson Bay store of this city, has recently been engaged as salesman in the A. R. Christie store on Portage Avenue. Previous to his accepting the engagement, Mr. Dickson spent a few weeks holidaying in the harvest fields of Manitoba, and returned to the city with a stronger muscle and a steadier nerve.

Thomas Reynolds, of the Quaker Oats Co., Peterboro, Ont., arrived in the city recently on a business trip to the west. He is at present viewing the local territory in company with W. H. Escott the local representative.

A. B. Christie is spending a few days recreation on the prairie this week, shooting ducks. He strongly recommends this



H. P. PENNOCK,

Grocery Manufacturers' Broker and Commission Merchant, Winnipeg. Who is One of the Chief Opposition Against Present Reading of the Extra-Provincial Corporations Act.

kind of recreation, as it rests the body and mind, and at the same time invigorates.

Mr. McNaughton, of the McNaughton Fruit Co., has been exceedingly busy during the past few weeks on this fruit auction market. From three to five cars of fruit, mostly grapes, have been sold every morning for the past week upon their arrival in the city from Ontario. Mr. McNaughton wields the hammer.

Jeffrey Villeneuve, of the Montreal wholesale fruit firm of that name, died of intestinal trouble last week. He leaves many friends and admirers among his business associates.

ONTARIO CORRESPONDENCE.

Kingston Grocer Makes Big Mistake—  
Fruit Season Nearing a Close  
at Guelph.

GUELPH.

October 6.—Poultry is getting more active on the market in Guelph now. There is more coming in and there is a bigger demand than at any time previously this season.

Trade in peaches, tomatoes, and grapes has been lively during the past week, although the fruit season is about over, as far as Guelph's grocers are concerned.

At a recent meeting of the Board of Trade James Gow made a strong plea for the building of a line of the street railway down Ontario street, through St. Patrick's ward. Mr. Gow has ever been a champion of this cause and on the Board of Education, as well as on the Board of Trade, looks after the interests of St. Patrick's Ward people first, last, and always. It is an evidence of Mr. Gow's broadmindedness that although a street railway connecting his ward with the rest of the city might possibly have a tendency to take trade up town he does not, apparently, consider, or at least fear, the danger of losing any of his many good customers in that part of the city.

PETERBORO.

October 6.—The grocers have been dealing heavily in the fruit that is now

in season. Peaches, pears and plums have been handled in large quantities and the express companies receive hundreds of baskets every week.

W. C. Tully has opened up a grocery store in the new building at the corner of George and Sherbrooke Streets. It is in a good location and should meet with success.

KINGSTON.

October 6.—J. Gage, clerk in H. D. Bibby's clothing establishment and at one time grocery clerk in James Kelley's store, has purchased the stock and goodwill of Malcolm Corkey's, Montreal St. He is an industrious young man and should get his share of the trade.

Kirk & Lee, grocers and dairymen, sent 40 quarts of table cream to the penitentiary at Portsmouth, in mistake for skimmed milk the other day. When they found the mistake, the driver hastened back to the institution, but alas, it was nearly all consumed—not by convicts, however. No, even the bankers from the west were prohibited. Kirk & Lee will charge it up as cream and the government will pay for it; but they can afford to.

MARITIME PROVINCES.

Heavy Rains Destroyed Potato Crop—  
St. John Market Shows Decline  
in Canadian Plate Beef.

ST. JOHN.

October 6.—The recent heavy rains have done considerable damage to the

potato crop. The farmers were advised to leave them in the ground until thoroughly matured, as they would better withstand the ravages of rot. The deluge has now indefinitely postponed digging, while rot will increase by reason of the dampness. The shippers steadfastly refuse all but the perfect hand-sorted goods.

Glendon H. Allan, of this city, has been appointed by the government caterer in the immigration sheds at Sand Point, West St. John. Besides conducting a restaurant, a good-sized retail grocery store is maintained in the sheds for the incoming settlers.

ST. JOHN MARKETS.

|                                 |       |       |
|---------------------------------|-------|-------|
| Sugar, standard granulated      | 4 85  | 4 95  |
| "    "    "    "    "    "      | 4 55  | 4 65  |
| "    "    "    "    "    "      | 4 25  | 4 75  |
| Flour, Manitoba                 | 5 85  | 6 35  |
| "    "    "    "    "    "      | 5 85  | 6 35  |
| "    "    "    "    "    "      | 1 67½ | 1 70  |
| Cornmeal, in bags               | 5 50  | 5 60  |
| Roll'd oats, bbls.              | 0 06½ | 0 07  |
| Val. raisins, lb.               | 0 08  | 0 09  |
| Cal. raisins, seeded            | 0 07  | 0 07½ |
| "    "    "    "    "    "      | 0 06½ | 0 06½ |
| "    "    "    "    "    "      | 0 05½ | 0 05½ |
| Beans, hand picked, bus.        | 2 45  | 2 50  |
| "    "    "    "    "    "      | 3 50  | 3 70  |
| Cheese, lb.                     | 0 13  | 0 13½ |
| Lard, compound, lb.             | 0 11  | 0 12  |
| "    "    "    "    "    "      | 0 16  | 0 16½ |
| Pork, domestic mess             | 27 25 | 27 50 |
| "    "    "    "    "    "      | 27 00 | 27 50 |
| "    "    "    "    "    "      | 29 00 | 29 50 |
| "    "    "    "    "    "      | 18 00 | 18 50 |
| "    "    "    "    "    "      | 16 75 | 17 50 |
| Molasses, fancy Barbadoes, gal. | 0 34  | 0 35  |
| Butter, lb.                     | 0 29  | 0 24  |
| Eggs, doz.                      | 0 24  | 0 28  |
| Potatoes, bbl.                  | 1 15  | 1 25  |
| Canned goods                    |       |       |
| "    "    "    "    "    "      | 1 00  | 1 50  |
| "    "    "    "    "    "      | 0 95  | 1 00  |
| "    "    "    "    "    "      | 1 07½ | 1 10  |
| "    "    "    "    "    "      | 1 85  | 2 00  |
| "    "    "    "    "    "      | 1 45  | 1 50  |
| "    "    "    "    "    "      | 6 00  | 6 50  |
| "    "    "    "    "    "      | 2 00  | 2 05  |
| "    "    "    "    "    "      | 3 12½ | 3 15  |
| "    "    "    "    "    "      | 1 15  | 1 25  |
| Fish                            |       |       |
| "    "    "    "    "    "      | 2 75  | 4 00  |
| "    "    "    "    "    "      | 2 30  | 3 50  |
| "    "    "    "    "    "      | 0 10  | 0 11  |

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Take home to-day a package of Red Rose Tea (I'll be pleased to send a grocer a sample of any grade) and when you draw it you will very quickly recognize the distinctive combination of strength and flavor. That combination is the reason for the remarkable increase in the sales.

You have wondered at the very rapid progress of Red Rose to a leading place among package teas. The reason for it is that in the selecting, blending and packing, quality is **always** the first consideration. It will please more of your customers than any other tea.

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THE CANADIAN GROCER

and this price will likely be maintained. Heretofore wholesalers have been selling at cost. Molasses is steady and the output is larger.

|  |      |
|--|------|
| Syrup "Crown Brand," 24lb. tins, per 2 doz. case | 2 27 |
| " " " " 5-lb. tins, per 1 " "                    | 2 72 |
| " " " " 10-lb. tins, per 1 " "                   | 2 55 |
| " " " " 20-lb. tins, per 1 " "                   | 2 60 |
| " " " " 1 barrel, per lb.                        | 0 03 |
| " " " " Sugar Syrup, per lb.                     | 0 03 |
| Beehive Brand, 24lb. tins, per 2 doz. case       | 2 37 |
| " " " " 5-lb. tins, per 1 " "                    | 2 72 |
| " " " " 10-lb. tins, per 1 " "                   | 2 55 |
| " " " " 20-lb. tins, per 1 " "                   | 2 60 |
| Barbadoes molasses in 1-bbls., per gal.          | 0 50 |
| Porto Rico molasses in 1-bbls., per gal.         | 0 60 |
| Gingerbread molasses, 1-bbls., per gal.          | 0 40 |
| New Orleans molasses 1-bbls., per gal.           | 0 36 |

FRESH FRUIT AND VEGETABLES

The market is stronger on all lines, yet we cannot quote advances. The trade just now runs very largely to grapes in the fresh fruit line. The quantity is abundant in all lines.

|                               |           |
|-------------------------------|-----------|
| New potatoes, per bushel      | 0 40      |
| Native cauliflower, per dozen | 1 00      |
| Native cabbage, per lb.       | 0 04      |
| Native green beans, per lb.   | 0 04      |
| Native celery, per doz.       | 0 40      |
| Native beets, per bushel      | 0 40      |
| Native lettuce, per doz.      | 0 20      |
| Native onions, per doz.       | 0 20      |
| Native radishes, per doz.     | 0 20      |
| Native cucumbers, per doz.    | 0 20      |
| Ontario tomatoes, per basket  | 0 35      |
| Green corn, per dozen         | 0 12      |
| Oranges                       | 3 75 4 50 |
| Lemons                        | 5 50 6 00 |
| Pears, per basket             | 0 75      |
| Plums, Ontario, per basket    | 0 65 0 75 |
| Peaches, per basket           | 0 75      |
| Apples, Ontario, per bbl.     | 4 50      |
| " " American, per bbl.        | 5 25      |
| Grapes, Ont., per basket      | 0 25      |

HONEY—The following prices are firm and the line is moving well.

|                                |      |
|--------------------------------|------|
| Honey, 2 lb. tins, per tin     | 0 33 |
| " " " " 12 oz. jars, per dozen | 2 19 |
| " " " " 60-lb. tins, per lb.   | 0 12 |

NUTS—Walnuts are higher by 2 cents this week, and all nuts have a very strong market. Almonds may be higher.

|                                    |           |
|------------------------------------|-----------|
| Shelled Walnuts, in boxes, per lb. | 0 26      |
| " " " " small lots, per lb.        | 0 27      |
| " " Almonds, in boxes, per lb.     | 0 32      |
| " " " " small lots, per lb.        | 0 34      |
| Peanuts, Virginia, per lb.         | 0 10 0 13 |

BARLEY—

|                        |      |
|------------------------|------|
| Pot barley, per sack   | 2 60 |
| Pearl barley, per sack | 3 65 |
| " " " " per 1/2 sack   | 1 90 |

RICE AND TAPIOCA—The trade has revived in both these lines, and the market is much stronger.

|                          |           |
|--------------------------|-----------|
| Japan rice, per 100 lbs. | 3 85      |
| Pearl tapioca, per lb.   | 0 04 0 04 |

BEANS—The new crop will not be on the market before about October 20. It is expected that the market will strengthen with new goods.

|                          |      |
|--------------------------|------|
| 3-lb. picker, per bushel | 2 40 |
| Hand picked, per bushel  | 2 50 |

QUAKER OATS—

|                          |      |
|--------------------------|------|
| Family size              | 4 50 |
| Quaker oats, 36s.        | 3 50 |
| Puffed rice              | 2 90 |
| Puffed wheat             | 2 90 |
| Cornmeal                 | 2 40 |
| Pettijohn breakfast food | 2 25 |
| Cornflakes               | 2 00 |

CORNMEAL—

|                        |      |
|------------------------|------|
| Cornmeal, per sack     | 2 19 |
| " " per 1/2 sack       | 1 05 |
| " " per bale (10, 10s) | 2 35 |

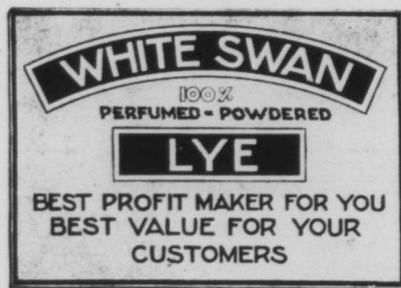
CANNED GOODS—Peas are very scarce and it is reported that there is only a 60 per cent. crop. The prices attached to peas below are strong.

|   |           |
|---|-----------|
| Peas, standard, per case 2 doz.           | 1 75 1 80 |
| " " early June, per case 2 doz.           | 1 85      |
| Beans, per case 2 doz.                    | 1 28      |
| Corn, per case 2 doz.                     | 1 75      |
| Tomatoes, per case 2 doz.                 | 2 00 2 10 |
| Strawberries, per case 2 doz.             | 3 00 3 25 |
| Raspberries, per case 2 doz.              | 3 65      |
| Peaches, per case 2 doz.                  | 4 08      |
| Pears, per case 2 doz.                    | 2 70      |
| Plums, per case 2 doz.                    | 2 60      |
| Salmon (Horseshoe Brand), per case 1 doz. | 6 50      |

MEATS—

|  |      |
|--|------|
| Clark's 1 lb., pork and beans, plain, per case | 2 80 |
| " " " " " " " " " " " "                        | 2 40 |
| " " " " " " " " " " " "                        | 2 30 |
| " " 1 " tomato sauce, per case                 | 2 80 |
| " " 2 " " " " " " " " " "                      | 2 40 |
| " " 3 " " " " " " " " " "                      | 2 30 |
| " " 1 " Chili " " " " " " " "                  | 2 80 |
| " " 2 " " " " " " " " " "                      | 2 40 |
| " " 3 " " " " " " " " " "                      | 2 30 |
| Soaps, per doz.                                | 1 20 |
| Cornd beef " 2s per doz.                       | 2 65 |
| " " 1s per doz.                                | 1 40 |
| Roast beef, 1s, per doz.                       | 1 50 |
| " " 2s, " " "                                  | 2 70 |
| Potted meats, 1s, per doz.                     | 0 55 |
| Veal loaf, 1 lb., per doz.                     | 1 25 |
| " " 1 lb., " " "                               | 2 35 |
| Ham loaf, 1 lb., " " "                         | 1 25 |
| " " 1 lb., " " "                               | 2 35 |
| Chicken loaf, 1 lb., " " "                     | 1 25 |
| " " 1 lb., " " "                               | 3 00 |
| Sliced smoked beef, 1 lb. tins, per doz.       | 1 65 |
| " " 1 lb. tins, " " "                          | 2 80 |
| " " 1 lb. glass, " " "                         | 3 60 |
| English brawn, 1s, per dozen                   | 1 50 |
| " " 2s, " " "                                  | 2 75 |
| Cambridge sausage, 1s, per dozen               | 0 15 |
| " " 2s, " " "                                  | 3 25 |
| Geneva sausage, 1s, per dozen                  | 2 00 |
| " " 2s, " " "                                  | 3 40 |
| Boneless pig's feet, 1s, per dozen             | 1 65 |
| " " 2s, " " "                                  | 2 75 |
| Lunch tongue, 1s, per dozen                    | 3 35 |
| " " 2s, " " "                                  | 6 70 |

Shaw & Co. have opened in Keewatin a business in the store lately occupied by Mrs. Nadon with a splendid assortment of staple and fancy groceries and provisions, as well as all kinds of produce.



Soap Sense!

that is a nut-shell description of Fels-Naptha. Fels-Naptha soap does the most work in the shortest time without hot water: does just what the wrapper claims. Does it winter and summer.

So have countless women learned.



**TRUMILK AND MILKSTOCK**

Pure milk reduced by our new process to a sterile powder, retaining all the flavor and goodness of the fresh milk. Soluble in cold water.

TRUMILK is a very rich milk, containing 27% of butter-fat.

MILKSTOCK is the cheapest and best milk for cooking. Lumber and construction camps, etc. Easy to transport. Not hurt by freezing. Will keep even after can is opened.

AT ALL WHOLESALE GROCERS

**Canadian Milk Products, Limited**

Head Office: Mail Building, TORONTO

# The Largest Consecutive Wheat Fields in the World Are in Canada

In the boundless West they are 900 x 300 miles in extent. New towns are springing up every day. Manufacturers and jobbers of the great East! Are you finding a proper outlet for your goods?

Our business is strictly that of wholesale commission merchants and brokers. We have every facility, offices, warehouses and sidings in Winnipeg, Calgary and Edmonton to handle immense consignments of goods and place trade in new channels.

Our connection is wide and well established. Let us help you to augment your output.

Correspondence Solicited

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY                      WINNIPEG                      EDMONTON

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

### Thurston & Braidich

128 William Street      NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

### R. B. Wiseman & Co.

123 Bannatyne Avenue East      WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

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

Reference—Bank of Ottawa, Winnipeg



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

## “Soclean”

The Dustless Sweeping Compound

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

BUY FROM YOUR WHOLESALER

or  
**The Harnett-Ridout Company**

Manufacturers                      TORONTO  
Manufacturers Sales Co., Eastern Sales Agents  
314 Birks Bldg.                      Montreal

**Do You Sell Sausage?**

**IF NOT — WHY NOT?**

Many Grocers find this a PROFITABLE  
"SIDE LINE"

You take no chances if you sell only

**GUNNS**  
**Fresh Pork Sausage**

Our reputation is behind them.

Your customers will appreciate this High  
Class Dainty.

Made in Canada's finest Packing Plant, under Govern-  
ment Inspection.

**GUNNS Limited** WEST TORONTO  
**PORK and BEEF PACKERS**

**SAUSAGE**

There is no line of meats more appetizing or more economical than fresh pork Sausage. Your customers will be asking for it as the weather grows colder, and we would recommend a constant supply. We guarantee our stock to be made of carefully selected Canadian pork and made under Government inspection.

Let us have your orders for daily or weekly shipments.

**F. W. Fearman Co.**  
LIMITED  
HAMILTON, ONT.



**Reindeer Milk**  
and  
**Jersey Cream**

The Truro Condensed Milk Co., Limited, Truro, N.S.

**Breakfast Bacon**  
**Skinned Backs**  
**Hams and Rolls**  
**Pure Lard**

Finest Quality. Made from Selected Hogs  
Made under Government inspection.

**The WM. RYAN CO.**  
LIMITED

PACKING HOUSE:  
**FERGUS, - - ONT.**

HEAD OFFICE:  
**70 and 72 Front St. East, TORONTO**

Produce

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Pure Lard -  
Cases, 50 lbs., p  
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" " " " " "  
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Pails, tin, 20 lbs  
Cases, 50 lbs. n  
Cases, 375 lbs.,  
Cases and Lard  
Cases, 50 lbs. n  
Cases, 10 lb. tin  
" " " " " "  
" " " " " "  
Pails, wood, 20  
Pails, tin, 20 lbs  
Cases, 50 lbs. n  
Cases, 375 lbs

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Head Canada sho  
Cases short cut h  
Cases clear pork,  
Cases fat backs,  
Cases flank pork,  
Pails, 100 lb h  
" " " " " "  
" " " " " "  
" " " " " "

Salt Meats  
Cases clear flank  
Cases clear bacon,  
Cases clear bacon,  
Cases

Large sizes,  
Cases, 18 to 2  
Cases, 13 to  
Cases, small sizes,  
Cases, rolled, l  
Cases, " " " "  
Cases, fast bacon,

# Produce and Provision Situation of the World

**Lower Market for Bacon in England — Hog Prices Lower in Canada—Impression Australian Butter is Making on the English Trade—Downward Tone to Cheese Market.**

For some reason the bacon market in England is lower, and although Canadian products are very nearly all consumed here, still the market here responds to any change over there. This week hogs are fully \$1 per 100 lbs. lower. This is not altogether attributed to the lower prices in England, but more directly to the season of the year. Cured meats are to some extent at least crowded out by poultry, fish and other fresh meats, which reduces the demand. As the stocks are very low this gives the packers a chance to replenish and get some surplus on hand.

With the whole world bidding for the English butter market, it is beyond any reliable calculation to figure out how far which way the markets will move. It is quite within the memory of the older dealers, when Australia and New Zealand, now very strong competitors, were not recognized as such, and Canada could always count on a share of England's winter supply. But now these countries send in their spring-made butter, and very much interfere with the northern hemisphere butter producing countries. The best value on the English market to-day seems to be the Siberian butter, and if the southern countries will send in their new season's make, Canadian butter which is waiting for a market might meet with disappointment.

The cheese market looks downward. The receipts of cheese in England are largely in excess of last year, and therefore the chances for a raise are at least not in sight.

## MONTREAL.

**PROVISIONS**—A slight weakening in the price of pure lards is the feature of the market. Very few changes are noted other than this. Demand is fair and supplies are good.

|   |          |
|---|----------|
| Pure Lard—                                      |          |
| Cases, 50 lbs., per lb.                         | 0 16 1/2 |
| Cases, tins, each 10 lbs., per lb.              | 0 16     |
| " " " " " " " "                                 | 0 16     |
| " " " " " " " "                                 | 0 17     |
| Pack, wood, 20 lbs. net, per lb.                | 0 16 1/2 |
| Pack, tin, 20 lbs. gross, per lb.               | 0 16 1/2 |
| Pack, 50 lbs. net, per lb.                      | 0 16 1/2 |
| Pack, 375 lbs., per lb.                         | 0 16 1/2 |
| Compound Lard                                   |          |
| Cases, 50 lbs. net, per lb.                     | 0 10 1/2 |
| Cases, 10 lb. tins, 50 lbs. to case, per lb.    | 0 11     |
| " " " " " " " "                                 | 0 11 1/2 |
| " " " " " " " "                                 | 0 11 1/2 |
| Pack, wood, 20 lbs. net, per lb.                | 0 11     |
| Pack, tin, 20 lbs. gross, per lb.               | 0 10 1/2 |
| Pack, 50 lbs. net, per lb.                      | 0 10 1/2 |
| Pack, 375 lbs., per lb.                         | 0 10 1/2 |
| Hams—   |          |
| Canada short cut mess, bbl. 35-45 pieces        | 31 00    |
| Canada short cut back pork, bbl. 45-55 pieces   | 31 00    |
| Heavy clear pork, bbls. 20-35 pieces            | 32 00    |
| Canada hams, bbl.                               | 28 00    |
| Philadelphia, 100 lb. bbls.                     | 7 75     |
| " " " " " " " "                                 | 15 00    |
| " " " " " " " "                                 | 22 00    |
| Salt Meats                                      |          |
| Canada bacon, flanks, lb.                       | 0 14     |
| Heavy clear bacon, heavy, lb.                   | 0 15     |
| Light clear bacon, light, lb.                   | 0 15 1/2 |
| Large sizes, 25 lbs. upwards, lb.               | 0 14     |
| Medium sizes, 18 to 25 lbs., per lb.            | 0 15 1/2 |
| Small sizes, 13 to 18 lbs., per lb.             | 0 16     |
| Very small sizes, 10 to 13 lbs., per lb.        | 0 16     |
| Shoulder, rolled, large, 16 to 25 lbs., per lb. | 0 17     |
| " " " " " " " "                                 | 0 17 1/2 |
| Shoulder, English, boneless, per lb.            | 0 18     |
| " " " " " " " "                                 | 0 17 1/2 |

|   |             |
|---|-------------|
| Windsor bacon, skinned, backs, per lb.      | 0 18 1/2    |
| Spiced roll bacon, boneless, short, per lb. | 0 16        |
| Hogs, live, per cwt.                        | 8 75 9 00   |
| " " " " " " " "                             | 12 75 13 00 |

**BUTTER**—No changes are reported. Demand continues fair. Receipts for the week are 8,403 packages, as against 12,236 packages same week last year. Receipts for the season are 311,914 packages, as against 342,091 packages same season last year. This is a very clear showing of the light receipts as, both for the week and the season, they show a falling off from last year.

|                       |           |
|-----------------------|-----------|
| Creamery, solids, lb. | 0 25      |
| Creamery prints.      | 0 25 1/2  |
| Dairy, tubs, lb.      | 0 19 0 21 |

**CHEESE**—No changes are reported from last week. Receipts last week were 64,730 boxes, as against 87,162 boxes same week last year. For the season they were 1,571,941 boxes as against 1,548,528 boxes same season last year.

|                   |                   |
|-------------------|-------------------|
| Quebec, large     | 0 10 1/2 0 11 1/2 |
| Western, large    | 0 11 1/2 0 12     |
| " " " " " " " "   | 0 12 1/2 0 13     |
| " " " " " " " "   | 0 12 1/2 0 13     |
| Old cheese, large | 0 15 0 16         |

**EGGS**—The market is higher on account of small receipts from the country. The local demand is good. Receipts last week were 3,470 cases, as against 4,471 cases same week last year. During the season the receipts were 170,857 cases as against 169,366 cases corresponding season last year.

|                        |           |
|------------------------|-----------|
| Seleets, dozen         | 0 28      |
| No. 1, dozen           | 0 25      |
| No. 2, dozen (nominal) | 0 19 0 20 |

**HONEY**—The crop of buckwheat honey has been large, and the quality good. There is a comparatively large stock on hand.

|  |           |
|--|-----------|
| White clover comb honey (nominal prices) | 0 14 0 15 |
| Buckwheat, extracted                     | 0 08 0 09 |
| Clover, strained, bulk, 30 lb. tins      | 0 11      |

## TORONTO.

**PROVISIONS**—Owing to the time of the year, when more poultry, fish and other fresh meats are used, the demand for cured meats naturally falls off. This gives the packers a chance to replenish their stocks, which are unusually low. To do this, however, they cannot afford to pay the high notch prices for hogs, and in consequence prices have dropped a full dollar per 100 lbs. There is, however, no change in the prices of meats this week.

|                                 |               |
|---------------------------------|---------------|
| Long clear bacon, per lb.       | 0 15 0 15 1/2 |
| Smoked breakfast bacon, per lb. | 0 17 0 18     |
| Roll bacon, per lb.             | 0 14 1/2 0 15 |
| Light hams, per lb.             | 0 15 1/2 0 16 |
| Medium hams, per lb.            | 0 15 1/2 0 16 |
| Large hams, per lb.             | 0 14 0 14 1/2 |
| Shoulder hams, per lb.          | 0 12 0 12 1/2 |
| Backs, plain, per lb.           | 0 19 0 20     |
| " " " " " " " "                 | 0 19 0 20     |
| Heavy mess pork, per bbl.       | 25 00 25 50   |
| Short cut, per bbl.             | 27 00 27 25   |
| Lard, tierces, per lb.          | 0 14 1/2 0 15 |
| " " " " " " " "                 | 0 15 0 15 1/2 |
| " " " " " " " "                 | 0 15 1/2 0 16 |
| " " " " " " " "                 | 0 10 0 11 1/2 |
| Live hogs, f.o.b.               | 7 25          |
| Dressed hogs                    | 11 00         |

**BUTTER**—Butter all round is about 1c higher this week. This may be caused

through an effort to secure a surplus of the good butter made now, for later use, when the poorer fall butter comes in.

|                           |           |
|---------------------------|-----------|
|                           | Per lb.   |
| Fresh creamery print      | 0 25 0 26 |
| Fresh creamery solids     | 0 24 0 25 |
| Farmers' separator butter | 0 22 0 23 |
| Dairy prints, choice      | 0 20 0 21 |
| Tub butter                | 0 19 0 20 |
| Baking butter             | 0 17 0 18 |

**CHEESE**—The cheese market is dull, which is qualified by some with a strong adjective. Others express it, "that it has a pain in the neck." Without joking, however, while such is the condition of the market, prices are still held to the old figures.

|                    |                   |
|--------------------|-------------------|
| Cheese, new, large | 0 12 1/2 0 12 1/2 |
| " " " " " " " "    | 0 12 1/2 0 13     |

**EGGS**—The receipts are falling off, and in order to fill the orders, they begin to draw on the storage stock.

|            |           |
|------------|-----------|
| Fresh eggs | 0 25 0 26 |
|------------|-----------|

**POULTRY**—Nothing seems to be more plentiful around the commission houses than poultry, which is nearly all shipped alive. This is dressed by men who know how to do it, and any that is not required for immediate use goes into cold storage. There is still one thing overlooked or not understood by farmers, and that is that they are not properly finished for the market. It costs a lot to make the frame of a chicken, which, however, is worthless without the meat that belongs to it. The profit in raising chickens for the market depends entirely on how much meat is on this costly frame, and that should be put on by good feeding a few weeks before they are sold.

|                                      |           |
|--------------------------------------|-----------|
| Early spring chicken, alive, per lb. | 0 11 0 12 |
| Spring chicken, dressed              | 0 14 0 15 |
| Hens, per lb. dressed                | 0 12      |
| Turkeys, per lb., large              | 0 16 0 18 |
| Spring ducks, alive                  | 0 13 0 14 |
| " " " " " " " "                      | 0 14 0 15 |
| Old ducks                            | 0 08      |

**HONEY**—Market remains much the same as last week. City trade is nearly all in glass. After the fruit season is over it is likely the demand will increase. Honey is away below its value compared with other foods, and should be used more extensively.

|                    |               |
|--------------------|---------------|
| Honey, 5-lb. pails | 0 60          |
| " " " " " " " "    | 1 15          |
| " " " " " " " "    | 0 10 1/2 0 11 |
| " " " " " " " "    | 0 07 1/2      |
| Comb honey, No. 1  | 2 50          |
| " " " " " " " "    | 2 25          |
| " " " " " " " "    | 2 00          |

## WHERE PLUMS DISAPPEAR TO.

**Story of the Journey of a Basket From Burlington to Muskoka—Early Saturday Night Delivery.**

I have been considerably impressed lately with a campaign carried on by an Ontario paper under the heading of "The Size of the Loaf," the inference of course being that the loaves have got very small. But I have been more impressed by what has come under my personal observation as to "The size of a Basket of Fruit," when it reaches its destination. Start a good full basket of plums from Burlington for example. On the way up to Bracebridge you may not be surprised if the netting gets torn accidentally (?)

and equally by accident a few plums get out. You would think when the baskets reach the store of a merchant in Bracebridge they would not need any netting, but hardly. Just watch the Jack Horners that infest the stores and put in their thumbs and pull out plums. By and by some person from Lake Joseph buys a basket of plums and away they go on the boat. They change boats at, say, Port Carling. Some of the plums change hands too, for while they wait on the wharf more Jack Horners hover around. Having run the gauntlet from Burlington to Port Cockburn the remaining plums at last reach their destination and is it any wonder that the purchaser, looking at her purchase wonders and wonders at the "Size of a Basket of Fruit." This is no exaggeration, but the outline of a fact, pretty nearly a regrettable fact.

A few weeks ago I said something about Saturday night delivery. A merchant informs me that he believes it could be cut out entirely without doing anybody harm. People on the street say the same thing. The clerks are sure and the delivery men are cock sure that it is unnecessary to deliver till nearly Sunday morning every Saturday night. No doubt if the merchants adopt the no delivery idea we would all fall into line, but if we would starve them into it by doing our Saturday shopping earlier or carry our own goods home they could quit easier because they would be glad to quit. All it needs is some one to start to quit and the other side will soon follow the lead. This and the question of earlier closing are two things that deserve earnest consideration and while it may take some time to bring both to pass it should be fairly easy to put them into operation one at a time. Either one would be ever so much easier and worth ever so much more to the community than the Discovery of the North Pole.—Bracebridge Gazette.

NOTES.

G. E. Carveth is back in Montreal, from Toronto.

J. W. Snowdon, of Snowdon & Boardman, Montreal, was in Ottawa last week.

A. G. Snowdon, of Snowdon & Ebbitt, has returned to Montreal, from New York, where he was on business.

The St. Croix Soap Manufacturing Co., St. Stephen, N.B., has purchased more property on which to erect a large addition to their factory. Ganong Bros., chocolate manufacturers, in St. Stephen, are also preparing to build an extension.

Two hundred and twenty new elevators were constructed in the Canadian west during the present building season. This gave the prairie provinces a total of 1,700 elevators over lines of the several railways. A western newspaper man, who is fond of figures, estimates that it would require a train 550 miles long to carry out this season's crop. If broken up into separate trains it would mean 2,425 trains of thirty-five cars each.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley  
Split Peas and Feed

John MacKay, Limited  
BOWMANVILLE, - ONTARIO

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S  
CHOCOLATE  
& COCOA



Registered,  
U. S. Pat. Off.

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

Walter Baker & Co., Limited  
Established 1780, Dorchester, Mass.  
Branch House, 86 St. Peter St.  
MONTREAL, CANADA

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.

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

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



Besides saving money on discounts and freight, you will do a much more profitable soap business than you have ever done before—if you handle our full line.

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

Custard Powder

The BIC Two-Power 5c. pkg.

Manufactured only by

EDWARD J. NATION & CO.  
BRISTOL, ENGLAND

WE STOCK IT

W. H. ESCOTT  
Wholesale Broker  
WINNIPEG MANITOBA

Let us quote you on your

APPLE BARREL

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

H. CARGILL & SON  
CARGILL, ONTARIO

SALT

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

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

SPRAGUE

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

**MADE IN CANADA.**



# MAGIC BAKING POWDER

**SOLD and USED EVERYWHERE in  
the Dominion.**

**Makes Baking Easy, Dependable and Economical,  
All Canadian Dealers Have It. REFUSE SUBSTITUTES.**

**E. W. GILLETT COMPANY LIMITED  
TORONTO, ONT.**

## It is Easy to Sell Clark's Meats!

After the first trial they are asked for.  
Each article is the very best of its kind.  
Every Housekeeper in the country knows of  
them, and a great many have used them.  
A great many more want them.  
No dealer ever handled Clark's Meats at a loss.

They have an assured sale,  
giving an assured profit

|                             |                             |
|-----------------------------|-----------------------------|
| Clark's Pork and Beans      | Clark's Mince Meat          |
| Clark's Tongue, Ham or Veal | Clark's Ox Tongue           |
| Clark's Sliced Smoked Beef  | Clark's Chateau Baked Beans |

and **CLARK'S INGLASS BRAND MEATS**

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

**WM. CLARK, - MONTREAL**  
Manufacturer of High-Grade Food Specialties

## It adds to your reputation

to stock a well-known brand of goods like

# ROWAT'S

IMPORTED PICKLES AND OLIVES

These well-known goods cannot be beaten  
for quality and price and will prove a  
very profitable and quick-selling line in  
any store. Now is the time to see about  
your winter stocks.

**ROWAT & CO.**  
GLASGOW SCOTLAND

AGENTS IN CANADA :

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

## Wholesalers and Brokers Already at Bowling

**They Organize in Winnipeg and Have Arranged a Schedule of Games—Some Features About the Merits of the Leaders—Rumors of Tempting Offers Floating Around.**

Winnipeg, Oct. 5.—The Winnipeg Wholesale Grocers and Brokers have recently organized a bowling league, and a schedule has been framed for the winter months. At the meeting held a few evenings ago a large number of enthusiasts were present, and officers for the year were elected. D. Harmer of the Codville Co., was elected president, D. McLay of Nicholson & Bain, vice-president, and George J. Cameron, of W. L. Mackenzie Co., was the unanimous choice for the arduous duties of secretary-treasurer.

The spirit which prevails among the members is excellent, and the purpose of the organization is to foster feelings of good-will and become as well acquainted in a social way as they are in business.

Two matches have already been played off in the Royal alley, and if the same spirit prevails that was in evidence on those two occasions, the league will be a paramount success, and everyone will look forward for lots of fun.

The first game was played on September 28, when the Brokers No. 1 defeated the team from Campbell Bros. & Wilson. On the following evening the Jobbin-Marrin team defeated the Foley Bros. & Larson team. Each team worked hard, having their visionary eye on a handsome cup, which is not yet donated, but which is expected to appear very soon.

The players were not all amateurs, nor were they all professionals. When the individual prizes come to be handed out, it is possible that Paul Johnston of Campbell Bros. & Wilson will land a handsome trophy. He can teach the boys how to hit the pins all right. George Cameron knows the game, and it may be that he will retire from business to organize a professional team. No one knows where he got his training, but he is certainly skilled in the art of handling a team. The fact that John Cheyne has had an offer to join a championship quartette in Philadelphia, has rather startled some of his opponents, but he cannot be barred from playing since as yet he has not broken away. At any rate it is rumored that Mr. Cheyne has not succeeded in getting them to "come over."

Ryan Bros. are very noisy on the alley floor and an attempt may be made to oust them from the league if better behavior is not shown. At a recent meeting of the executive it was decided to bar the teams entered by McNally, on account of professional reasons. Mr. McNally's companions are not well pleased with the shrewd manner in which he endeavored to enter his picked ones. Oswald Marrin is all smiles in anticipation of the cup coming his way. However, Oswald has yet to see a few dark horses among the rest.

The following wholesale houses each

have a team in the league: Foley Bros. & Larson, Jobbin-Marrin, Codville Co., and Campbell Bros. & Wilson. There are two teams from the brokers' association.

### SALMON SEASON FINISH

Vancouver, Oct. 4.—An estimate of the salmon pack, since the resumption of the fishing, after the close season from August 25th to September 15th, gives 70,000 cases at the outside. This, added to the 120,000 cases packed before August 25th, will give the approximate pack for the season on the Fraser river at 190,000 or in round numbers 500,000 cases. The catch since the 15th has been better than anticipated, though not particularly large, as many as sixty fish to the boat having been caught. The price has varied, reaching as high as 17½ cents per fish, the average being about 15 cents. There have not been so many echoes as is the rule in the late season fishing, the proportion of sockeyes being large.

The new Bill of Lading, which was described at length in a recent issue of The Grocer, went into effect on October 1st.

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broker's Order.

WRITE FOR QUOTATIONS

Prompt attention to all orders.

J. W. EWEN, Uxbridge, Ont.



### Carr & Co's Carlisle Biscuits

have a world-wide reputation, not only for quality, but also for the way in which they are put up. They are invariably packed for export in air-tight tins, and reach the retailer in the same fresh and crisp condition that they left the factory. Think what this means to you!

ORDER FROM NEAREST AGENT

**CARR & CO'Y, CARLISLE, ENGLAND**

AGENTS:

|  |   |  |
|--|---|--|
| Wm. H. Dunn,<br>Hamblin & Brereton,<br>L. T. Mewburn & Co., Ltd.,<br>The Standard Brokerage<br>Co., Ltd.,<br>T. A. MacNab & Co., | Montreal and Toronto,<br>Winnipeg,<br>Vancouver, B.C.,<br>St. John's, | Eastern Provinces<br>Port Arthur to Alberta<br>Province of Alberta<br>British Columbia<br>Newfoundland |
|--|---|--|



SOFT MINTS—50. boxes.

ACME PELLETS 5-lb. tins.

M. & R. WAFERS—50. bags.

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

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto  
PROVINCE OF QUEBEC and MARITIME PROVINCES  
W. H. Dunn, 394 St. Paul St., Montreal  
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg  
BRITISH COLUMBIA, Shallockross, Macaulay & Co., Vancouver  
PROVINCE OF ALBERTA, Tees & Perse, Calgary and Edmonton



## Why Tie Up Your Cash?

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

## CHRISTIE BISCUITS

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

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

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

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



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

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



**CAPSTAN BRAND**  
**PURE MINCE MEAT**

Package Mince Meat  
 Put up in 1/4 gross cases

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

25-lb. Pails and 75-lb. Tubs

Capacity one ton per hour.  
 Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

## Biscuits That Will Sell

That's the kind you should stock. That is the kind we have for you. If you feature our biscuits you will always have a good trade.

*Secure Prices on Our Range.*

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

# Cowan's

## Cocoa and Chocolate



have been growing more and more popular in Canadian homes for many years--until now no grocer who carries a high-class stock can afford to be without them.

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

By Royal



Letters Patent

# NELSON'S

## POWDERED GELATINE

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

# NELSON'S

## Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

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

# McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING  
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

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

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

# Mott's

## "Diamond" and "Elite"

brands of

# Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

# Flour

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## Flour, Cereals and Confectionery Department

**Reasons Why Wheat Prices Have Not Gone Down so Low as Was Expected—Many Sides to the Question—Speculative Interest is Great—Cereal Prices Decline in Montreal.**

During the high price of wheat, when good prospects of a new crop were in sight, flour dealers all tried to carry as little on hand as possible, expecting such lower prices as soon as the new wheat would come on the market. This resulted in a heavy demand for new wheat flour, and the farmers not anxious to rush their wheat on the market, forced millers to buy it at higher figures than they expected in order to get enough to fill their orders. Wheat, however, is piling up and with the enormous crop, not only in Canada, but all over the world, with few exceptions, the natural conclusion would be that wheat must come down. We must, however, take into consideration the high prices of all other foods, and wheat and flour cannot drop much below the level of other food values.

Besides these natural features, there is also the speculative element, now so powerful, which may figure very materially in controlling the wheat and flour market. While the price of flour has not changed this week, wheat has varied almost from day to day. The reason of this cannot be accounted for, further than a fight between the bull and the bear.

### MONTREAL.

**FLOUR**—Quotations are unchanged from last week's reduced prices. They are expected, however, to drop again soon.

|                                     |      |
|-------------------------------------|------|
| Winter wheat patents, bbl.          | 5 45 |
| Straight rollers, bb.               | 5 25 |
| Extra, bbl.                         | 4 80 |
| Royal Household, bbl.               | 5 70 |
| Calumet, bbl.                       | 5 20 |
| Manitoba spring wheat patents, bbl. | 5 70 |
| "    strong bakers, bbl.            | 5 20 |
| Five Roses, bbl.                    | 5 70 |
| Harvest Queen, bbl.                 | 5 20 |

**FEED** Demand is good, especially for bran. Prices are unchanged.

|                                 |             |
|---------------------------------|-------------|
| Ontario bran, per ton.          | 21 00       |
| Manitoba shorts, per ton.       | 23 00 24 00 |
| bran, per ton.                  | 21 00       |
| Meal, milled, per ton.          | 28 00       |
| "    straight grained, per ton. | 32 00       |
| Feed flour, 98 lb. bag.         | 1 55 1 85   |

**ROLLED OATS**—Supplies of rolled oats and oatmeal have been coming in more freely, resulting in a weakening in price of those lines. Other lines are steady at former quotations, with a fair demand for all.

|                                  |           |
|----------------------------------|-----------|
| Fine oatmeal, bags.              | 2 65      |
| Standard oatmeal, bags.          | 2 65      |
| Granulated "                     | 2 65      |
| Gold dust cornmeal, 98 lb. bags. | 1 10      |
| Rollt cornmeal, 100 bags.        | 1 85      |
| White cornmeal.                  | 2 00 2 05 |
| Rollt oats, bags.                | 2 40      |
| barrels.                         | 5 0       |

### TORONTO.

**FLOUR**—There is no change in the price of flour this week, and the market is strong, yet as one miller expressed it, the funny part of it is that everything has a bearish feeling. Wheat is held firm, but in spite of the fluctuations the feeling is that it will settle a little lower.

|                |           |
|----------------|-----------|
| Manitoba Wheat |           |
| 1st Patent.    | 5 20 5 30 |
| 2nd Patent.    | 5 00 5 10 |
| Strong bakers. | 4 90 5 00 |

|                  |           |
|------------------|-----------|
| Winter Wheat.    |           |
| Straight roller. | 5 00 5 20 |
| Patents.         | 5 20 5 30 |
| Blended.         | 5 20 5 30 |

**CEREALS**—Cereals are in good demand and prices are firm, but no advance, although both wheat and oats are a few cents higher.

|   |           |
|---|-----------|
| Rollt wheat, car load.                            | 2 50      |
| oats.   | 2 50      |
| Oatmeal, car load.                                | 2 75      |
| Rollt wheat in barrels, 100 lbs.                  | 3 00 3 25 |
| oats in bags, per bag 90 lbs.                     | 2 50      |
| Oatmeal, standard and granulated, in bags 98 lbs. | 2 75      |

### PREFERENCE ON FLOUR.

**West Indian Commission Hears Views of St. John Business Men.**

St. John, N.B., October 4.—The Royal British West Indian trade commissioners, Lord Balfour of Burleigh, Sir John Poynder-Dickson-Poynder, Hon. Daniel Morris, Hon. W. S. Fielding and Hon. Wm. Patterson, was here last week. In the afternoon the commission held its first session in the Board or Trade rooms and heard the views of H. B. Schofield, Charles Peters, L. G. Crosby, J. Fraser Gregory and John Sealey as to the conditions and necessities of Canada's trade with the West Indies. Local business men were agreed on the necessity of an improved transportation service, but differed on other points.

It was fairly well brought out, however, that St. John exporters of dried fish or lumber do not fear any competition in the West Indian market and desire no preferential treatment. On Canadian flour a suitable preference would, it was believed, result in turning the whole British West Indian flour trade of 500 barrels per year toward Canada, and most of this would be handled through St. John. One matter which would materially aid Canadian trade was the establishment here of commission and storage warehouses, where general goods for the West Indian market could be kept in stock and orders could thus be filled without the delays incident upon the long railway haul.

The secret of success still lies in the same old word, "drudgery." For drudgery is the doing of one thing, one thing, one thing, long after it ceases to be amusing; and it is this "one thing I do" that gathers me together from my chaos, that concentrates me from possibilities to powers. That whole long string of habits,—attention, method, patience, self-control, and the others,—can be summed up in the word, "concentration."—W. C. Gannett.

## Permanent Patrons

Can be converted from merely casual customers by handling

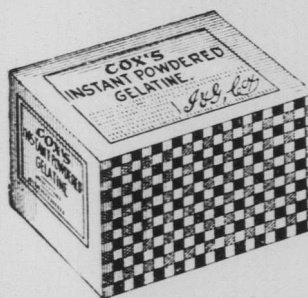
### MOONEY'S PERFECTION

#### CREAM CRACKERS

This is a line of genuine satisfaction-giving Sodas of delicious flavor and of appetizing crispness. They are so good, because they are made of purest materials, by the highest skilled labor, in an up-to-date biscuit factory. Specify **MOONEY'S PERFECTION** every time.

## The Mooney Biscuit and Candy Co.

Stratford—Ontario



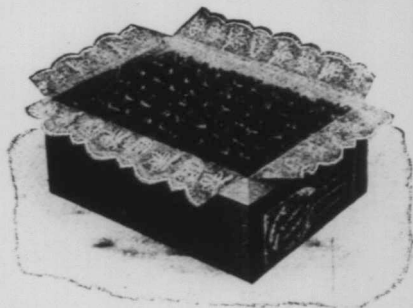
### COX'S INSTANT POWDERED GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

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

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

# BORDO



## CHOCOLATES

THE BEST FOR THE PRICE

Give us a trial when placing your next order. We put up a 5-lb. package, price \$1.25 to the trade. Also 10c. cartons, a dozen to the box, price 85c. to the trade.

Our candies are the original Bordeaux chocolates now being put up by all firms.

They are made in an up-to-date, clean and entirely sanitary factory by the best workmen obtainable. Our Superintendent has been with us for the past 23 years and is always on the job.

Do not forget the name for the trial order

# BORDO

—ARE BEST—

The Montreal Biscuit

Company, "The Originators"

MONTREAL

### VALUE OF SUGAR AND HONEY.

As Producers of Muscular Energy They are Among the Best Foods.

There is a well-nigh universal opinion, says the Federal Reporter, that such foods as sugar and honey are almost valueless as producers of muscular energy. But read what the highest medical authority in the world, the London Lancet, has to say on the subject.

Sugar is one of the most powerful foods which we possess, as it is the cheapest, or, at any rate, one of the cheapest. In muscular labor no food appears to be able to give the same

powers of endurance as sugar; and comparative practical experiments have shown without the least doubt that the hard physical worker, the athlete, or the soldier on the march, is much more equal to the physical strain placed upon him when he has had included in his diet a liberal allowance of sugar than when sugar is denied him.

Trophies, prizes and cups have undoubtedly been won on a diet in which sugar was intentionally a notable constituent. It has even been said that sugar may decide a battle, and that after all is something more than a mere sweetmeat to the soldier. The fact that sugar is a powerful "muscle food" probably accounts for the disfavor into which it falls, for a comparatively small quantity amounts to an excess, and excess is always inimical to the easy working of the digestive processes.

Sugar satiates; it is a concentrated food. Where sugar does harm, therefore, it is invariably due to excess. Taken in small quantities and distributed over the daily food intakes, sugar contributes most usefully in health to the supply of energy required by the body. And it is a curious fact that the man who practically abstains from sugar, or reduces his diet to one almost free from carbohydrates in favor of protein foods such as meat, often shows feeble muscular energy and an indifferent capacity for physical endurance.

### CHANGE DISPLAYS WEEKLY.

Change your window displays at least weekly and decorate them in the most tempting manner you know how—such a tendency, if it is a grocery display, to create a desire on the part of the housewife to buy some of the palatable food products shown for her home.

From an artistic point of view, color harmony plays an important part, and in arranging displays the trimmer must depend upon his own artistic taste.

One of the most important features of a window is its illumination. Experience has taught me that it is advisable to cut out all elaborate lighting, such as was used a few years ago, and in its place use some of the newer lighting methods, of which the most popular seems to be the reflector scheme.

## Have You Entered the Orange Meat Contest?

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

**\$700.00**

**Cash is the First Prize**

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

Send your name and address to Orange Meat, Kingston.

Read postcard in package. Contest closes November 30th, 1909.



## Anchor Brand Flour

is the power behind the cook; brings smiles and gives each one the opportunity to 'make good.'

Manfd. by LEITCH BROS. FLOUR MILLS, Oak Lake, Man



## How About Raising Your Stock of Goodwill

Once, Brother Grocer, for certain reasons which we shant divulge, a large department store needed Half a Million in Cash.

To Discount its Bills.

The Loan was obtained from a *single* bank, simply upon a *Promissory Note*.

And the Bank President gives *some* of his reasons for so readily advancing the Coin:

"A sure and staple market existed for their goods."

"The store had gone ahead, not backward."

"It had kept faith with its customers, *building up Good-will at the same time it built up its sales.*"

"It had put tremendous energy into selling, but never had sold under false pretences."

Such, Brother Grocer, is the Force of Good-will—the *By-product of your Daily Business*.

How would YOU measure under this standard?

Say, in the matter of your Flour Sales.

Would YOU get the loan?

There is a "*Sure and Staple market*" for FIVE ROSES flour.

Add FIVE ROSES quality to your Sales Force—then *Go Ahead*.

For it "*Puts Tremendous Energy into Selling—never sells under False Pretences.*"

The FIVE ROSES sales start a *Steady Flow of Permanent Profits* into your Cash Balance.

And Cash in the Bank, you know, does not become shop-worn; it does not deteriorate nor depreciate.

Increase your Stock of Goodwill, Brother Grocer, against the time you may need it.

Some day it will become *Cashable*—when you might want to Sell Out, or Borrow on your Reputation.

For Goodwill is the *only* stock we know of that *appreciates in Value as it increases in Age and Volume*—is it not so?

FIVE ROSES is carefully packed in *Genuine Flour Satisfaction* ere leaving the Pure-Food mills at Keewatin. Thus it captures the Confidence of the Good Trade.

Which Consistent Quality retains.

And the man who has a Grip on the Confidence of his Community almost literally *carries that Trade in his Pocket*—and it is *his* to have and to hold, until he Abuses it, Retires or Dies.

And FIVE ROSES quality has *never* Abused Confidence nor Retired before any Competition.

Can't YOU realize this Palpable Fact: That when you sell *Good Flour*, under the FIVE ROSES label, it is an Asset to YOU—an Asset that appreciates in Value as your sales Increase? You cannot depend on any other flour to the *same* extent—some have tried. The Casual Customer becomes a Permanent Patron when fed on FIVE ROSES.

You will soon see that the surface in flour selling has not even been scratched in your vicinity.

And now you must decide whether you will sell FIVE ROSES and make Good Profits, or stand idly by while *Competition* collars the Benefits. Good Profits *plus* New Business *plus* Reputation.

Think well on it, Brother Grocer, and remember that—

"*To-day is the best day in the year.*"

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL ——— WINNIPEG

Makers of Five Roses Flour

## Reasons for Objections to New Act in Manitoba

**The Extra Provincial Corporations Act Being Strongly Opposed—Meeting Held and Opposition Voiced—Business Men Claim It to be Unfair to Large Outside Manufacturers Doing Small Business in the Province.**

Staff Correspondence.

Winnipeg, Oct. 5.—On the evening of October 1, the various committees representing the Brokers' Association, the Manufacturers' Association, Board of Trade and Grain Exchange, met for the purpose of converging into one argument the results of the various committees investigating in their respective departments regarding the opposition to the present reading of the Extra Provincial Corporations Act, which is to go into effect on November 1st next.

There was a large number of Winnipeg's most influential business men present, and H. P. Pennock, who has conducted the campaign against the Act, and who has been instrumental in arousing the present effective opposition, was asked to preside over the proceedings.

The secretaries of the various committees submitted their reports, which in almost every way were found to harmonize. After discussing the various points brought forward, a general committee was appointed to frame a resolution, which would embody all the arguments submitted, and this resolution is to be forwarded to the Cabinet with the request that the date of the enforcement of the Act be postponed until after the next session of Parliament.

### Objections to the Act.

The four main clauses of the resolution will direct the attention of the Cabinet to the following grievances:—

1. Resident brokers and agents already pay a local and provincial business tax, and this should be sufficient, irrespective of the the firms they represent.
2. The extra provincial corporation fees are altogether unfairly proportioned, a firm with several millions capitalized stock and doing a comparatively small business within the province will be compelled to pay more than a firm whose capital stock is less, and whose business in the province may be vastly more.

3. It is unreasonable that any company be asked to submit their annual financial report to the Government, which may or may not become public property.

4. Brokers and commission men consider it unjust that they should be discriminated against in favor of travelers.

The act manifestly offers inducements to outside firms to dispense with resident brokers' services, which service will be put into the hands of traveling salesmen.

Local business men who are doing all in their power to oppose the increase are very anxious that outside firms and manufacturers, which are affected by the Act, should co-operate with them. It is understood that some steps have been

taken by the Manufacturers' Association, and it would seem reasonable that the combined opposition of each party would be more effective than individual action. Manitoba business men are working for that which will greatly benefit manufacturers, and they think that in some way the outside firms should acknowledge their endeavors.

### RESULTS OF TOBACCO EXPERIMENTS.

Harrow, Oct. 4.—The tobacco crop at the Government experimental station here is practically all harvested. Some varieties of cigar tobacco, including Comstock, Cuban and Hazelwood, are almost entirely cured. The color is good and the quality of leaf very fair. The final results of the fertilizer tests with improved Burley (plug) are not yet ready, but there were very marked differences in the crops as they stood in the fields. The potash and ammonia fertilizer appeared to produce the largest and heaviest leaf, while the complete fertilizer and manure plot was a very close second. The Burley crop will give a fair average yield.

Two kilns of tobacco have been cured, and were emptied and refilled. There are two more kilns being cured out, the whole process being completed in 2½ days. A trial test was made with a kiln of Burley and the prospects are quite encouraging, a very good color being obtained.

### RUIN FOR ENGLISH OYSTERS.

A despatch from London, Eng., states that not for twenty-five years has the lot of the English oyster been as hard

as this year. Its enemy the mussel has invaded the oyster beds in countless battalions.

The Burnham Oyster Fishery Co. is employing twenty smacks for the sole purpose of dredging up the mussels in the twenty-one miles of oyster beds in its possession. Hundreds of tons of wholly useless mussels have been dredged in the last few months, and it is only lately that any headway has been gained against the enemy. The mussels have no market value. In the Burnham beds there are some 140,000,000 oysters inhabiting different patches, according to their age.

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

**McDOUGALL**  
Insist upon having them.  
D. McDOUGALL & CO., Glasgow, Scotland.  
**CLAY PIPES**

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

**Black Watch**

**The Big Black Plug  
Chewing Tobacco**

"A Trade Bringer"

**Sold by all the Wholesale Trade**



**BANISH  
"BLUE MONDAY"**

**SELL**

# SUNNY MONDAY

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

Your stock is not complete  
without our new LAUNDRY SOAP

# SUNNY MONDAY

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

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

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

THERE IS PROFIT IN IT FOR YOU

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

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

IF NOT, WHY NOT ?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

**Imported Leaf Exclusively**

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

HAMILTON, CANADA.





sets

0 02  
0 09  
0 10  
0 04  
0 19  
0 08  
0 09  
0 06

per lb.  
0 03  
0 02  
0 03  
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|-------------------------------------|------|------|
| Apples, per bunch                   | 0 15 | 0 20 |
| Baggage, Canadian, per barrel       | 1 25 | 1 50 |
| Bananas, Canadian, per basket       | 0 25 | 0 30 |
| per case                            | 0 40 | 0 50 |
| Berries, new, per basket            | 0 20 |      |
| Berry, Canadian, per doz.           | 0 60 |      |
| Berries, dozen                      | 0 08 | 0 10 |
| Berries, per basket                 | 0 35 | 0 40 |
| Berries, plant, per basket          | 0 35 | 0 40 |
| Berries, Canadian, green, per dozen | 0 25 |      |
| Danvers, bag                        | 1 15 | 1 25 |
| new, Valencia, crate                | 2 75 | 3 00 |
| Spanish                             | 2 75 |      |
| half cases                          | 1 75 |      |
| Berries, green, per basket          | 0 30 | 0 35 |
| Berries, red, per basket            | 0 50 | 0 60 |
| Berries, Canadian, per bag          | 0 70 | 0 75 |
| sweet, basket                       | 0 65 |      |
| sweet, per hamper                   | 2 00 | 2 25 |
| sweet, per barrel                   | 3 75 | 4 00 |
| Berries, per dozen                  | 0 25 |      |
| Berries, Canadian, per basket       | 0 20 | 0 30 |
| Watermelons, each                   | 0 30 | 0 45 |

FISH—Receipts this week are more liberal, and as the weather is cool they are in better condition. The demand is good and prices are well maintained.

|  |      |      |
|--|------|------|
| Berries, per box                       | 1 20 |      |
| Berries, per doz.                      | 0 65 |      |
| Berries, fresh caught                  | 0 05 |      |
| Berries, Imperial, per lb.             | 0 07 |      |
| Berries, Arvadia                       | 0 10 |      |
| Berries, per basket                    | 1 00 | 1 10 |
| Berries, per lb.                       | 0 08 |      |
| Berries, hadole                        | 0 07 | 0 08 |
| Berries, fresh caught                  | 0 07 |      |
| Berries, medium, per lb., fresh caught | 0 10 |      |
| Berries, Digby, per box                | 0 05 | 0 15 |
| Berries, each                          | 0 25 | 0 30 |
| Berries, each                          | 0 20 | 0 25 |
| Berries, each                          | 0 07 |      |
| Berries, each                          | 0 06 |      |
| Berries, toast                         | 0 15 |      |
| Berries, salmon                        | 0 17 |      |
| Berries, fresh caught                  | 0 10 |      |
| Berries, fresh caught                  | 0 10 |      |
| Berries, pickered                      | 0 09 |      |
| Berries, select, per gal               | 1 00 |      |
| Berries, standards, per gal            | 1 00 |      |

**LOBSTER CATCH DECREASING.**

Newcastle, N.B., Oct. 4.—Commissioner Wakeham has completed the taking of evidence in the investigation of the lobster fisheries in Eastern Canada. The last place he visited was Charlotte County, N.B. He states that the evidence collected in Charlotte County, like that obtained in other parts of Canada, is very conflicting. One thing is true of all districts, however—the catch of lobsters is steadily falling off. This falling off is due to the catching of undersized

**DATES**

A delicious Fruit.  
A nourishing food.

Order from your wholesaler  
**HALLOWI**  
"Camel" Package Brand

**SAIR**  
"Eagle" Package Brand

**FARD**  
7 lb. boxes

"MONOGRAM" "CAMEL"  
Extra Fancy Extra Choice

**WM. HILLS, JR.**  
IMPORTER

W. B. STRINGER, Agent, TORONTO

**NEW FIGS**  
**BUFFALO BRAND**

Layers in all sizes and styles, also Fancy Washed and Pulled Figs in glass jars and packages.

Prototen Natural Pulled Table Figs, specially fine, in 2, 3, 5, 10, 14 and 28 lb. boxes.

Cranberries, Sweet Potatoes etc.

**WHITE & CO., LTD, TORONTO and HAMILTON**

**Profit-Money**



This is what you are in business for. Nothing you handle nets a better margin than Lemons and you do not sell as many as you can. Do not hand your customers a lemon but hand them a dozen—tell them about the many ways they can use them. Lemons served with Fish, Oysters, Salads, add a delicacy to the flavor that can be equalled only by another dish served the same way. Increase your sales.

"BUSTER BROWN"

W. B. Stringer,  
Toronto

Canadian Agent,  
for Sicily's Largest  
Lemon Exporters

Fratelli Follina,  
Palermo, Messina

**CANADIAN FRUITS—Now at Their Height**

**P**EACHES  
**P**EARS  
**L**UMS and  
**G**RAPES

Large Quantities arriving daily.

Prices reasonable.

SEND US YOUR ORDERS

**HUGH WALKER & SON**  
GULEPH, ONTARIO

lobsters, and to the destruction of berried lobsters. The only remedy, he intimates, is legislation increasing the size of the lobster which can be legally caught. The

consensus of opinion in Charlotte Co. was in favor of a uniform size of ten and a half inches, and a uniform season on the border, with the establishment of a lobster hatchery.

Why compel the retailer to sell them Crawfords or else lose the sales? Ignorance is always a hindrance, and the more we can enlighten the people in the goods they buy, the easier it will be to do business with them.

## Falls in With the Idea of Holding a Fruit Show

**"Lover of Fruit" Thinks General Public Should Become Educated on Different Kinds of Fruit—Suggests Annual Show at Fruit Market When Retailers Shall be in Charge.**

Editor Canadian Grocer. — The idea suggested by The Canadian Grocer in last week's issue, of holding a fruit show one day each year at the fruit market is a capital one. Few people have any idea of the immense quantities, the excellent qualities, and the endless varieties of fruit that come to our market and are handled each day, during the fruit season. Besides affording the people an opportunity of seeing the most inviting and attractive exhibition of the year, it could be made invaluable from an educational point of view. The difference in varieties could be printed and literature distributed with interesting information as to their food values, the names of the different varieties and kinds of fruit. Also information on preserving, could be given as well as the various methods of doing them up, and how to use them in different ways. We have at present several dozen varieties of peaches, and all that the masses of the people know are two kinds, the cling peaches and the Crawfords. They all

fight against the cling stone and for the Crawford. Nothing but a Crawford will do, and yet thousands of baskets are sold, which are not Crawfords, but are sold as such. Why all this ignorance?

The idea of the article I refer to is unique, but so feasible that it must once commend itself to the fruit market. The day could be arranged several weeks ahead, and then on that day have special shipments, and the retail merchants prepared to take possession. It may be a little late for this year, but it should certainly have due consideration before next year.

A LOVER OF FRUIT  
Toronto, Oct. 6, 1909.

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

**APPLES.** *If you want to buy or sell a carload it will pay you to get in touch with us.*  
**THE DAWSON COMMISSION CO., TORONTO**

"**Mephisto**"  
BRAND  
**Lobster**  
Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.  
1909 prices now out for Europe and America.  
**Fred Magee**  
PRODUCER  
Port Elgin, N.B., and  
Pictou, N.S. Canada



There is safety and health in every can of

**Golden Crown and Golden Key**

Brand of Lobsters.

We guarantee each can to contain the finest selected, fresh, appetizing lobster only, which is handled and packed in an up-to-date sanitary factory. These brands are genuine satisfaction-givers, and they leave, moreover, a good margin of profit. Send for prices.

SOLE PACKERS  
**W. S. LOGGIE CO., LIMITED**  
CHATHAM, NEW BRUNSWICK

# We Are Expert Judges of Fish

That's why we are in the foremost position as packers. We know the quality, value and character of all deep sea fisheries.



We have our own boats, in charge of our own men, who make daily trips to the piscatorial harvest fields and there catch the fish from which we select personally the finest, to be packed under the Brunswick Brand.

Our methods of manufacture are scientific, sanitary and progressive.

The Brunswick Brand Leads. Handle what will please your customers.

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

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

## YOU, Mr. Retailer

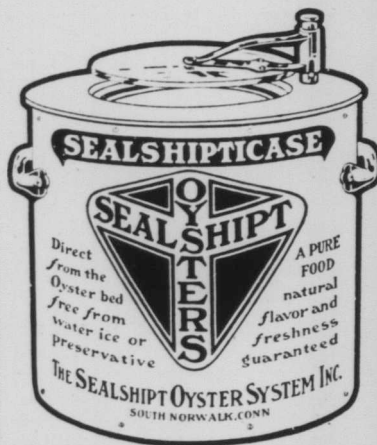
are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

**The Sealshipt Oyster System, Inc.**  
SOUTH NORWALK, Connecticut.

## Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavour, and because there is an absolute guarantee of purity of contents given with each tin. From 24 to 30 of the finest small autumn caught sardines go to each tin, which is provided with a spare lid for use after the tin has been opened. "Concord" Sardines will more than please your better-class customers and will prove a remunerative line to handle.

### LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.  
A. H. Brittain & Co., Montreal. Radiger & Janion, Vancouver & Victoria, B.C.  
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**THE MAXIMUM  
OF EFFICIENCY  
IN THE GROCERY**

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

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

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

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue :  
"Modern Grocery Fixtures"



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

**BERLIN, ONTARIO**

Designers and Manufacturers of  
Modern Store Fixtures

REPRESENTATIVES:

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Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

**Tea Hints for  
Retailers**

by John H. Blake

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

Part I deals with:—

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

Part II:—

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

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TO START IN BUSINESS FOR HIMSELF.

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We will mail to you FREE 5 copies of our publication.  
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You be sure to write at once and we will send you 5 copies for next week and everything necessary.

**The MacLean Pub. Company**  
10 Front Street East, TORONTO, CANADA

**Mr. Level-Headed Grocer**

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

**Allison** COUPON BOOK SYSTEM

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



Manufactured by  
**ALLISON COUPON CO., Indianapolis, U.S.A**  
Order them from your Jobber

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

**ABSORBINE**

Full directions in pamphlet with each bottle. \$2.00 a bottle at dealers or delivered. Horse Book 9 D free.  
**ABSORBINE, JR.**, for mankind. \$1 a bottle; removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.  
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.  
LUMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF  
**JAMAICA**

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

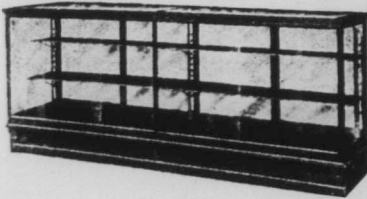
**KINGSTON  
"GLENER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

*Wolverine*

**Show Case**



The best show case made in America for the money.

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

W. H. ESCOTT  
141 Bannatyne Avenue,  
Winnipeg, Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top.—Shipped K.D.—

Made by

**Michigan Show Case Co., Detroit, Mich.**

**TEA LEAD**

*Best Incorrodible*

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London.  
A.B.C. Codes used 4th and 5th Editions.

**LIMEHOUSE,  
LONDON, E., ENG.**

Canadian Agents:

ALFRED B. LAMBE & SON, TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL

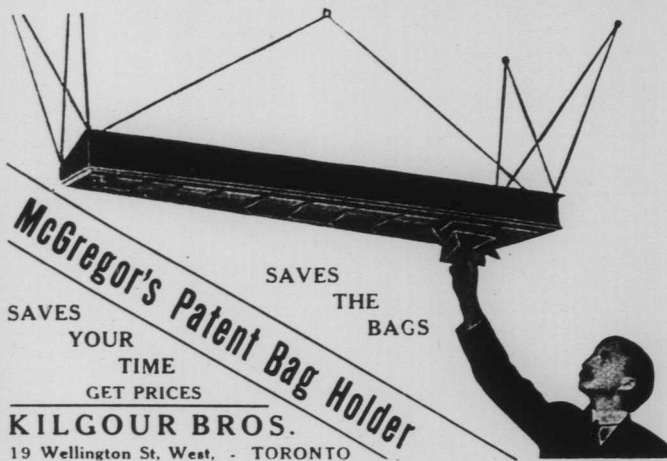
**Fisher Electric Coffee Mills**



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

**The A. D. Fisher Co.**  
Toronto Limited



**McGregor's Patent Bag Holder**  
SAVES THE BAGS  
SAVES YOUR TIME  
GET PRICES  
**KILGOUR BROS.**  
19 Wellington St. West. - TORONTO

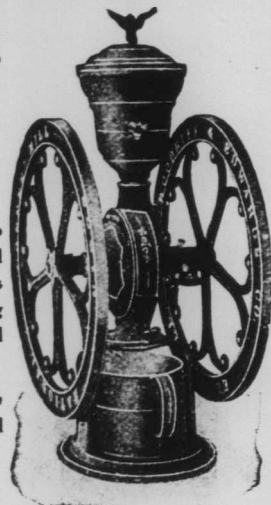
**ELGIN NATIONAL COFFEE MILLS**

are made in no less than  
40 DIFFERENT STYLES

This favourite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The **ELGIN** has steel grinders, can be adjusted while running, and sells at a

**LOW COST**



Ask any of the following Jobbers for our Catalogue:  
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
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MANUFACTURED BY

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The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

## "ENTERPRISE"

### Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only \$6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

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## A PUMP THAT SHOWS A PROFIT

# Apple Shippers

Send to the

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AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

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FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods— and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED

Place your order now for the Keystone Brand

Manufactured by

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PORT ELGIN, - ONTARIO

Diamond-  
1 lb. tin, 2  
1 lb. tin, 3  
1 lb. tin, 4  
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1 lb. tin, 80  
1 lb. tin, 81  
1 lb. tin, 82  
1 lb. tin, 83  
1 lb. tin, 84  
1 lb. tin, 85  
1 lb. tin, 86  
1 lb. tin, 87  
1 lb. tin, 88  
1 lb. tin, 89  
1 lb. tin, 90  
1 lb. tin, 91  
1 lb. tin, 92  
1 lb. tin, 93  
1 lb. tin, 94  
1 lb. tin, 95  
1 lb. tin, 96  
1 lb. tin, 97  
1 lb. tin, 98  
1 lb. tin, 99  
1 lb. tin, 100

QUOTATIONS FOR PROPRIETARY ARTICLES

**Baking Powder**  
W. H. GILLARD & CO.

Diamond—  
1 lb. tins, 2 doz. in case \$2.00  
1 lb. tins, 3 " " 1.25  
1 lb. tins, 4 " " 0.75

**IMPERIAL BAKING POWDER**

| Cases. | Sizes. | Per doz. |
|--------|--------|----------|
| 100    | 100    | \$0.85   |
| 100    | 6-oz.  | 1.75     |
| 100    | 12-oz. | 3.50     |
| 100    | 24-lb. | 10.50    |
| 100    | 5-lb.  | 19.75    |

**MAGIC BAKING POWDER**

| Cases. | Sizes. | Per doz. |
|--------|--------|----------|
| 6 doz. | 5-lb.  | \$0.40   |
| 4 " "  | 4-oz.  | 0.60     |
| 4 " "  | 6 " "  | 0.75     |
| 4 " "  | 8 " "  | 0.90     |
| 4 " "  | 12 " " | 1.15     |
| 4 " "  | 16 " " | 1.40     |
| 4 " "  | 20 " " | 1.70     |
| 4 " "  | 24 " " | 2.10     |
| 4 " "  | 30 " " | 2.55     |
| 2 " "  | 6-lb.  | Per case |
| 1 " "  | 12 " " | \$4.55   |
| 1 " "  | 18 " " |          |

**ROYAL BAKING POWDER**

| Cases. | Sizes. | Per doz. |
|--------|--------|----------|
| 6 doz. | 5-lb.  | \$0.40   |
| 4 " "  | 4-oz.  | 0.60     |
| 4 " "  | 6 " "  | 0.75     |
| 4 " "  | 8 " "  | 0.90     |
| 4 " "  | 12 " " | 1.15     |
| 4 " "  | 16 " " | 1.40     |
| 4 " "  | 20 " " | 1.70     |
| 4 " "  | 24 " " | 2.10     |
| 4 " "  | 30 " " | 2.55     |

**CANADIAN CANNERS, LIMITED**

| Product                 | Price            |
|-------------------------|------------------|
| Asylmer Jams            | 1.80             |
| Peach                   | 1.70             |
| Raspberry               | 1.90             |
| Black currant           | 1.80             |
| Raspberry & red currant | 1.80             |
| Raspberry and Marmalade | 1.80             |
| Raspberry and Scotch    | 1.80             |
| Orange Jelly            | 1.75             |
| Green Fig               | 1.70             |
| Lemon                   | 1.80             |
| Pineapple               | 2.25             |
| Ginger                  | 2.25             |
| Pure Preserves          |                  |
| 5 & 7 per lb.           | 14 & 308 per lb. |
| strawberry              | 0.11             |
| Black currant           | 0.11             |
| Raspberry               | 0.11             |
| Other varieties         | 0.11             |

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Baking Powder—  
1 lb. tins, 3-doz. in case, per doz. 2.25  
1 lb. " " " " " " 0.75  
1 lb. " " " " " " 0

**COOK'S FRIEND BAKING POWDER**  
BREAD PANCAKES, PIE CRUST, OTHER PASTRY

PREPARED ON CORRECT CHEMICAL PRINCIPLES

**Cook's Friend Baking Powder**

| Product                        | Price |
|--------------------------------|-------|
| No. 1, 1 lb., 4 dozen          | 2.40  |
| " " " " 2 " "                  | 2.50  |
| No. 2, 5-oz., 6 dozen          | 0.85  |
| No. 3, 2-oz., 4 dozen          | 0.45  |
| No. 10, 12-oz., 4 dozen        | 2.10  |
| " " " " 2 " "                  | 2.20  |
| No. 2, 1-oz., 6 dozen          | 0.70  |
| " " " " 3 " "                  | 0.75  |
| In Tin Boxes—per dozen         |       |
| No. 13, 1-lb., 2 dozen         | 3.00  |
| " " " " 14, 8-oz., 3 " "       | 1.75  |
| " " " " 15, 4-oz., 4 " "       | 1.10  |
| " " " " 16, 2 1/2-lb., 2 dozen | 7.25  |
| " " " " 17, 1 1/2-lb., 4 dozen | 14.00 |

**Cereals**

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00

The King's Food, 2-doz. in case, per case, \$4.80

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1.00.

White Swan Self-rising Pancake Flour, per doz., \$1.00.

White Swan Wheat Kernels, per doz. \$1.40  
White Swan Flaked Rice, per doz. 1.00  
White Swan Flaked Peas, per doz. 1.00

**Blue**  
Keen's Oxford, per lb. 0.17  
In 10-box lots or case 0.16  
Gillett's Mammoth, 1 gross box 2.00

**Chocolates and Cocoas**  
THE COWAN CO., LIMITED

Cocoa—  
Perfection, 1-lb. tins, per doz. \$1.50  
Perfection, 1/2-lb. per doz. 2.40  
Perfection, 1/4-lb. per doz. 1.30  
Perfection, 10c size 0.90  
5-lb. tins 0.37  
Sole le. bulk, No. 1, per lb. 0.20  
Soluble, bul. No. 2, per lb. 0.18

London Pearl, per lb. 0.22  
Special quotations or Cocoa in tins, kegs, etc.

Unsweetened Chocolate—  
Plain Rock, 1/2 & 1/4, cases, 12-lb. boxes, per dozen 1.85  
Perfection chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0.90  
Sweet Chocolate—  
Queen's Dessert, 1/2 & 1/4, 12-lb. boxes, per lb. 0.40  
Queen's Dessert, 6 & 8, 12-lb. boxes, per lb. 0.30  
Vanilla, 1/4-lb., 12-lb. boxes, per lb. 0.30  
Parisian, 8-lb. 0.30  
Royal Navy, 1/2 & 1/4, boxes, per lb. 0.30  
Diamond, 1/2 & 1/4, boxes, per lb. 0.25  
" " " " 8-lb. 0.28

**CONDENSED MILK**  
BORDEN'S CONDENSED MILK CO.  
Wm. H. Dunn, Agent, Montreal & Toronto.

Eagle Brand Condensed Milk \$6.00 1.50  
Gold Seal Condensed Milk 4.25 1.10  
Challenge Condensed Milk 4.00 1.00  
Peerless Brand Evaporated Cream family size 3.50 0.90  
Peerless Brand Evaporated Cream hotel size 3.70 1.85

**CONDENSED MILK CO., LIMITED.**  
TRIPO CONDENSED MILK CO., LIMITED.  
"Jersey" brand evaporated cream per case (4 doz.) \$4.00  
Reindeer brand per case (4 doz.) 5.10

**MOTT'S DIAMOND CHOCOLATE**  
JOHN F. MOTT & CO., LTD.  
R. S. McIndoe, Agent Toronto  
Arthur M. Loucks, Ottawa  
J. A. Taylor, Montreal  
Jos. E. Huxley, Winnipeg  
R. J. Bedlington & Co., Calgary, Alta.  
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz. 0.50

Mott's breakfast cocoa, 10c. size 90 per dz.  
" breakfast cocoa, 1/2-lb. 0.38  
" " " " 1/4-lb. 0.38  
" No. 1 chocolate, 1/2-lb. 0.32  
" Navy " " " 0.29  
" Vanilla sticks, per gross 1.00  
" Diamond chocolate, 1/2-lb. 0.24  
" Plain choice chocolate liquors 0.32  
" Sweet Chocolate Coatings 0.20

**WALTER BAKER & CO., LIMITED.** Per lb.

Premium No. 1 chocolate, 1/2 and 1/4-lb. \$0.38  
Breakfast cocoa, 1-5, 1/2, 1 & 1/2-lb. tins 0.41  
German Sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes. 0.28  
Caracas Sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes. 0.35  
Auto Sweet chocolate, 1-5-lb. cakes, 3 and 6-lb. boxes. 0.35  
Vanilla Sweet chocolate, 1-5-lb. cakes 6-lb. tins. 0.47  
Soluble cocoa (hot or cold soda) 1-lb. tins. 0.38  
Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags 0.34  
Caracas tablets, 100 bundles, tied 5c, per box. 3.00

**COCONUT.**  
CANADIAN COCONUT CO., MONTREAL.

Packages—5c., 10c., 30c. and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.  
1 lb. packages 0.26  
1 lb. " " 0.27  
1 lb. " " 0.28  
1 and 1/2 lb. packages assorted 0.26  
1/2 and 1 lb. " " 0.27  
1/4 lb. packages assorted in 5 lb. boxes 0.28  
1/2 lb. " " " " 0.29  
1 lb. " " " " in 5, 10, 15 lb. cases 0.30

**Bul—**  
In 15 lb. pails and 10 lb. pails

| Product                                      | Price |
|--|-------|
| White Moss, fine strip 0.19 0.21             | 0.17  |
| Best Shredded 0.18                           | 0.15  |
| Special Shred 0.17                           | 0.17  |
| Ribbon 0.19                                  | 0.17  |
| Macaron 0.17                                 | 0.1   |
| Desiccated 0.16                              | 0     |
| White Moss in 5 and 10 lb. square tins. 21c. |       |

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Coconut—  
Featherstrip, pails. 0.16  
Shredded 0.15  
In packages 2-oz. 4-oz. 8-oz. lb. 0.28

**CONDENSED MILK**  
BORDEN'S CONDENSED MILK CO.

Eagle Brand Condensed Milk \$6.00 1.50  
Gold Seal Condensed Milk 4.25 1.10  
Challenge Condensed Milk 4.00 1.00  
Peerless Brand Evaporated Cream family size 3.50 0.90  
Peerless Brand Evaporated Cream hotel size 3.70 1.85




**JERSEY CREAM**  
REINDEER BRAND

CONDENSED MILK




**Coffees.**  
EBY, BLAIN CO. LIMITED.  
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

|                               |        |
|-------------------------------|--------|
| Club House                    | \$0.32 |
| Nectar                        | 0.30   |
| Empress                       | 0.28   |
| Duchess                       | 0.6    |
| Ambrosia                      | 0.25   |
| Plantation                    | 0.22   |
| Fancy Bourbon                 | 0.20   |
| Bourbon                       | 0.18   |
| Crushed Java and Mocha, whole | 0.17   |
| " " " " ground                | 0.17   |
| Golden Rio                    | 0.14   |

**Package Coffees**  
Gold Medal, 1 and 2 lb. tins, whole or ground. 0.30  
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground 0.30  
German Dandelion, 1/2 and 1 lb. tins, ground 0.22  
English Breakfast, 1 lb. tins, ground 0.18

WHITE SWAN SPICES AND CEREALS LTD.  
White Swan Blend.

**WOOD'S GINSENG COFFEE**  
THE ROBERT GRIGG CO.

1-lb. decorated tins, 32c. lb.  
Mo-Ja, 1/2-lb. tins 30c. lb.  
Mo-Ja, 1-lb. tins 28c. lb.  
Mo-Ja, 2-lb. tins 28c. lb.



**THOMAS WOOD & CO.**

"Gilt Edge" in 1 lb. tins. \$0.33  
"Gilt Edge" in 2 lb. tins. 0.32

Canadian Souvenir 1 lb. fancy lithographed canisters 0.30

Imperial Large size jars, per doz. 8.25

Medium size jars, per doz. 4.50  
Small size jars, per doz. 2.40  
Individual size jars, per doz. 1.00

Imperial holder—  
Large size, doz. 18 00  
Med. size " 17 00  
Small size " 12 00

Roquefort—  
Large size, doz. 2.40  
Small size " 1.40



**Confections**  
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box 1.80  
Milk Chocolate Sticks, 36 in box 1.35  
" " " " 10c cakes, 36 in box 2.35  
Chocolate Wafers No. 1, 5-lb. boxes, lb. 0.33  
" " " No. 2, " " " 0.25  
Maple Buds 5-lb. boxes, lb. 0.36  
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb. 0.40

These prices are F.O.B. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD.  
Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons. \$3.50 each  
" " " " 50 " " 3.60 " "  
Assorted, cases, 25 small, 12 large 3.55 " "  
Net 30 days.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co. Ltd.  
Toronto, C. O. Beauchemin & Fils, Montreal.  
\$2, \$3, \$5, \$10, \$15 and \$20.  
All same price one size or assorted.


**UN-NUMBERED**  
Under 100 books, each 04  
100 books and over each 03  
500 books to 1000 books each 03  
For numbering cover and each coupon, extra per book 1/4 cent.

**Extract of Beef.**  
LAPORTE, MARTIN & CIE, LTD.

Vita Pasteurized Extract of Beef, Per case.  
Bottles 1-oz. case of 2 doz. \$3.20  
" " " " 1 " " 3.00  
" " " " 1 " " 4.50  
" " " " 1 " " 4.75  
" " " " 1 " " 9.00

**Infants' Food.**  
Robinson's patent barley 1-lb. tins \$1.35  
" " " " 1-lb. tins 1  
" " " " 1-lb. tins 1  
" " " " 1-lb. tins 1

"Mephisto" and "Purity" Canned Lobsters.



**Flavoring Extracts**  
SHIRRIFF'S

|                               |
|-------------------------------|
| 1 oz. (all flavors) doz. 1.00 |
| 2 " " " 1.75                  |
| 4 " " " 2.00                  |
| 8 " " " 3.00                  |
| 5 " " " 3.75                  |
| 8 " " " 5.50                  |
| 16 " " " 10.00                |
| 32 " " " 18.00                |

Discounts on application.



**Milk Powder**  
CANADIAN MILK PRODUCTS, LTD., TORONTO

Trimilk, full cream, per case (4 doz.) 4.80  
Milk (for cooking) milk, per case (4 doz.) 4.80  
1 lb. tins 4.80

**Jams and Jellies.**  
BUTGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Ladlams, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. 2.20  
T. Upton & Co.  
Compound Fruit Jam—  
12-oz. glass jars, 3 doz. in case, per doz. \$1.00  
1-lb. tins, 3 doz. in case. per lb. 0.07  
5 and 7-lb. tin pails, 8 and 9 pails in crate. per lb. 0.07  
7 wood pails, 6 pails in crate, per lb. 0.07  
30-lb. wood pails. per lb. 0.06  
Compound Fruit Jellies—  
12-oz. glass jars, 3 doz. in case, per doz. 1.00  
1-lb. tins, 3 doz. in case per lb. 0.07  
7 wood pails, 6 pails in crate, per lb. 0.07

## Friends—Not Growlers



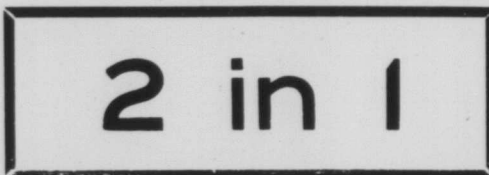
RISING SUN Stove Polish in Cakes never comes back to you with growls from the house-keeper. It is always made up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

## Fortify Your Position

as a Grocer by adding to your shelves the World's

Best Shoe Polish



With the wet

weather now coming on you can sell "2 in 1" all the time, as it is perfectly waterproof  
MAKE A POINT OF THIS. ORDER TO-DAY.

The F. F. DALLEY CO., Ltd.

Hamilton, Can : Buffalo, N.Y.

## SORT UP YOUR STOCK

From now on commences a good steady demand for


## STOVE POLISH

Get ready to look after your trade requirements with the "old reliable"

# James Dome Black Lead

The best in Stove Polish that money can buy. Sold by all jobbers

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



### "VOL-PEEK"


GRANITE CEMENT  
for Mending Holes in Pots and Pans.

A profitable line that you can sell without trouble. Send for a sample lot.

**H. NAGLE & COMPANY**  
LAPRAIRIE, QUE.

### BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY ALL JOBBERS

1/2-lb tins—3 doz. in case.



# Goodwillie's PURE FRUITS

In Glass

Purest and best line on the market, and by all means the most highly satisfactory to handle.

The luscious, ripe fruit is procured and packed in our factory right in the fruit-growing district.

You can always count upon the genuineness of Goodwillie's Pure Fruits in Glass.

Prices from your wholesaler.

AGENTS :

Rose & Laflamme, Ltd. - Montreal and Toronto



wood pails  
Assorted jam, 1 lb. glass jars, two  
dozen in case 1.75

**Jelly Powders**  
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co., Limited.



|                       |                 |        |
|-----------------------|-----------------|--------|
| Assorted Case,        | Contains 4 doz. | \$3.60 |
| Assorted Case,        | 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 |
| Teach (Straight)      | Contains 2 doz. | \$1.80 |

Weight, 8 lbs. to case. Freight rate, 3rd class

**Soap**

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases ..... \$5.00  
5 cases, or more ..... 4.95



Last price  
Shrill - tall  
flavors, per doz  
Discounts on applica-  
tion



**Lard**  
N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.

|                        |          |
|------------------------|----------|
| Tierces...             | 0 11 1/2 |
| 4-bbls. ....           | 0 11 1/2 |
| Tubs, 50 lbs. 0 11 1/2 |          |
| 20-lb. Pails. 2 40     |          |
| 20-lb. tins.. 2 30     |          |
| Cases 3-lb. 0 12 1/2   |          |
| " 5-lb. 0 12 1/2       |          |
| " 10-lb. 0 12 1/2      |          |

F.O.B. Montreal.



**Licorice**

NATIONAL LICORICE CO.

|  |       |
|--|-------|
| 5-lb. boxes, wood or paper, per lb.                  | 80 40 |
| Fancy boxes (36 or 50 sticks), per box               | 1 25  |
| " Ringed - 5-lb. boxes, per lb.                      | 0 40  |
| " Acme - pellets, 5-lb. cans, per can                | 2 00  |
| " (fancy box, 40), per box                           | 1 50  |
| Tin licorice and tolu wafers, 5-lb. cans,<br>per can | 2 00  |

Licorice lozenges, 4-lb. glass jars..... 1 75  
20.5-lb. cans..... 1 50  
"Purity" licorice, 10 sticks..... 1 45  
100 sticks..... 9 75  
Duke, large cent sticks, 109 in. box..... 2 25

**Lye (Concentrated)**

|                    |        |
|--------------------|--------|
| Case of 4 dozen    | \$3.60 |
| 3 cases of 4 dozen | 3 50   |
| 5 cases of 4 doz.  | 3 40   |

**Mardialago.**

T. UPTON & CO.

|  |                |
|--|----------------|
| 12-oz. glass jars, 2 doz. case...                  | per doz \$1 00 |
| 16-oz. glass jars, 2 doz in case                   | 1 40           |
| In 5 and 7-lb. tins and 7-lb. pails, per lb.       | 0 07           |
| Pint Sealers (24 oz.), 1 doz in case, per<br>dozen | 2 00           |



**SHERRIFF BRAND**

|                       |      |
|-----------------------|------|
| "Imperial Scotch"—    |      |
| 1-lb. glass, doz...   | 1 55 |
| 2-lb. " " " "         | 2 80 |
| 4-lb. tins, " " "     | 4 65 |
| 7-lb. " " " "         | 7 35 |
| "Shredded"—           |      |
| 1-lb. glass, doz..... | 1 90 |
| 2-lb. " " " "         | 3 10 |
| 7-lb. tins, " " "     | 8 25 |



**SPRATT'S PRICE LIST**

|  |        |
|--|--------|
| Mixed Bird Seeds, 1-lb. pkts., 3 dozen<br>cases per doz.           | \$0 95 |
| Parrot Food, 1 lb. pkts., 1 doz cartons                            | 0 45   |
| Parrot Food, 2-lb. pkts  | 1 35   |
| Bird Cage Sand, about 1 1/2-lb. bags, 1/2<br>gross cases, per doz. | 0 30   |
| Bird Cage Grit, ab. ut 1 1/2-lb. bags, 1/2<br>gross cases, per doz | 0 30   |

**Mince Meat**

|                                      |         |
|--------------------------------------|---------|
| Wetthey's condensed, per gross, net. | \$12 00 |
| per case of 3 dozen, net.            | 3 00    |



ST. CHARLES CONDENSING CO.

PRICES:

|   |        |
|---|--------|
| St. Charles Cream—<br>family size, per case | \$3 50 |
| Ditto, hotel.                               | 3 70   |
| Silver Cow Milk                             | 4 35   |
| Purity Milk                                 | 4 25   |
| Good Luck                                   | 4 60   |

**Mustard**

|                          |                 |
|--------------------------|-----------------|
| COLMAN'S OR KEEN'S       |                 |
| D.S.F. 1/2-lb. tins..... | per doz \$ 1 40 |
| " 1-lb. tins.....        | 2 50            |
| " 1-lb. tins.....        | 5 00            |
| Durham 4-lb. jar.....    | per jar 0 75    |
| " 1-lb. jar.....         | 0 25            |
| F.D. 1/2-lb. tins.....   | per doz. 0 85   |
| " 1-lb. tins.....        | 1 45            |

**Olive Oil**

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva, qts. 12's ..... \$ 7 75  
" pta. 24's ..... 8 50  
" 1/2-pt. 24's ..... 4 25

**Sauces**

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and  
Toronto  
1/2-pint bottles, 3 & 6 doz., per doz. .... 0 90  
pint " 3 doz. .... 1 75

**Soda**

COW BRAND



|   |         |
|---|---------|
| Case of 1-lb. contain-<br>ing 60 packages, per<br>box, \$3.00                             |         |
| Case of 1/2-lb. con-<br>taining 120 pkgs. per<br>box, \$3.00                              |         |
| Case of 1-lb. and 1/2-lb.<br>containing 30 1-lb.<br>and 60 1/2-lb. pkgs per<br>box \$3.00 |         |
| Case of 5c. pkgs. containing 96 pkgs. per<br>box, \$3.00                                  |         |
| MAGIC BRAND Per case  |         |
| No. 1, cases 60 1-lb. packages.....   | \$ 2 75 |
| No. 2, " 120 1/2-lb. " .....  | 2 75    |
| No. 3, " 30 1-lb. " .....   | 2 75    |
| " 60 1/2-lb. " .....  | 2 75    |
| No. 5 Magic soda—cases 100—10-oz. pkgs  |         |
| 1 case .....  | 2 85    |
| 5 cases .....   | 2 75    |





SELL SEEDS THAT FEED—  
**SPRATT'S**  
 MIXED  
**BIRD SEEDS**

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

**Ask your jobber for them.**

Packed in boxes containing 3 dozen 1-lb. packets.

## Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,  
 Apples, Peaches, Pears, Plums, Etc.

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"  
 "Bottom Like The Top"

Write for Samples

**Sanitary Can Company, Ltd.**

Niagara Falls, . . . Ontario

DWIGHT'S



BAKING SODA

It isn't only that

## "COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

## Church & Dwight

MANUFACTURERS

MONTREAL

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

### Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Is. Canisters

**JOHN OAKLEY & 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.

## Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

### The Beardwood Agency

313 New York Life Building - MONTREAL

**DELAY** resulting from  
scarcity of empty cars  
may be avoided by or-  
dering your require-  
ments of **SALT** now

FROM

**VERRET, STEWART & CO.**  
LIMITED

No. 12 Port Street  
**MONTREAL**

## Canned Fruits

The quality of

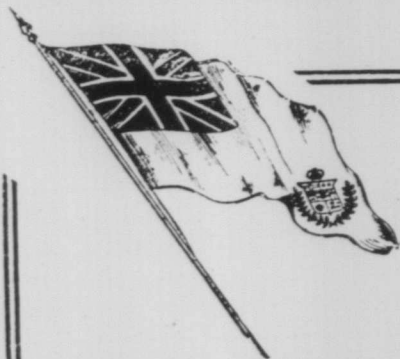
**WETHEY'S**  
**LAUREL**  
**BRAND**

speaks for itself.

Do not buy without consulting us.

Get our prices.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.



**Empire Brand**

WE OWN IT

**4 Free  
Phones**

Will have to add  
more soon. Are  
you taking advant-  
age of this facility?  
Try the system.

## Up 2 cts. a Pound

Teas have advanced two cents per lb. We are, however, holding our "Empire" Teas in bulk and packages at old prices. Place your order now.

**FISH.**—Just commencing to be in demand. We have very choice **No. 1 Labrador Herring** Splits, also fine selected Mackerel.

**SALMON.**—Our special bargain is having good sale. Do you want a few cases also?

**SALT.**—There's one Salt that pleases everybody, and is the very best—it's **Diamond Crystal**. Try a barrel.

**GEO. E. BRISTOL & CO.**

WHOLESALE GROCERS

HAMILTON,

ONTARIO