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THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

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NO. 37.



The Easiest Seller in Blue

Keen's Oxford Blue

has gained its reputation solely through merit. It is always
the same in quality. Every jobber sells it.

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

Canada's
Leading
Starches

Edwardsburg

"Silver Gloss" Starch

(for laundry purposes has no equal.)

Benson's "Prepared" Corn

most perfect for cooking, puddings, desserts, etc.

These brands are found in every up-to-date grocery store. They
make satisfied trade.

Demand them of your jobber.

EDWARDSBURG STARCH CO., LIMITED

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

164 St. James St., MONTREAL



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

The Satisfaction of Unvarying Quality

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

Macaroni

Taylor's

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

Unvarying Quality

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

Peels

"Thistle"

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

Unvarying Quality

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

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - - Montreal

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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.

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J. W. GORHAM & CO.
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Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
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Highest References.

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Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

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A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

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TORONTO MONTREAL

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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
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The Condensed Ads. in The Canadian Grocer bring results

TORONTO.

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The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
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29 Melinda St., Toronto

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

(Continued on page 4.)

For Carload Buyers—

We are quoting especially attractive prices—delivered at your station—on assorted cars of

“ANCHOR” and “OLD HOMESTEAD”

Brands of

Canned Fruits and Vegetables

We solicit your enquiries.

EBY-BLAIN, LIMITED

Sole Wholesale Distributors

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.
		You sell at	40c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.
		You sell at	50c per lb.
LAVENDER LABEL	1s and ½s	Costs you	42c per lb.
		You sell at	60c per lb.
GREEN LABEL	1s and ½s	Costs you	50c per lb.
		You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—\$1 75
		You sell at	50c per lb.— 2 50
GOLD Tins	3s	Costs you	35c per lb.— 1 05
		You sell at	50c per lb.— 1 50
GOLD Tins	1s	Costs you	36c each
		You sell at	50c each
GOLD LABEL	1½s	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
RED Tins	½s	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
RED Tins	¼s	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

Head Office and Factory for Canada : 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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 WHOLESALE GROCERY BROKER AND
 COMMISSION MERCHANT
TEAS A SPECIALTY
 Open for one or two more first-class agencies
 Correspondence invited
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 Established 14 years. Correspondence solicited

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 and Manufacturers Agents
 Warehousemen and Distributors
 Track Warehouse, 137 Bannatyne Ave. E.
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 GOODS STORED AND DISTRIBUTED
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CANNING MACHINERY CO.,
 CHICAGO, ILL., U.S.A.

OAKEY'S The original and only Genuine
 Preparation for Cleaning Cut-
 lery, Ed. and Is. Canisters
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass and
 Flint Cloths and Papers, etc.
 Wellington Mills, London, England
 Agent:
JOHN FORMAN, - 644 Craig Street
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Firms Abroad Open for Canadian Business.

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

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

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 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.

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 Classification and
 Description**
 By Joseph M. Walsh
 This is the most exhaustive, inter-
 esting and instructive book ever pub-
 lished on Coffee. It is attractively written
 and richly illustrated, and should be
 read by all who deal in or use Coffee.
 The contents include,
 Cultivation and Preparation.
 Commercial Classification and Des-
 cription.
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 This work, written by one of the
 greatest authorities in the world upon
 the subjects of Tea and Coffee, will be
 mailed to you postpaid on receipt of
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 IT WILL PAY YOU TO SEND AT ONCE.
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SOLE & EXCLUSIVE Gen. Man. Western Canada, Toronto.

Handle Canned Goods That Are Recognized Leaders.

A modern philosopher has discovered that "The more aims you have in life the less likely you are to hit anything." Concentration is one of the secrets of success. There is a wealth of wisdom in this for the merchant. Concentrate your efforts on selling well-known lines and you'll be ahead at the end of the year. Don't load your shelves with a dozen brands of uncertain Canned Goods and keep your customers forever experimenting.

Canadian Cannery's Peas Have Created A Big Trade for us

And they will do the same for you. We particularly recommend our Grade No. 2 SWEET WRINKLE PEAS. They are deliciously sweet and tender, and rapidly win new friends wherever introduced. They have a constant and ready sale all the year round. They are genuine business builders and can be sold at a good margin of profit.

Our Peas are packed in four grades as follows:—

- Grade No. 1—Extra Fine Sifted Peas
- Grade No. 2—Sweet Wrinkle Peas
- Grade No. 3—Early June Peas
- Grade No. 4—Standard Peas.

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

Canadian Cannery, Limited

Hamilton, Canada.

Don't Knock—Boost !

This is a good rule for everything, but especially so with regard to your own business. The grocer who aims to give his customers the greatest satisfaction in quality is boosting his reputation and his profits.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables
is the **Booster of Quality.**

Quality first, last and always is our unalterable motto. If you have never yet tried the effect of OLD HOMESTEAD BRAND as a Business Booster, make a start now by writing our agents about a special proposition.

The Old Homestead Canning Co.
Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

JELL-O

FOR DESSERT

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

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

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

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

JELL-O ICE CREAM POWDER

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

The Genesee Pure Food Co.

LE ROY, N.Y.

KOPS' ALE and STOUT

Non-Alcoholic

Pure English brewed Ale and Stout made from finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.



Non-Alcoholic

A Special Analytical Commission reports:—Kops' Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

PERFECT TABLE BEERS, REFRESHING, STIMULATING
KOPS' BREWERIES, - London, S.W., England

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RAISINS THAT WIN TRADE

are the kind you should stock, because every new customer means so much more profit for you. For years the standard brands have been

F. W. Rowley
DENIA
Extra Fine Selected

The Brands
of Quality

S. Bodi
DENIA
Finest Selected

A trial order will convince you that we are the raisin people. Send for samples to-day.

Try Our **SHELLED ALMONDS** in 14 lb. or 28 lb. Boxes

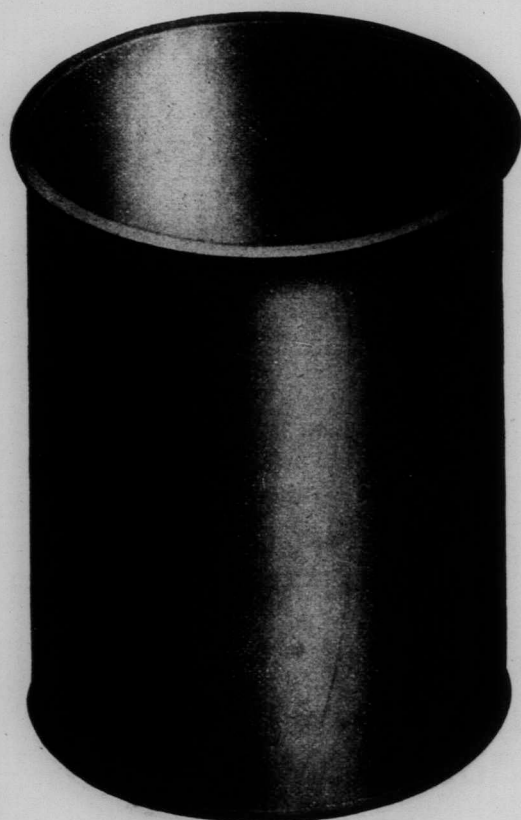
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London, England

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These are our Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

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

Max Amc Patents

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CA

Ever Increasing Business

Last week we sold at the Toronto branch alone 18,258 lbs. more

"SALADA"

than we did the same week of last year and this in face of taking the 25 cent tea off the market. It all goes to show how willing the consumer is to pay a fair price for a good article and how he hates a poor one. Every branch shows large increases.

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 29th — Sept. 14th

When you come to Toronto, drop in and see us—make our office your headquarters while here. Have your mail and parcels addressed and write your letters here. We will appreciate the opportunity of personally meeting our many friends, and will be glad to extend every courtesy. Our latch-string is on the outside.

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO



National Licorice Co.

Brooklyn, N.Y.

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Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve.)

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES (IN TINS)

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

GOLDEN SLING SYRUP (IN TINS)

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

"THE BEST THERE IS"

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Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

**GOOD ALL THE YEAR
ROUND**

HAVE YOU

BATGER'S

LIME JUICE CORDIAL

AND

LEMON SQUASH

ON YOUR SHELVES ?

AGENTS :

ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO.

STOCK THE BEST.

"KIT"

COFFEE

IS
**BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE**

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

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

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



Lea's Ceylon Relish

A cold meat condiment, made from Cucumber, mixed with Mexican Sweet Peppers and the finest of California Seeded Raisins, nothing but the highest grade of English Malt Vinegar used in its manufacture. Packed in 15c. and 25c. sizes, a good seller wherever introduced.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

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

We Invite You

to make our offices your downtown headquarters when visiting the city.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET

TORONTO

Marsala Wine

\$7.00 per case, up

This is a line in which there is a good profit for you. Most popular after dinner wine, being a splendid substitute for Sherry or Port.

Send in a trial order. Special price for quantity.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731



The Finish of An Article

frequently sells it—and believing this to be true, we are devoting special attention to the finish of our Brushes, while not neglecting the wearing qualities. If you want brushes that will sell on sight buy the **Keystone Brand**.
Manufactured by

Stevens - Hepner Company

LIMITED

PORT ELGIN, ONT.

Japan Teas

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

S. T. Nishimura & Co.

Montreal and Japan

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E.D.S. Brand is the Open Door To Success in Jam Selling!

There is no getting over the fact that one of the most insistent demands of the day is for **absolute purity** in food stuffs.

E. D. S. Brand Jams and Jellies



caters honestly and most successfully to that demand. We have government documents which indisputably prove it.

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

THE CANADIAN GROCER

Maconochie's Goods

A Full Line Now in Store.

Thomas Kinnear & Co.

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

People Who
are Asking for Pure Malt Vinegar

generally want English Vinegar, good vinegar.
Don't cause dissatisfaction amongst your
customers by offering any but the best.

PURNELL'S Vinegar Sauces Pickles

are of highest quality, made for apprecia-
tive people and all who want to be sure
of purity, flavor and delicate piquancy.
The best never fails to please. Order to-day
from our

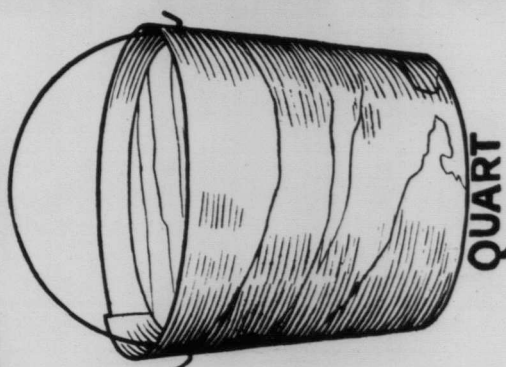
AGENTS:

**Purnell &
Panter, Ltd.**
Bristol,
England

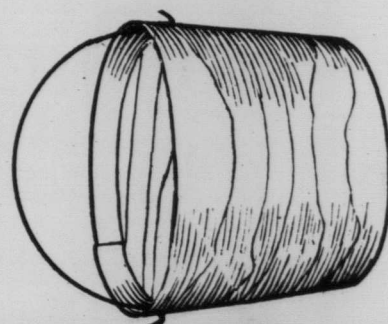
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Kyle & Hooper, - - - - - Toronto, Ont.
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Carman, Brokerage Co., - Winnipeg, Man.
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QUART



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Hamilton and Winnipeg

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

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

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

IMPORTANT

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

"TEA PLANT" PACKET TEAS

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

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

You know the old adage:

"It's the early bird that catches the worm."

Be ready for business when it's ready for you—a little ahead rather than behind.

Time now to place orders for

Lytle's "Sauer Kraut"

AND

Lytle's Mince Meat

None better are found—none that so helps you to build up best class of trade.

Write to-day for quotations.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada
PHONE PARK 376

DWIGHT'S



"To Sell the Best"

This motto is one that every grocer catering to trade he desires to retain should bear constantly in mind.

The housekeepers' good opinion is worth dollars and cents to him. Every housekeeper and cook prides herself on her baking.

"COW BRAND"

BAKING SODA

is a guarantee to her that she has the best, purest, strongest and most satisfactory baking soda made.

It is good policy to stock it.

Every jobber in Canada sells it.

Church & Dwight

MANUFACTURERS
MONTREAL

CARPET TACKS

will be required by housekeepers in the fall. Are you supplied? You will find

Our Bank Package

which retails at 5c, a splendid seller.



SECURE A TRIAL SHIPMENT

THE BAZIN MFG. CO.

94 Arago St
QUEBEC

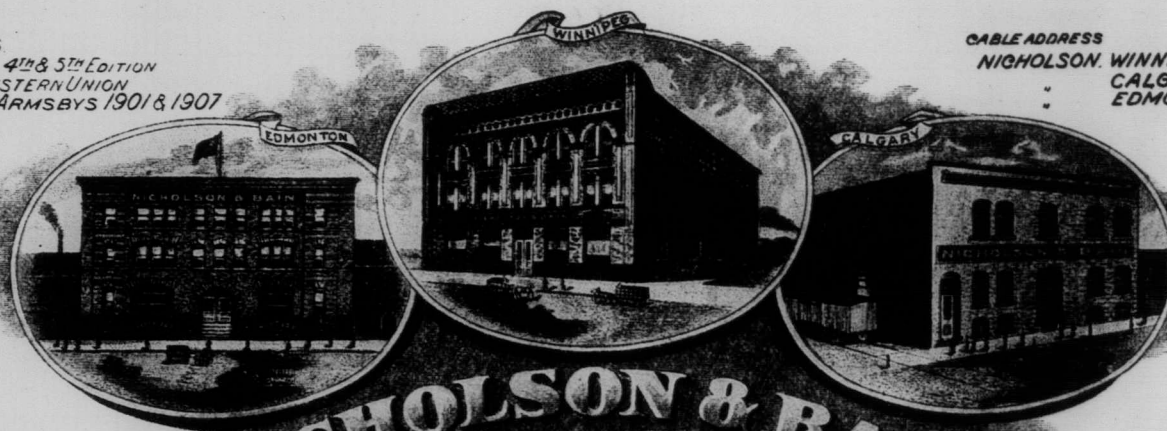
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES
ABC 4th & 5th Edition
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¼c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

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

NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

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

TO THE TRADE:

England consumes nearly
four times as much of

CEYLON TEA

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

“WHY?”

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

For the Same Reason

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

You Sell Pickling Spices?

Your profits will be larger, and your customers better satisfied if you sell our famous ¼-lb. transparent packages of MIXED PICKLING SPICES. They are standard, being of known excellence. Now is the time to push these goods.

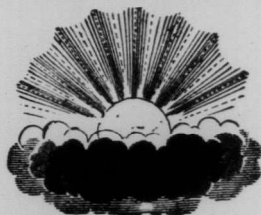
We want your order

S. H. EWING & SONS

MONTREAL
and TORONTO

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

Why

Brooke Bond's Packet Teas
are such Good Value.

You may have heard that we sell over 100 tons of tea every week in Great Britain.

We have the resources of that great trade to use for our Export Trade.

In our own Bonded Warehouses we blend and pack teas for all markets in tin, lead, foil, parchment-lined bags, or any other form of packing desired.

We pack under your own label and with any style of printing you may choose.

For samples apply to

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

IT PAYS BEST TO SELL

Shirriff's Jelly Powders

They produce that pure, sparkling, full-flavored
Jelly which delights the dainty housewife.

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



Tartan

BRAND

PIN YOUR FAITH TO LIST BELOW.

ALL TRADE WINNERS

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

Our travellers have full information.

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

FARMER BRAND

Canned Fruits and Vegetables are Absolutely Reliable in Quality

That's a strong statement, but you'll find it is true in every respect. We make sure of quality by raising our own garden stock on 3000 acres of the finest garden land on earth. And we make assurance doubly sure by using the most approved scientific method of processing. You ought to see our factory! It's really a model of sanitary perfection.

FARMERS' CANNING CO., Limited

BLOOMFIELD,

ONTARIO

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

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

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Now Booking

Quaker Salmon

To arrive early in October
Flats \$2.15. Talls \$2.00.

*Just as good as ever.
Quality never equalled*

TRADE MARK



SONS

ESTABLISHED 1834.

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

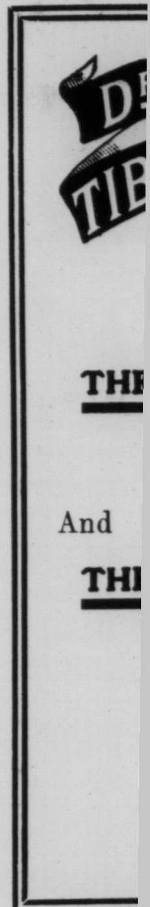
It's well made.

For Quality and Flavor it has no equal.

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

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL



THE WC
STAND



If interested
CANADIAN



**A leading British line
well-known and
largely advertised.**

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

**G. W. HODGSON
509 Lindsay Bldg.
Montreal**

Ontario Agents:

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

WRITE OUR AGENTS FOR PRICES. Etc.

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

Sample Cases Now Ready for Delivery

**THE WORLD'S
STANDARD**

WHITTEMORE'S POLISHES

**ONCE USED
ALWAYS USED**

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

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

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

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



"GILT EDGE"

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

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



**OIL
PASTE**

for
ALL kinds
of
Black
Shoes

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

Price per gross
Excellent for old rubbers.

"SUPERB" Patent Leather Paste



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

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

"BOSTON" Waterproof Polish

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

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

**"ELITE
Combination"**

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

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



**"DANDY" Russet
Combination**

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

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

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



If interested write for
CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

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

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



The Oldest, Best, Purest and Safest of all

Borden's Brands

Condensed Milk and Evaporated Cream

"Eagle Brand"
Condensed Milk

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



WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

Unsweetened



THE PEOPLE NEED H. P.

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

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

W. G. Patriok & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address	{	R. S. McIndoe, - - - Toronto.
		R. M. J. Beaudoin, - - - Montreal.
		J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square, - Montreal



CAPSTAN Brand
High-Grade Tomato Catsup

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

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

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

British Columbia Buyers

PLEASE NOTE THAT

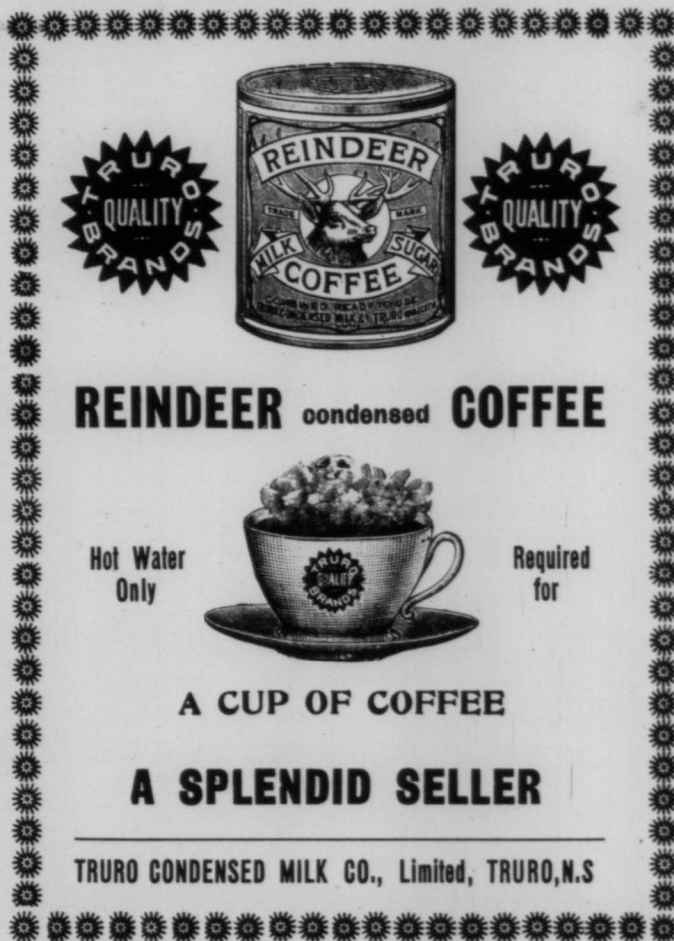
TODHUNTER, MITCHELL & CO.
TORONTO

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

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

SNAP



is
Canada's
Leading
Hand
Cleaner

Snap has any kind of soap beaten to a standstill when it comes to quickly removing dirt from the hands. All kinds of people need it; pretty nearly all your customers will buy Snap if you will show them what it does. Why not have your share of Snap profits?

ORDER A TRIAL CASE OF
SNAP FROM YOUR JOBBER.

Snap Company,

Limited

Montreal, . . . Quebec



"GLOBE" with Percolator.

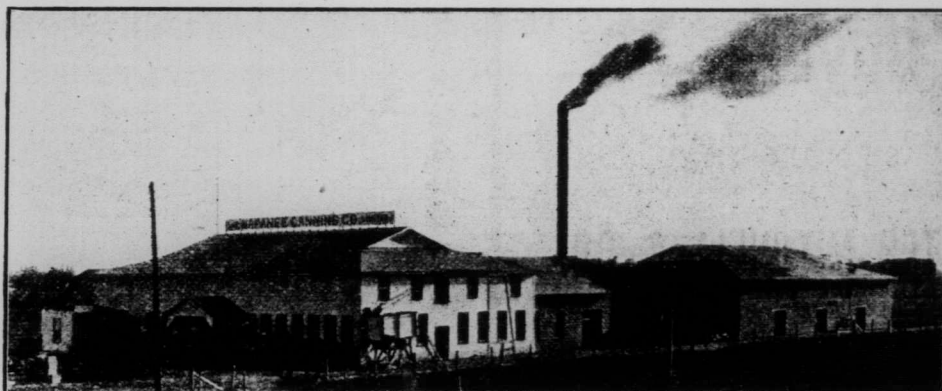
This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, . . . ONTARIO



“Canada’s Pride” CANNED GOODS

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

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

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

TO BE HAD OF

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

The Napanee Canning Co., Limited

Napanee,

Ontario



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

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
 JOBBERS

3/4-lb. tins—3 doz. in case



THE A 1 SAUCE

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

*Simply A 1.
 Pleases everyone.
 The Public WILL have it.
 Sold all over the world.*

For particulars and prices write our Agents

*H. Hubbard, 27 Common St., Montreal
 Hamilton Morton Co., 1 Wellington E., Toronto*

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

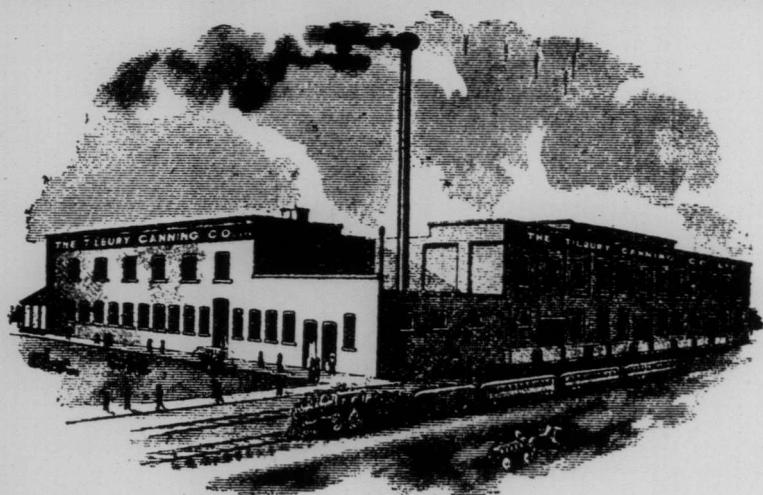
E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines.
 We are desirous of filling your order, because we can sell you at prices minus the freight,
 allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers



"Tilbury Brand" Canned Goods

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

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

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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



ONTARIO

WE ARE



La

CANADA

Per
mentio
The C



ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE TABLE VINEGAR


MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto
 Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
 W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS WRITE OUR AGENTS FOR PARTICULARS



X

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

CANADIAN OFFICE. VANCOUVER, B.C.

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

AN INFLAMED TENDON
 NEEDS COOLING.

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. \$2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

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

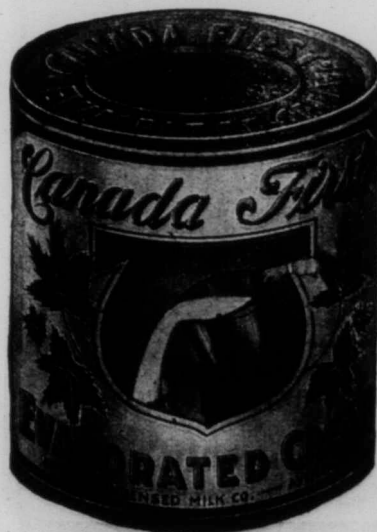
**Queen City Water
 White Oil**

GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

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



Superior Quality Canada First Brands

**Evaporated Cream
 and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.
 PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton

White Dove Cocoanut



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

Why not give your customers the best that money can buy,

White Dove Cocoanut ?

It costs no more than cheaper goods. It increases your sales of specialty goods and wins customers for you every time. It also yields you a larger profit than the ordinary line.

If your wholesaler cannot supply you write direct and I will see that your order is filled.

We have now installed a plant and are in a position to supply the market with **ALMOND PASTE.**

MANUFACTURED BY

W. P. DOWNEY,

24 and 26 St. Peter St.,

MONTREAL

VALENCIA RAISINS

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

“BEAVER” BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable

Packed by

Mahiques Domenech & Co.

Denia, Spain

Canadian Agents:

Rose & Laflamme, Limited

Montreal and Toronto

Car

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R
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Are you

ONTAR
HALIF

Canned Fruits from the Model Factory

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

THE "Pride of Niagara Falls" brand

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

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

Selling Agents—EBY-BLAIN CO., LIMITED

Our travellers will show
you samples of the above.

TORONTO

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of
pack, Uniformity and general-
ly bright packing.

Canadian Grocers

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

Are you getting your customers interested?
Your jobber can sell them.

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



REAP THE BENEFIT OF OUR ADVERTISING

By keeping a good stock of

MATHIEU'S NERVINE POWDERS

Display them on your counter and in your windows. They sell like wildfire—in fact they are always in demand. We advertise—you get the benefit. An order from you now will be appreciated.

You never know when a customer will ask for Mathieu's Syrup of Tar and Cod Liver Oil. Keep some in stock.

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

Proprietors

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

Housekeepers are growing more and more particular what brand of goods they buy, and grocers who want the better class of trade will find it distinctly worth their while to give

“Essex” Canned Goods

the preference. They represent the best of fruits and vegetables, in best of condition of ripeness and freshness, prepared in their several ways for quality. To buy them once means to buy them again. You run no risk at all in handling the best.

**The Essex Canning
and Preserving Co., Limited**
28 Wellington Street E., TORONTO, Can.

FACTORY AT ESSEX, ONT. The Most Southerly County in Canada.



Wagstaffe's

New Season's Strawberry Jams
and Sealed Fruits are now
ready, **order at once**, quality
cannot be beaten.

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton



Imperial Evaporated Cream

Since commencing operations we have been in receipt of an immense volume of orders, many repeats, showing the confidence of the trade in our brand.

This confidence is based on *Quality*. We will continue to merit it.

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

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



FRESH SAUSAGE

If there is one dish more than another that appeals to the palate at this time of year it is **FRESH SAUSAGE**—both large and small casings, made the INGERSOLL way with absolutely pure spices of the highest quality—in Canada's most sanitary packing-house.

The demand is on—order your supply early.

AGENTS:

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

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

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

MANUFACTURED BY

The INGERSOLL PACKING COMPANY, Limited

INGERSOLL

ONTARIO

CANADA

Whenever you want

SOAP

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

SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory: 1653 Notre Dame St. E.

Offices: 235 Coristine Building

SURE PROFITS

are what you want. No use risking your capital in buying unknown Shoe Polishes. We tell every Canadian shoe-wearer that all up-to-date grocers can supply him with

2 in 1



THE WORLD'S BEST

SHOE POLISH

The F. F. Dalley Co., Ltd.

Hamilton, Canada

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

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

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

W. H. ESCOTT,
Winnipeg

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

White Moss Cocoanut

Sells Everywhere



Standard For Years

MADE BY

The Canadian Cocoanut Co., = Montreal

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

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

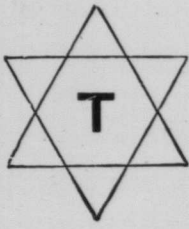
W. G. A. LAMBE & CO., Canadian Agents

This is

Adam, Geo. & C.
Adamson, J. T.
Allan, Robt., C.
Allison Coupon
American Tobac
Annapolis Vall
Anderson, Pow
Aylmer Conder

Baker, Walter,
Balfour, Smye
Balger & Co...
Bazin Mfg Co.
Beamsville Can
Bell Telephone
Benedict, F. L.
Bickle, J. W...
Bligh, Howard
Bloomfield Pac
Blue Ribbon T
Bode Gum Co
Borden Conden
Bourque, T. A.
Bovril, Ltd...
How-er, S. F. &
Brack & Kirkl
Bradstreet's...
Brand & Co...
Brayley & Co...
British Americ
Brooks-Bond &
Brophy, D. Mc

Campbell's, R.
Canada Maple
Canada Sugar
Canadian Coco
Canadian Can
Canadian Con
Canadian Shre
Capstan Manu
Carman Broke
Carran, Escot
Carter-Crumm
Cereals, Ltd...
Ceylon Tea A
Champions Vi
Christmas, W.
Church & Dwi
Clark, W...
Clawson & Co.
Connors Bros
Constant, H...
Cooper Cooper
Cota, Joseph
Cowan Co...
Cox, J. & d...



New Dried Fruits

We Are Offering Special Bargains in

- | | |
|----------|------------------|
| Apricots | Malaga Raisins |
| Currants | Valencia Raisins |
| Figs | Sultana Raisins |
| Peaches | Candied Peels |
| Prunes | Drained Peels |

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

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

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How to Prepare Grocery Advertising

Advice and Hints for the Retailer in Using Newspaper Space—What is Really Good Ad. Copy?—The Part "Position" Plays—Some Seasonable Examples From London—Department Conducted by W. F. Ralph.

During a recent address before the Trade Press Association, at Chicago, R. R. Shuman, assistant editor of the Novelty News, summed up the question of copy preparation as follows:

"Now, what is good copy?"
 "It is simply a sensible, succinct, striking selling talk, with emphasis on the right points and only enough detail to excite the desire to possess the thing advertised, or, at least, the inclination on the part of the reader to make further investigation."

Adequate Space Necessary.

"An adequate space is a necessary part of good copy. The best page advertisement ever written is not good copy when it

IT IS NOT ECONOMY TO USE CHEAP VINEGAR FOR YOUR PICKLES

We buy the best Vinegars made and guarantee them to keep your pickles firm and crisp. Delivered in clean stone jugs.

Our Special White Pickling, the strongest and finest flavored vinegar made75c gallon

English Malt75c gallon

White Wines and Ciders. We have two strengths of both and guarantee them the best made in Canada . . .40c and 50c gallon

Small Cucumbers, Silver Skin Onions, Cauliflowers and Peppers. Choice Tomatoes.

Leave us your orders for these. Spices—All our spices are new and fresh, and we guarantee them absolutely pure.

South London 'Phone 969.
 Dundas Street 1866 and 317.

T. A. ROWAT & CO.

crowded in 6-point type into a quarter-page. That ad. is like the fellow on the platform who talks well, but in a voice so weak that few can hear him; and on the other hand, a full page announcement that does not announce is not good copy, even though the size of the ad. forced a certain amount of attention. That ad. is like the big bellowing salesman who forces your attention by his stage presence and makes you hear him by force of pure lung power, but says nothing worth hearing when he does get your ear. The best salesmen are the ones who have a logically connected talk, clearly, briefly and convincingly presented, and the best ads. are the ones that do the same thing.

Hints on Type and Display.

"On the important matter of type and display, I wish to offer the following observations, which are my own purely, and which I do not present as being either universal or infallible. I do believe, however, that their application is sufficiently broad to make them well worth thought.

1. The successful ad., typographically, is the one that is easily and quickly read. The contrasts in heights and the predominance of curved outlines make it easier for the eye to grasp display lines in caps and lower case than in all caps, so the cap and lower case line is preferable to all caps.

2. At least one-third the space in each ad. should be white paper, as less than this does not afford the proper contrast or high light to make easy reading. In figuring this space, I count leading between the lines as part of the white space. In fact, I would lay it down as a general proposition that no part of any ad. should be solid, and that if copy compels it, 6-point lead is better than 8-point solid.

3. Black against white is more easily read than white against black; hence, reverse plates are not good advertising.

4. As contrast is the soul of display, the one man who has his ad. set in light space in a trade paper usually gets a bigger money's worth than the other ten on the page who want the blackest kind of display. Emphasis, mind you, is a matter of contrast, not of big type, and a 6-point paragraph set narrow measure and surrounded by a wide area of white space will be read where a page full of circus type may be overlooked.

5. For the same reason under the present preponderance of borders of all kinds, the borderless ad. has the advantage of display when sandwiched in among a bunch of black boxes.

The Place for the Name.

6. The advertiser's name should follow, not precede, the thing advertised, because people who read advertisements are looking for things to buy, and the thing a man has to sell should be given precedence over name and address.

7. One series of type should be used throughout an ad. rather than mixing the series, as jarring type faces destroy the continuity of attention of the reader. Successful advertising is "easy reading" worth reading.

8. Display lines should be few. The best ads. have only one, or at least two. When a woman writes a letter and underscores two-thirds of her words, she emphasizes nothing. It is not the loud voice of the orator that commands and holds attention, but the contrasts between oratorical and conversational, and the less frequently he makes the rafter ring, the more effective will be the climaxes when they do come.

9. One point made and clinched in an ad. is more valuable to the advertiser than forty points dropped in a non-con-

vincing monotone. This one point should be given emphasis in the type display, with the others held down in proportion to space limitations.

The Successful Advertisement.

"My next type is the successful ad-

The Secret of Good Pickles Is In the Vinegar You Use

Every housekeeper aims to have her pickles crisp and hard till the last are used, and her great disappointment is when they turn soft after remaining in the vinegar a few months. This is caused by the vinegar not being strong enough to neutralize the water in the vegetable, and have enough left to keep the pickle crisp and firm.

By selling our customers from year to year the purest and best vinegar we can buy, our trade has grown until to-day we can safely say that we have the largest vinegar trade in London. Our special white pickling vinegar we recommend because of its great strength and absolute purity. Costs you a little more than some other kinds, but easily worth it when such excellent results are assured. Delivered in clean stone jugs at 75c gallon. This vinegar should be used cold for pickling.

Our Imported English Malt is the best grade we can buy, and being properly aged has mellow, fine flavor. The price per gallon is 75c.

It is easy to add an X to the vinegar you sell. We do not handle X grade. Our grades are XX and XXX Cider and White Wines, 40c and 50c gallon. These are the best of their kind and are excellent vinegars when properly used.

In spices we guarantee everything we sell to be absolutely pure.

A very high grade of English Mustard is another of our specialties at pickling time. Leave us your orders for silver skin onions, gherkins in all sizes and choice cauliflowers. Your 'phone orders for anything in the pickling line will be carefully filled. Call 1866 or 317. T. A. Rowat & Co., 234 Dundas Street.

vertisement. It is set in just enough space, not necessarily a full page either, because there is such a thing as using too big a space just as it is entirely

possible to be too in presenting your of mouth. This a space proportion of the message sage consists of statement of in tells the reader what he wants it is wise to before actual n

It's All in

It is easy to by an advertiser its makeup, but top or bottom die, has really the matter that the experiment the well-filled newspaper, and the printed matter most pa ways that whi position—so-called little advertise all, to speak of, and possess of its own the else on the pag

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Seasonable a advertising. T fully recognize the London gro number of pi them, which a adverse criticism of these; amo "reader" vari like ordinary headline displa native talk given in this crease the use vinegars and housekeepers.

The half-col would make a to contain few a well-known that too much than strength of this ad. is therefore, ratl num of stret items, howev avoidable.

GALT C

September 8 in Galt by a Trades unions from Preston, There was a noon and ever park. One of was the imm Milling Com flour. A big prettily decor band compose was drawn by much attentio Business in good during t is moving out serving oper wives. Fruit The buyers ha before the end drop consider buy. The gr there will be probability se

possible to be too noisy or too emphatic in presenting your selling talk by word of mouth. This successful ad., then, has a space proportionate to the importance of the message it imparts, and the message consists of the simplest possible statement of informing facts and figures; tells the reader in logical sequence just what he wants to know, or as much as it is wise to let him know in advance, before actual negotiations are opened."

It's All in the Advertisement.

It is easy to understand how completely an advertisement may be killed by its makeup, but its position, whether at top or bottom of column, or in the middle, has really much less to do with the matter than you might suppose. Try the experiment of opening, at random, the well-filled advertising pages of any newspaper, and observe what portion of the printed matter attracts your attention most particularly. It is not always that which occupies a preferred position—so-called. Very likely it is a little advertisement, with no position at all, to speak of, but so cleverly prepared, and possessing so much individuality of its own that it overtops everything else on the page.

Some Seasonable Examples.

Seasonable advertising is the best of advertising. This fact is apparently fully recognized by T. A. Rowat & Co., the London grocers. We have received a number of pickling goods ads. from them, which are pretty nearly above adverse criticism. We reproduce several of these; among them, one ad. of the "reader" variety, that is, ads. which like ordinary news items, have only the headline displayed. The line of informative talk on the pickling question given in this ad., will undoubtedly increase the use of the better grades of vinegars and spices among London housekeepers.

The half-column display ad. reproduced would make a better impression were it to contain fewer displayed lines. It is a well-known axiom among advertisers that too much display rather weakens than strengthens an ad. The headline of this ad. is really a four-liner, and is, therefore, rather too long for the maximum of strength. The multiplicity of items, however, renders over-display unavoidable.

GALT CORRESPONDENCE.

September 8.—Labor Day was marked in Galt by a very successful celebration. Trades unions and bands were present from Preston, Guelph and Brantford. There was a big parade and an afternoon and evening performance at the park. One of the features of the parade was the immense float of the Goldie Milling Company, makers of "Star" flour. A big load of barrels had been prettily decorated and on the top was a band composed of youngsters. The float was drawn by four horses and attracted much attention.

Business in the grocery line has been good during the past fortnight. Sugar is moving out briskly owing to the preserving operations of Galt's housewives. Fruit is a drug on the market. The buyers have conceived the idea that before the end of the season prices will drop considerably and they will then buy. The grocers say, however, that there will be no drop, so that in all probability some of Galt's male popula-

**BOTH OF OUR STORES
MAKE A SPECIALTY OF
VINEGAR AND SPICES
AT THIS SEASON**

The importance of using pure, strong Vinegar and fresh Spices is well known to every particular housekeeper.

We buy the best Vinegars made, because they are the most satisfactory.

Delivered in clean stone jars. Phone orders are carefully filled as if personally given at our stores.

South London 'Phone 969.
Dundas Street, 1866 and 317.

Pure Cider Vinegars

Two strengths—40c and 50c gallon.

White Wines

Two strengths—40c and 50c gallon.

ENGLISH MALT 75c gallon

Our Special White Pickling

A sparkling distilled Vinegar of great strength and purity. Per gallon, 75c.

Whole Pickling Spices

A combination of the best Whole Spices—5c and 10c packages.

English Mustard

We sell an especially good grade of Mustard for your chow-chow and mustard pickles, 30c pound.

Preserve! Ginge:

The nicest thing to put with pears for chipped pears or marmalade; 30c pound.

Clapp's Favorite Pears

Handpicked, large fruit, 40c peck.

CHOICE FREESTONE PEACHES, 15c quart.

SELECT TOMATOES, CUCUMBERS—All sizes.

SILVER ONIONS and CAULIFLOWERS.

RED and GREEN PEPPERS, CELERY.

Leave us your orders for next week.

Old White Cheese

We make a specialty of good, old Canadian Cheese. Try a piece, 20c pound.

Our Coffee

If you enjoy a cup of really delicious Coffee, give our blend a trial. We have been told by hundreds of housekeepers that it's the best they ever used. No higher in price, 40c pound.

Our **ELECTRIC MILL GRINDS** it as you like it.

T. A. ROWAT & CO.

234 Dundas St. and Corner Craig and Wortley.

tion will be forced to do without the Winter's supply of peaches and such like.

The Galt market may now be numbered with the largest in Western Ontario. For some months past the market has been gradually increasing until it has now assumed immense proportions. And the best of it all is that all the produce is disposed of each market day.

Some time ago W. Jopson was appointed official collector for the Galt Retail Merchants' Association. Mr. Jopson devoted his whole time to collecting for merchants who were members of the association, and the plan has proved to be most successful. Many accounts which had been given up as hopeless, have been collected, and no friction has been caused between the creditors and debtors. The collector approaches those in arrears with a proposition that so much should be paid every week, and the sum mentioned is often as low as 25 cents. When the promise to pay a certain amount each week is obtained Mr. Jopson personally visits the party in arrears and invariably receives the weekly amount. The merchants are now coming to realize that had this course been adopted long ago there would be practically no creditors on their books. They recognize that their mistake was in selling goods on the instalment plan and then neglecting to insist on the payments when they became due. So successful has the collector's work been in Galt that Preston merchants have requested his services and hereafter a portion of his time will be spent in that town. Galt merchants are extremely well pleased with the success of their plan.

The picnic under the auspices of the Retail Merchants' Association was a financial success and the business men will undertake to have the picnic on a larger scale next year.

Will there be a drop in the price of canned goods this Fall? Local merchants say that there is no likelihood of a decline, but conditions point otherwise.

Musk and watermelons are a drug on the market, and they can be had for a song. Crawford peaches are arriving and are being disposed of at one dollar per basket.

TRADE NOTES.

Franklin, Laur. confectioner, Aylmer, Ont., has assigned.

Francis Conlin, grocer, Coleridge, Alta., has sold his business.

D. M. Stuart, general merchant, Neapolis, Alta., has sold out.

John Vance, confectioner, Toronto, is succeeded in business by Geo. Gain.

Daniel Ehman, general merchant, Regina, is succeeded by Ehman & Bergl.

Young & Co., grocers, Saskatoon, have sold their business to J. P. Friesen & Co.

Coleman, Strachan & Co., grocers, Trail, B.C., are succeeded by J. Joseph.

A. Gingras, general merchant, St. Hypolite, Sask., has sold his business to I. Plante.

B. W. Sheppard, confectioner, Minto, Man., has sold his business to F. T. Newberry.

News of the Canadian Grocery Trade

Western Province Notes

British Columbia Fruits Finding Good Market in Vancouver—Saskatoon Grocers Have Been Holidaying.

VANCOUVER.

Sept. 5.—The largest single consignment of peaches to come into Vancouver was brought by the Princess Royal last week from Seattle. It consisted of 1,043 boxes and along with these were 150 boxes of apples and 120 boxes of grapes. Each box contains 20 pounds of fruit, and a cent a pound duty is paid.

For the first time since the Cowichan creamery was started it is running behind this year on its output. This is the more remarkable since the price of butter has always been good, and is now up another five cents and the creamery has such a good reputation that is unable to meet the demand. For the nine months ending July 31 the output was 135,268 pounds, as against 139,179 for the same period of last year.

John E. Mackin, of Kamloops, has organized the Western Cigar Manufacturing Company, which will take over and enlarge the business recently started by Mr. Mackin. Twenty men are employed.

J. T. Armstrong, who has been manager of Schubert's store, at Penticton, has gone to Ottawa on a holiday trip.

Because of a rapidly expanding business, G. W. Shideler, manager of the Fruitvale Broom Factory, at Fruitvale, near Nelson, B.C., is putting up an addition 36x16 feet and two stories high. When the building is finished there will be three machines working, and thirty dozen brooms will be turned out daily. A traveler will then be placed on the road, the Nelson merchants handling the output at present. The broom straw is brought from Illinois, but arrangements are being made to secure a supply from Oklahoma. Mr. Shideler has imported seed and is making a test of growing the straw at Fruitvale. The young crop is now over a foot high. If this experiment is successful, it will mean much for the district. A carload of straw costs about \$1,000.

Mayell & Co., of Toronto, have now a local representative in Vancouver to place their coffees, spices, baking powders, etc., before the trade.

A new brand of macaroni on the market is that manufactured by Ferrand, Renaud & Company, of Lyons and Paris France. It is handled by Kelly, Douglas & Company, and if they have had it, it is only now coming well before the

public. It sells at the same price as that manufactured locally.

The prices of butter and eggs have started on their annual climb for the winter altitudes. Local eggs are at 38c and 40c, with eastern No. 1 selected at 28c and eastern No. 2, from 23c to 25c. New Alberta butter is same as the local at 30c, giving a retail figure of 35c.

Joseph Crankshaw, proprietor of the famous salt beds on Carmen Island,

WHAT THEY THINK OF IT.

The following letters which came in entirely unsolicited, are samples of the kind words our subscribers are continually saying about the paper. It seems to be well worth the price to these business men:

"The Canadian Grocer is one of the best trade papers in existence to-day," said a Galt groceryman, when discussing affairs with your correspondent. "We watch for it each week and find it a sure authority on conditions in all parts of the Province."—Galt Correspondent.

"I want to congratulate you on your article, 'Men Who Sell Things.' This is the kind of matter to please both the wholesale and retail trade. I have our branch store managers reading this article closely, as well as recommending it to my traveler friends. Many of the latter are reading it closely."—Bradley & Son, St. Catharines.

I certainly like your paper, The Canadian Grocer, and think every general merchant should be a subscriber to it for many reasons.—C. A. Elsley, Campbellville, Ont.

off the coast of Mexico, is up north on a visit. Much of this product is brought to British Columbia by the new Mexican line boats, and Mr. Crankshaw is combining business with pleasure. He says that Carmen Island presents a phenomenon not yet satisfactorily explained by scientists. The salt is found in a large lagoon, about 1,000 acres in extent, cut off by a coral reef. It is many feet deep, and at low tide the

work of digging is carried on. The strange thing is that at full tide the supply is daily replenished, making the deposit inexhaustible. It is found 99 per cent. pure, and all that has to be done is to wash it and dry it.

A Business Protective Association has been formed in this city to act as arbitrators in cases of business disputes and also to handle collections.

The American fruit market is not in such a good condition this year with the result that more fruit is coming from the South. Notwithstanding this, the British Columbia product is finding a ready market, and the demand is by no means greater than the supply. This, too, with the Okanagan producing about half as much again as last year. The markets in the middle west are enlarging all the time, as well as those in Great Britain and Australia and New Zealand. From Victoria large shipments are being made of apples and plums, and the report is that the fruit is ranking better than that of previous years. Prunes and crab apples are also beginning to arrive.

BRANDON.

September 5.—In the West those who can afford holidays usually have them in the retrospective at this date. A number of Brandon grocery celebrities went East this year. After a number of successful years in business here, Mr. J. F. Price visited his friends in St. Catharines, Ont., and he has returned feeling as fresh as a schoolboy. Our old friend, Frank Scott, has been down at the Petrolea old boys reunion, and although not eligible for the fat man's race, he has come back with quite an Olympian spring in his step. And so on, they are all gathering home and settling down for a strenuous fall and winter. There are still a few who say they cannot afford this annual holiday. It is not what money they spend, but what they get for it they ought to look at.

Writing of windows, how is it that so many of our grocers during the month of August have their show windows so unrepresentable? Walking along Rosser Avenue and up the other business streets after a short holiday, your correspondent saw at least a half-dozen of stores having their windows dressed (?) with a crate or two of peaches and plums, a broken box of apples, a case of oranges and a few other straggling samples of fruit, such as one sees in the Italian quarter of an Eastern city. Usually the Italian has the advantage. What good does it do a high-class grocer to throw stuff away this way into his front window just to be in line with five or six

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others? Fruit must be sold, but that kind of display does not sell it. My opinion is that a single large glass dish with an assortment of seasonable fruit neatly arranged with a background of the dozens of articles suitable at that season for picnic parties and the home dinner table would bring in better business, a larger profit, and would sell more fruit.

Our markets here are much as usual at this season. Eggs and butter are scarcer and dearer, and if one can at anytime safely assume the role of prophet it would be pretty safe to predict 50c per dozen for eggs in February. Potatoes are plentiful, and after a light rainfall, through the summer, are of a better quality than last year.

has, naturally, been much activity in a commercial way, but probably no other branch of trade has been so well represented in this development as the grocery. And it is very curious that so many stores should locate upon Fairmount Avenue.

Veteran and beginner alike are situated here. One of the oldest grocers in this part of the country is the proprietor of Swift's grocery and provision store, corner Fairmount and Waverley. For thirty-three years J. Herbert Swift has been at the wheel, the last five having been spent in his present location. He was on De Montigny Street, Montreal, for thirteen years. As might be expected, Mr. Swift has seen many changes, and he is likely, as he says himself, to "see many more," before he steps out.

A bright, clean store is that of T. J. Stevenson, known by the firm name of Kyle & Stevenson. Just a few months ago Mr. Stevenson suffered the loss of his partner, the popular "Billy" Kyle, who was drowned. It was a severe blow to the young firm, which had been established but a short time, but "T. J." was equal to the emergency. Many up-to-date ideas are in use in the running of the store, which is large and airy. There are two entrances, and one of the departments carefully looked after is the provision counter. A good idea noticed was a shelf all around the walls just below the ceiling, on which displays of cereals were made.

Another young grocer who is doing well is H. G. Smith. Only two years in business, he has two stores. One he looks after himself, at the corner of Fairmount and St. Urbain Streets, while a bright young grocer, R. Ferguson, attends to the other, corner Esplanade and Villeneuve. The second store was opened in April of this year. Mr. Smith was connected with Davies, Limited, Toronto, before he broke into the grocery business.

With a lively looking store in St. Louis and a general store in Grand Freniere, Que., D. Hamilton is kept clear of idleness. He has been located in St. Louis for four years, and says things are going well with him. He felt that a store in the city offered greater opportunities for development and forsook the active management of the country business to establish himself near the metropolis.

Quite a large trade is transacted by the Fairmount Market, corner Clark and Fairmount, of which T. A. Brunet is the owner, while Jos. A. Sansregret is another progressive retailer.

It is generally admitted by the grocers in this suburb that the people are good pay, the very poor class not being represented to any extent in the population.

HALIFAX.

Sept. 7.—The export business from the port of Halifax is now very brisk and the season is expected to be an unusually busy one. The first shipment of apples is going forward this week. The Furness liner, Rappahannock, is

Quebec and Maritime Provinces

Some Bright Stores at St. Louis de Mile End—Large Shipments of Nova Scotia Apples to London.

MONTREAL.

September 8.—The monthly meeting of the Montreal Retail Grocers' Association, which should have been held Thursday evening, September 3, was postponed until the first Thursday in October. At this meeting the nomination of officers for the Association for the ensuing year will take place, and the remaining business concerning the picnic will be disposed of.

John Graham, corner of Drummond and St. Catherine Streets, has returned from a holiday spent at Bic, Que.

peg. Mr. Brand has just completed an extensive tour of the Canadian West, and is delighted with the prospects of the country.

A. Gravel, of Gravel Freres, corner of St. Catherine Street and McGill College Avenue, has returned from a holiday spent at Val Morin.

The warehouse of Meldrum Brothers, produce merchants, 587-591 St. Paul Street, was the scene of a slight fire on Tuesday night.

Walter C. Gaden, who for several years was the representative of Red Rose Tea in Montreal, recently won a silver service cabinet in competition among the forty agents scattered throughout the world of the Sun Life Assurance Company of Canada, with which Mr. Gaden is now associated. Walter was always a hustler, and it is only to be expected he would win the prize in such a contest.

Champeau & Brisebois, grocers, have been registered.

The assets of A. Charron have been advertised for sale.

Desautels & Charest, grocers, have dissolved.

Jos. Lamoureux, grocer, has been registered.

The assets of E. D. Malo, grocer, have been sold.

The assets of Barry Bros., grocers, have been sold.

The assets of Jos. Langlois, grocer, have been sold.

J. Talansky & Co., grocers, have been registered.

The assets of Elphege Ouimet, grocers, have been sold.

ST. LOUIS DE MILE END.

September 8.—There is one thoroughfare in Montreal, or St. Louis de Mile End, to be exact, which boasts of more grocery stores to the square yard than any other similar length of macadam in Quebec Province, at least. It is Fairmount Avenue, to which reference is made. There are grocers here by the dozen, and they seem to thrive, for all the stores are up-to-date and prosperous looking, and the proprietors say that they do a good business. St. Louis de Mile End is a suburb of Montreal, has been for years, but it is only within the past five years that it has been building up in a manner to attract notice. With the influx of people to the place there



WALTER C. GODEN.

Late of The Red Rose Tea Co., who is Making Good in Insurance.

A. G. Brand, of Brand Bros. & Co., Glasgow, was in Montreal recently on his way to Quebec, where he will embark on the Empress of Britain for home. Mr. Brand enjoys the distinction of being the head of the first British house to buy Canadian wheat. The first shipment of Manitoba wheat went forward consigned to this house thirty-three years ago. The original shipping bill is kept in the Board of Trade at Winni-

now loading fifteen thousand barrels for the London market. The steamer Sokoto will load five thousand barrels of potatoes besides a large quantity of flour, etc., for Havana. The Furness liner, London City, sailing for Liverpool this week, took five hundred cases of lobsters and seven hundred boxes of cheese.

The Pickford and Black liner, Sobol, which arrived from the West Indies yesterday, is now discharging six thousand bags of sugar.

Trade, generally speaking, is in a very satisfactory condition, and the outlook for a good autumn business is most promising. Good crops all round are bound to add a stimulus to trade and put money into circulation. The high prices, however, to a large extent, restrict business in a very large measure. Butter is considered to be far too high in price for the season of the year. The season has been an exceptionally good one for pasturing and as the natural result the dairy industry should have benefited. Some of the dealers are now asking 27 cents, retail for choice tubs of dairy butter, and 30 cents for creamery. The receipts of butter this week have been very light, but this is accounted for in a measure by the fact that many of the farmers were busy preparing for the Nova Scotia Exhibition now on in this city. Eggs are not coming in as plentifully as they should be, and a large amount of the stock marketed can only be classed as seconds. They are quoted at 23 cents. The demand is light at present, due probably to the consumption of small fruits.

The announcement made public here this week that the Government will pay one-third of the express charges on shipments of fresh fish from points in the Maritime Provinces to Quebec and Ontario, was well received. Halifax and other large fish centres in Nova Scotia will benefit greatly under this new arrangement. Most of the shipments of fish are sent from Nova Scotia to the American market, the shipments from the other provinces being comparatively small. Canso, Halifax, Digby and Yarmouth will all reap considerable benefit. It is supposed that the new arrangement will cover oysters, and if this is so, the Island dealers will benefit, as thousands of barrels of oysters are sent every season from the Garden of the Gulf to the Montreal market. The people of Toronto and the inland towns will now be able to get fresh fish.

Five vessels of the Lunenburg Banking fleet arrived here during the week and reported having catches aggregating five thousand quintals of cod fish.

Harvesting commenced last week in Prince Edward Island. Considerable oats have been cut and many fields are ripening so that cutting will be general in a short time if fine weather continues. The straw in some places is reported short but in others a fair crop is expected. The potatoes look well and the earlier varieties show a good yield of excellent quality.

The estate of W. E. Crowe, grocer, whose death occurred last week, has been appraised at \$14,000.

George Mitchell, a former member of the Nova Scotia Legislature, and one of the most successful West India merchants in Halifax, died at his home in this city during the week, aged 63 years. For years he was a member of G. P. Mitchell & Sons, and about six years ago, when that firm was formed into a limited company, he was made president. The firm does a large business with the West Indies both in importing and exporting, vessels flying their own flag trading between Halifax and the Southern Islands. Mr. Mitchell was a man of fine qualities and his death is a distinct loss to the city in which he was born.

ST. JOHN.

September 7.—The recent drop in sugar is likely to be short lived, as dealers here expect the price to change at any time. Quotations on molasses show an advance of one cent as predicted last week.

The only other change in the price of staples is an advance of a quarter cent on lard.

In the produce market, potatoes, carrots, beets and turnips are coming in plentifully, and are now quoted at the following prices per barrel: Potatoes, \$1.25; beets, \$1.10 to \$1.25; carrots, \$1 to \$1.25; turnips, 75c to \$1.

Eggs are selling retail at 25c to 30c a dozen, and butter ranges from 25c to 32c a pound.

The wholesale tea warehouse of T. H. Estabrooks, on Mill Street, was broken into on Saturday, September 5, and \$530 in cash stolen from the cash-box. Entrance was obtained through a window in the office. The police are working on the case and they report they have a clue which may lead to further developments.

Tons of small sardine herring have been washed up on the shores of Courtney Bay on the eastern side of the city by the high tides during the past few days. As the fish were left high on the shore, city workmen are being employed to bury them or dump them in deep water, as the odor has been anything but pleasant as decomposition set in.

W. Frank Hatheway, M.P.P., lacked only one vote of being selected as the candidate of the Liberal-Conservative party to represent St. John City and County in the Federal Parliament.

H. B. Schofield, of Schofield Bros., paper dealers, is spoken of as a probable candidate for the Liberal nomination in this constituency.

NEWCASTLE, N.B.

Sept. 7.—Miss Ellen Catherine, daughter of ex-Mayor Patrick Hennessy, one of the leading grocers of this part of New Brunswick, was married on the 2nd of September to Alderman Charles J. Morrissy, son of Hon. John Morrissy, Chief Commissioner of Public

Works. Mr. and Mrs. Morrissy are spending their honeymoon in Montreal, Toronto and New York.

Two new grocery stores are being built in Millerton, the rapidly growing town, seven or eight miles from Newcastle.

Proposed changes in the Fredericton branch of the I.C.R. will make, it is believed, the main line run to Newcastle instead of, as now, to Chatham. The faster service will enable the people of Borestown, Doaktown and Blackville, who now buy largely in Fredericton to do their business here and at Chatham.

Hard times has found several of the local merchants but grocers are doing a good business still. J. D. Paulin, our newest grocer, has lately doubled his store-room and greatly enlarged his stock.

Miss Bessie McIntosh, of Harcourt, has removed her grocery, recently established, to the MacLeod stand, beside the I.C.R. station, one of the largest stores in Harcourt.

Andrew Dunn, the veteran grocer of Kent County, now 83 years of age, is in failing health. His business at Harcourt is now managed by his daughter, Miss Jessie P. Dunn.

Clarence Wry, grocer and butcher, has removed from Harcourt to Salmon River, Kent County.

Randolph & Sons, wholesale provision merchants, whose headquarters are in Fredericton, are building a new brick warehouse in Chatham, N.B., to accommodate increased business.

Campbellton badly needs a public market. The unsuccessful sellers of country produce now, after the merchants are supplied, peddle their goods from house to house, destroying the merchants' market. Peddlars require no license.

TRADE NOTES.

A curator has been appointed for D. Pelletier, Cedar Hall, Que.

D. Legault & Co., general merchants, St. Paul, Que., have been registered.

J. A. Bradley, grocer, Vancouver, has sold his business to Anderson & Ross.

The assets of J. Chabelle, grocer, Chicoutimi, are to be sold on September 11.

The assets of F. Tremblay, general merchant, Les Eboulements, Que., have been sold.

SITUATIONS WANTED.

WANTED—Position as traveller in Ontario by experienced grocery and specialty salesman. Married man, steady, sober and best of references. Address Box 216, CANADIAN GROCER, Toronto. [39]

SALESMEN WANTED.

SALESMAN—By a large American manufacturing company, to travel in Eastern Canada, doing detail work among the grocery and drug trade for a well-known line of Food Products, extensively sold in Canada. Permanent position, excellent prospects. Applicants requested to forward full particulars—age, experience, salary earning, copies of references, etc., in strict confidence. Apply "THE GROCER," box 217, Toronto.

Interesting Ontario Items

Broom Corn to be Grown in Essex—Presentation to Hamilton President—Brief Sugar Famine in London.

CHATHAM.

September 8.—That the Canadian Packing Company, recently burned out at London, are likely to locate here, is the chief item of news this week. Though at the moment of writing nothing definite has been decided, both Manager Rechnitzer, of the company, and Chairman Westman, of the Civic Industrial Committee, unite in stating that Chatham's prospects look good; though St. Thomas, Palmerston and other places are also understood to be after the industry. Among the inducements Chatham has to offer are understood to be a free site, a fixed assessment for a period of years, power from natural gas at \$8 per horse-power, guaranteed, and ample fire protection. Still more important is the fact that Chatham is right in the centre of a great hog raising district. Hitherto the company is stated to have been handicapped by the fact that, located in London, it had to procure its supply of hogs from a considerable distance, the large proportion of them being shipped from Chatham. With the establishment of the factory here, there will be a great saving in freight. While Ald. Westman states that the point has not come up, there is no doubt that local financial men would not hesitate to take stock in the concern should that be desired. There being no competitive plant within a wide radius, this vicinity also offers an excellent market for the manufactured products. For years past a concern of this nature has been earnestly desired for Chatham, and the London company, in locating here, will not only secure the material advantages previously mentioned, but will head off competition that, in a few years, would otherwise be inevitable.

John McCorvie, head of John McCorvie & Son, returned last Wednesday night from a two months' trip to the Old Country. Mr. and Mrs. McCorvie and party took in the Franco-British Exhibition at London, visited Paris, Liverpool, Edinburgh, Glasgow, Belfast and the picturesque north coast of Ireland, as well as many other points of interest in the United Kingdom. Mr. McCorvie speaks in high terms of the Canadian exhibit at the Franco-British Exhibition. Incidentally, being a true Scot, he visited the field of Bannockburn, and Ayrshire, redolent with memories of Bobbie Burns, and brought home a big bunch of purple heather from the hills at Campbellton, near where his father and mother were born.

That undue enterprise has its boomerang qualities is emphasized by a complaint recently voiced in the local papers, against boys who, when delivering dodgers from house to house, secure prompt attention by ringing the door bell. Many housewives have complained against the practice, which, undoubtedly,

ly, in quite a few cases, defeats its own object. The complaint is one for merchants to at least consider.

HAMILTON.

September 8.—Talking about the Garden of Canada; if some of your readers could have seen Hamilton market last Saturday their thoughts would have certainly turned towards that oft-described spot, the Garden of Eden. There were loads and loads of luscious peaches, plums, pears, melons, grapes and vegetables of all kinds, grown in the highest state of cultivation. Just think of lorry loads of beautiful Crawford peaches, with an average quantity of 200 baskets to a lorry, and selling readily at a dollar a basket. Why, it kept the farmers busy counting their money; and the thousands of baskets of



JOHN FORTH.

President Hamilton Grocers' Association, to whom a Presentation was made Last Week.

plums, selling at 15 and 20 cents a basket; and here's where the people who couldn't buy peaches got busy. Tomatoes, 2 baskets for 25c. Canteloupes, 25c a basket, with from 15 to 30 in a box; grapes, 20c; pears, 20c; potatoes, 25c; and vegetables of all kinds in the highest state of perfection. The workmen of Hamilton are on easy street as far as the price of fruit and vegetables is concerned. One thing that militates against the retail grocer in this bountiful supply is the peddling system. When the farmer finds sales a little slow he gets his horse out and starts canvassing the city, and in his dealings he is worse than the ordinary peddler, who knows what his goods cost him, and usually wants a profit. In the farmer's case he is always open for an offer and very often makes the good housewife think that the corner groceryman is holding her up in the price of

vegetables. At the last meeting of the Retail Grocers' Association this question was fully discussed, and it was decided to take some action in the matter. It was found that the city council had recently passed a by-law prohibiting the sale of foreign fruits on the streets and it was up to the police to look after them. A committee was appointed to investigate, and the opinion is, from the make-up of the committee, that there will be "doings" in the near future.

The Association is in mourning for one of the "old guard," a pioneer member, who was always to be relied on, be times good or bad in the history of the Association: always ready with a cheery smile and a kindly word, and his hand in his pocket ready to help the Association in anything that would tend to benefit and uplift the trade. Truly, the passing of our old President, John Rowan, cast a shadow over the last meeting of the grocers. His sudden death came as a great shock to his friends here. After twenty-five years in the trade he had endeared himself to thousands of Hamilton people. He had recently been appointed bursar of the asylum at Woodstock, and while his friends regretted his removal from this city they were pleased at the recognition given to him for worthy service, by the Ontario Government. The grocers of the city extend their sincere sympathy to the family in their hour of bereavement. The funeral, which took place on Saturday morning, was very largely attended.

That exceedingly affable but bashful young man, John Forth, the President of the association, was made the recipient of a very handsome present at the last meeting. As chairman of the Picnic Committee he distinguished himself as never chairman did before and in recognition of his ability and the arduous duties he performed the members decided to mark the 1908 picnic with a dot of approval by presenting the chairman with a handsome Morris chair of old oak design, which Mr. Forth duly appropriated after making a very touching speech in which he referred to the kind assistance of his colleagues.

LONDON.

September 8.—Business continues fair both wholesale and retail, and dealers, as a rule, have little to complain of.

A report that the Lake of the Woods Milling Company is negotiating for the purchase of a mill for the purpose of grinding a blended flour in this city, is denied by the local manager, J. C. Middleton. The company is simply erecting a warehouse near the C.P.R. for the purpose of storing a few carloads of flour for distribution throughout Western Ontario, and the idea of securing a mill here has never been taken into consideration.

As a result of the delay of a train on the Grand Trunk on Saturday morning, some local grocers were for a while without a supply of sugar, and many housekeepers were in a quandary to know what to do with fruit they had bought in the market. With one exception, the wholesalers were without sugar, and a canning company feared trouble with a large consignment of fruits which were too ripe to keep over. The train was delayed for about twelve hours.

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STUDY THE CUSTOMER.

A good deal of advice is given to grocers about being attentive to customers, and in most cases this is quite applicable, but occasionally a case occurs where the grocer loses sales and even customers by being too attentive. The writer's attention was called to this the other day. He was talking of trade matters to a grocer, a good grocer, too, when a lady of prepossessing appearance came into the store. Immediately the grocer was all attention, put on a smile of welcome and started in to talk. The customer was one of those quiet, business-like women, who knew what she wanted and how she wanted it. It was quite evident that she detested any fuss, and yet that grocer in his eagerness kept on suggesting this and that, and telling the good qualities of each in a way that was absolutely amusing. In the end the lady left the shop apparently annoyed, with a small sale that left the grocer disappointed.

To an onlooker the mistake was obvious, and yet that grocer couldn't see what was the matter. He had simply used the same methods and selling talk with this customer as he did with other less reserved women, with whom it worked admirably.

The lesson in the mistake is, the salesman must study his customer as well as his goods. There is such a thing as giving too much as well as too little

attention, and if anything, this tendency to, well, slop over, is the more serious.

THANKSGIVING ON MONDAY.

The announcement of Monday, October 19 as Thanksgiving Day, which came from Ottawa last week, will be received with particular satisfaction by Canadian travelers, and by the retail trade generally. The date chosen is an advantageous one for several reasons. First of all, it will give the traveler another day at home instead of forcing him, as occurred in most cases with the old fixture, to spend the holiday in idleness somewhere on the road. In the second place it will avoid breaking up the week for the retailer, and while it will tend to make the preceding Saturday a particularly heavy one, it will be much better than it used to be on Thursday. The new date, too, is rather earlier than usual, and this will avoid interference with the elections and the rush usually incident on the closing of navigation.

ABOUT SORTING BUSINESS.

The best sorting business in years is ahead of Canadian wholesalers. This is admitted by those who are in touch even in a remote degree with the conditions which prevail.

The reason, obviously, is that retailers have bought lightly for Fall; placing orders have been unprecedentedly small, merchants apparently preferring to depend pretty largely on their ability to obtain goods in the Fall, when they actually need them.

To facilitate business under these new conditions wholesalers will have to carry heavier stocks for sorting than they have ever been obliged to do before. They, too, however, have bought light, and pretty much in proportion to the volume of placing orders.

The retailer, therefore, who anticipates his wants early and uses the wholesalers' stocks to supply his needs early in the season, stands the best chance.

Business will be better. It's up to the retail merchant to place himself in a position to profit most largely by this improvement.

KEEP ABREAST OF THE TIMES.

A man may not realize the stern necessity of keeping up with what is being done in the trade elsewhere—may even neglect to utilize business possibilities—and yet be personally a likeable good fellow. It doesn't help you. By cultivating the science of salesmanship to the highest possible point, by adopting methods that have proved successful elsewhere, by creating business,

by grasping opportunities, by encouraging and supplying demand for special goods, and by other numerous approved methods, you set up a standard of competition which is in itself honorable and praiseworthy, which will make you successful, but which will in no sense be describable as a "curse to the trade."

You are in business for business—your own business—neither for amusement nor for spite!

A FORCE IN THE BUSINESS WORLD

The trade paper is the medium that introduces the new things to the retailer who serves the interests of the consumer, and in this way is the greatest commercial force known. An order from one retailer is worth many orders from individual consumers. The dealer buys in quantities and sells single pieces, thus advertising through a trade paper; while it does not produce numerically as many returns as general advertising, each individual order represents a quantity and steady buying, whereas the average consumer ordering goods through a magazine advertisement orders once and never again. Every retailer represents on an average 300 consumers, so it will be easily seen that business secured through a trade paper is the most profitable, most extensive and most to be desired of any.

The trade paper is the best booster that the salesman of to-day possesses. No matter whether a man is on the street, or on the road, or behind the counter, the trade paper is working for him night and day. It is inspirational and is a medium of expression for his views and for the interchange of ideas. It helps the road man because it introduces his goods to the prospective buyer before the salesman gets to him. In this way it lessens his task and prepares the way. It keeps the retailer posted and abreast of the times so that the salesman has less trouble in finding a middle ground on which to meet him. It boosts the men who do things and helps them both with their employers and their customers.

It is the great force that puts the new ideas, the new things, the new thoughts before the retailer, jobber or manufacturer in condensed and crystallized form and which has built up this great fraternity of men engaged in manufacturing, jobbing, selling or retailing. It is the cement that holds the business structure together, and every man in business should be a booster for trade papers in his line. A salesman cannot go into a retailer's place of business anywhere without finding some trade paper, and everybody should take advantage of this and use it for all it is worth. The trade paper of to-day is the greatest force in the entire commercial world.

QUEBEC

Montreal
POINTERS—

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Vegetables—
Molasses—
Cheese—Fi
Butter—De

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Phoenix
Bright coffee
No. 3 yellow
No. 2 "
No. 1 "
No. 1 "

Markets and Market Notes

QUEBEC MARKETS

Montreal, September 11, 1908.

POINTERS—

- Fish—Declined.
- Vegetables—Advanced.
- Molasses—Advanced.
- Cheese—Firmer.
- Butter—Declined slightly.

Encouraging crop reports from the West have resulted in a better feeling making itself evident in the trade of the country generally. A great many houses with headquarters in Montreal depend more upon Western Canada for their business than any other section of the country, and the feeling in the crop-growing districts affects them and their turnover materially. Canned goods continue to move out satisfactorily, and deliveries are still being made by the packers. Late lines will shortly be in the store of the jobber. Sugar inquiry has proved disappointing of late, but refiners look for improvement, believing the lowest point has been reached in prices. An advance in black teas is prophesied for October. Japans do not present any new features this week. Molasses continues scarce, and the advance predicted in this paper last week has occurred. New crop Valencia raisins are expected to arrive about October 10. A shortage in figs is predicted. Coffees are firm. Good demand for spices is reported. More inquiry for flour is encouraging millers, who state feed also is selling more freely. New honey is arriving in good quantity. Rice and tapioca are unchanged. Green fruits are selling well. Prices have not changed. Vegetables are quite active. Changes are noticeable in fish quotations.

SUGAR—The sugar market is not as brisk as it should be at this season of the year, and the decline of 10c has not given it much of an impetus. Prices are the same as last week. From some sources of an authoritative nature it is stated that the market is as low as it will be likely to go as the new crop beets are being quoted near the cost of production, and there will be opposition to further decline. Nearly all growing crops are making good progress, but these will not be a factor for some time yet.

Granulated, bbls	4 70
" " 4-bbls	4 85
" " bags	4 65
Paris lump, boxes, 100 lbs	5 50
" " 50 lbs	5 60
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" " 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES—Stocks of molasses have been considerably reduced throughout the country lately, and this has firmed up the market, which is very strong at the present time. Syrups are in good demand and quotations are the same as at the last report.

Barbadoes, in puncheons	0 37	0 39
" " in barrels	0 34	0 41
" " in half-barrels	0 40	0 42
" " fancy	0 34	0 34
" " extra fancy	0 34	0 34
New Orleans	0 22	0 25
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 03	0 03
" " 1-bbls	0 32	0 32
" " 2-bbls	0 03	0 03
" " 3 1/2 lb pails	1 75	1 75
" " 25 lb pails	1 75	1 75
Cases, 2 lb tins, 2 doz per case	2 40	2 40
" " 5-lb. " 1 doz	2 75	2 75
" " 10-lb. " 1 doz	2 65	2 65
" " 20-lb. " 1 doz	2 60	2 60

MAPLE PRODUCTS—There are almost no transactions taking place in this market. Prices the same as last week.

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

TEA—The Japan market offers no new features this week, remaining the same as at the last quotations. Ceylons and Indias are in good demand, while Ceylon greens and China greens are less active. Blacks are reported as being likely to advance in October, according to authoritative advices from primary markets.

Choice	0 38	0 45
Choice	0 32	0 37
Japan—Fine	0 27	0 30
" " Medium	0 22	0 23
" " Good common	0 21	0 22
" " Common	0 20	0 21
Ceylon—Prok-n Orange Pe koe	0 20	0 38
" " Pekoes	0 19	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon green—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Pingsney gunpowder, low grade	0 12	0 16
" " " pea leaf	0 19	0 27
" " " pinhead	0 30	0 45

COFFEE—The undertone of the coffee market is strong and trade is good in this line. Some of the cheaper grades have been particularly active during the week. An authority on the coffee trade maintains that the steadiness of this market is due to Brazil's valorization scheme, which is designed to provide more stability to the market and eliminate highly speculative deals with this product. Prices are the same as at the last quotations.

Jamaica	0 16	0 20
Java	0 20	0 25
Mocha	0 18	0 25
Rio No. 7	0 09	0 11
Santos	0 12	0 15
Maracaibo	0 15	0 20
Roasted and ground 20 per cent. additional		

DRIED FRUITS—Oregon prunes are not being seriously considered owing to short crop there. Dealers are turning their attention to the Bosnia product, as this country is regarded as the source of supply this year for most countries, except the United States. In the latter country the duty will pretty well limit the trade to the native product. Seeded raisins are in fairly good demand. New crop Valencias are due to arrive about

October 10. Sultanas are 1 cent a pound cheaper than a year ago. A fair demand is reported for currants on the spot, but it is of the hand-to-mouth character. Reports state that figs will be firmer this year, owing to shortage in crop.

Dates—		
Halloweas, per lb	0 04	0 05
Sais, per lb	0 03	0 04
Packages	0 05	0 06
Malaga Raisins—		
London layers	2 25	2 40
" " Coustonneur Clusters	1 00	1 00
" " Royal Buckingham Clusters, 1/2-boxes	1 37	1 37
" " Excelsior Windsor Clusters, boxes	5 50	5 50
" " "	1 50	1 50
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded 1-lb. pkgs	0 10	0 11
Choice seed-d. 1-lb. pkgs	0 09	0 11
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 32	0 32
Peaches, "	0 18	0 18
Pears, "	0 18	0 18
Prunes -		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08	0 09
" " " 50-60s	0 08	0 08
" " " 60-70s	0 08	0 08
" " " 70-80s	0 07	0 08
" " " 90-100s	0 06	0 07

SPICES—A good trade is reported in spices, which is the result of the pickling season. All lines are in good demand and especially cinnamon, both ground and whole. Both varieties of cloves, also peppers, are particularly active. The increase in demand has not yet resulted in any change in prices.

		Per lb.
Peppers, black	0 14	0 20
" " white	0 18	0 27
Ginger, whole	0 16	0 20
" " Cochin	0 17	0 20
Cloves, whole	0 17	0 20
Cloves, ground	0 25	0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 15
Nutmegs	0 25	0 40
Cinnamon, ground	0 15	0 19
" " whole	0 14	0 16

RICE AND TAPIOCA—The market is very dull in both rice and tapioca. Rice is, perhaps, the more active of the two. Prices remain unchanged.

Rice grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " " pockets 25 pounds	3 25
" " " 1/2 pockets, 12 1/2 pounds	3 35
" " grade c. c., 250 pounds	3 05
" " " 10 "	3 05
" " " 5 "	3 15
" " " pockets 25 pounds	3 15
" " " 1/2 pockets, 12 1/2 pounds	3 25
Tapioca, medium pearl	0 05

BEANS—There is a light demand for beans, and this is limited pretty much to those of foreign growth. Ontario primes are quoted most generally at \$2, although a few extra choice lots have been quoted at \$2.10. Most sales of Australian and Indian beans are at the minimum price. Reports from Ontario state that the crop is not likely to be as good in quality as was expected, owing to unfavorable weather.

Ontario, prime	2 00	2 10
Australian	1 95	2 00
Indian	1 65	1 75

EVAPORATED APPLES—There is scarcely any demand and stocks generally are very low. Quotations rule the same as last week.

Evaporated apples	0 07
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THE CANADIAN GROCER

ONTARIO MARKETS.

POINTERS—

- Sugar—Steady.
- Molasses—Advance expected.
- Beans—Scarce and firm.
- Collections—Fair.

Toronto, Sept. 10,

There is rather a more cheerful tone evident in wholesale circles this week. Some firms report business as picking up noticeably. Others are more conservative in statement and do not see much change at present, though they report favorably on the outlook. Buying in small lots, however, continues to be the regular procedure. Travelers say that where at the same time last year a grocer would take twenty-five cases of goods, to-day he is only taking twelve, with, however, the prospect of taking the other twelve later on. This seems to be characteristic of the whole business. Collections are generally pretty good, though on the last few months' business most of the houses are keeping their books in pretty good shape.

Market changes during the week in staple groceries have been very few, most lines holding steady.

SUGAR—The market shows very little change since last week. Demand is good and since the recent decline seems to have brought prices to a better working basis the situation is a good deal more steady. There has been nothing very new in the raw markets during the week and at the present time there does not seem much prospect for any immediate change in Canadian refined.

There seems good evidence that both retailers' and wholesalers' stocks are light throughout the country as was shown in London last week when a delay of twelve hours in the arrival of a train saw a small edition of a sugar famine.

Willett & Gray, summarizing the situation, say:

"The decline, which extended for several weeks, has finally been checked. All unfavorable conditions have been discounted and a further decline is not warranted at this time. No boom is anticipated, but there is reason to expect a firm market for the immediate future. The balance of old crop Cuba sugars available for shipment is reduced to about 35,000 tons, which is offered only sparingly from time to time, the lowest price now named being 2 9-16c e. & f., 95 degrees test, equal to 3.98c for 96 degrees test, the Cuba sugars now testing low as a rule; there are New York buyers at 1-32c less, or equal to 3.95c for 96 degrees test. According to cables, the weather in Cuba is still favorable to the development of the growing cane. Our Havana correspondents write that many sections report that the cane has already begun to lay down, owing to its size, and that prospects of

the crop are promising. Harvesting is expected to commence in December."

Paris lumps, in 25-lb. boxes	8 05
Paris lumps, in 50-lb. boxes	5 85
" " in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Standard granulated	4 80
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 50
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—There has been no change as yet in molasses prices, though dealers are talking about an increase in accordance with conditions mentioned in these columns last week, and the change is almost sure to come shortly.

Syrups—	
Dark	0 50 0 35
Medium	0 50 0 35
Bright	0 56
Per case.	
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 65
20 " " "	2 60 1/2
Barrels, 6 to case	0 32
Half Barrels	0 03 1/2
Quarter "	0 13
Falls, 38 1/2 lbs. each	1 75
" " 25 "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 40

Molasses—	
New Orleans, medium	0 30 0 35
" " bbls.	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEA—Local markets are comparatively quiet, with no particularly new features in evidence.

Kearley & Tonge's August circular reviewing the general situation, says: "The stand-out event in connection with Ceylon tea during July has been the all-round improvement in quality. There are now comparatively few unusable teas offered; many of the low-country gardens, which during April, May and June were sending teas rank in cup and with black infusions, are now making good, sound, useful teas. Higher grown teas also show great improvement; gardens with reputations for fine flavor reputations, which during the last month or two have been in danger—are now producing quality and flavor very much nearer the standard that is looked for. The result of this general improvement has been to steady the market for low grades and send up the prices of good to fine, many cents per lb. And as is usual, with a return to fine quality, the quantity is less. Sales are considerably smaller, and are likely to continue so, consequently the prospects point to a firm market for some time."

DRIED FRUITS—Interest is centred in new crop goods with first shipments due to arrive in about two weeks. Some jobbers report selling largely on these, though mostly in small lots. Other houses have not been pushing the goods. The markets on both raisins and currants have a firmer feeling, with good reports as to the quality of the coming goods. Cables to local brokers from Smyrna this week noted an advance of from 1s and 6d to 2s on raisins.

Present prices are as follows:

Prunes, Santa Clara—		
Per lb		Per lb.
100-120s	0 06	30-10, 25's, 50-1 boxes
90-100s, 50-lb boxes	0 36 0 07	70-80s
80-90s	0 07 1/2 0 08	80-70s, 50-lb boxes
		40-50
Note—25 lb. boxes 1/2c. higher than 50 lb.		
Candied and Drained Peels—		
Lemon	0 11 0 11 1/2	Citron
Orange	0 11 0 12	
Peaches		0 18 0 20
Figs—		
Elmets, per lb		0 08 0 15
Tapnets		0 08 1/2 0 04
Bag Figs		0 02 1/2 0 04
Currants—		
Fine Filigras	0 06 1/2 0 07	Vostizzas
Patras	0 08 0 08 1/2	
Uncleaned, 1/2c. less.		
Raisins		0 09 1/2 0 13
Sultana		0 11 0 12 1/2
" Fancy		0 14 0 15
" Extra fancy		0 03 0 06 1/2
Valencias		0 10 0 10 1/2
Seeded, 1-lb packets, fancy		0 09 1/2
" 16 oz. packets, choice		0 08
" 12 oz. "		0 08
Dates—		
Hallowees	0 05 1/2 0 05 1/2	Fards choicest
Sais	0 04 1/2	choice

SPICES—Business continues good in lines in general demand. No changes are recorded.

Peppers, blk p. re	0 16 0 20
" white, pure	0 25 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 10
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 17 0 20
" whole	0 17 0 20
Mace ground	0 09 0 10
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—There are no features of interest locally. Cables from Japan estimate the season's rice crop at 18 per cent. above the average.

BEANS—There is a little more activity noticeable this week, and the short supply in the markets is very evident. Prices continue stiff.

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

EVAPORATED APPLES—Little is doing with prices unchanged.

Evaporated apples	0 7 1/2 0 08
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HIDES AND WOOL—The hide market is high and dealers are not anxious to buy. Wool is inactive.

No 1 inspected steers, 60 lbs. up	0 09 0 10 1/2
No. 2 "	0 08 0 09 1/2
No. 1 " cws	0 08 1/2 0 09 1/2
No. 2 " "	0 08 0 09
Country hides	0 08
City Calf skins	0 12
Country Calf skins	0 10 0 12
Sheep skins	0 90
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 05 1/2 0 06
Horse hair, per lb	0 27
Wool, unwashed	0 07 0 08
" washed	0 13 0 14
Rejs. ts.	0 10

TORONTO GROCER TAKES FIRST.

There was quite a line-up of grocers', confectioners', and bakers' delivery outfits at the Exhibition on Tuesday morning, in connection with the judging before the grand stand. In class 138, single horse, open to grocers, confectioners bakers and milkmen, R. Mathews, the Yonge St. grocer, carried off first with his spic and span outfit and the prize-winner, Fred, between the shafts. This is the fourteenth set of ribbons won by this horse. The Osgoode Dairy Co. carried off second with King, and S. J. Beacock took third, with Brown Duchess.

CANA

Estimate Report

Reports the different compilation pack of v eral lines, The pea what of weather p peas. On be very la from 1-3

Refugee ready pac fair sized very disc for the l ports fro the crop

The tor age one, few weel sections grubs an able inju weather

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MONI lines of since tr basis. ed.

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O. J Stratfc with h Bert Co., Englar consult Wester making peg tr West Coast. F. of Ott been the I conne

CANADIAN CANNED GOODS.

**Estimate of Pack on Various Lines—
Reports From Business Centres.**

Reports from reliable authorities in the different canning centres allow the compilation of estimates of crop and pack of vegetables and fruits on several lines, which are given herewith:

The pea crop has turned out somewhat of a failure. The hot and dry weather played havoc with the growing peas. On this account the pack cannot be very large. Some estimates place it from 1-3 to 1-2 of the normal pack.

Refugee and Golden Wax beans already packed, are of good quality and fair sized pack. Prospects have been very discouraging for a couple of weeks for the later bean pack but recent reports from the fields are brighter and the crop promises to be at least fair.

The tomato pack will be only an average one, and not so large as expected a few weeks ago. The average in most sections is smaller than last year and grubs and blight have done considerable injury. The last two weeks of cool weather also has delayed delivery.

The beet and pumpkin pack will be fairly large.

A large supply of plums was carried over from last year by most of the canners and in consequence the pack will probably be light.

MONTREAL—The demand for all lines of Canadian goods has been good since trade has been on the new price basis. American products are neglected.

TORONTO—The amount of business passing is not so large as expected this week, though fruits and vegetables are fairly active. Jobbers are gradually stocking up with new pack goods.

TRADE NOTES.

Geo. Thorn, confectioner, Toronto, has sold his business.

Thibodeau & Cyr, wholesale confectioners, Montreal, have assigned.

Owen Bros., general merchants, Kirkella, Man., have sold their stock to Fred. Crossman.

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

O. H. Bruneau, general merchant, Stratford Centre, Que., has compromised with his creditors.

Bertram Carr, representing Carr & Co., biscuit manufacturers, Carlisle, England, was in Winnipeg last week consulting with Hamblin & Breerton, the Western Canada agents for his firm, and making the acquaintance of the Winnipeg trade. Mr. Carr has gone further West to visit the trade at the Pacific Coast.

F. W. Forde and Ald. Johnston, two of Ottawa's energetic grocers, who have been working hard in the interests of the Pure Food Show, to be held in connection with the Central Canada ex-

hibition next week, were in Toronto for several days this week doing the exhibition and incidentally securing a few more exhibitors for the Ottawa fair.

ANOTHER HAPPY TRAVELER.

John Wilson Charles, of H. P. Eckhardt & Co., Toronto, is widely known as one of the cheeriest grocery travelers on the road. After this week he'll surely bubble over with happiness and he'll have good reason to. On Wednesday, September 9, John did one of the best things he has ever done by taking unto himself a bride, the young lady being Miss Violet A. Colville, niece and adopted daughter of Mr. and Mrs. Wm. Colville, or "Billy" Colville of Comfort Soap, to be more familiar. The ceremony was performed in St. Enoch's Presbyterian Church, Toronto, at one o'clock, by Rev. W. B. Findlay, assisted by Rev. J. McP. Scott. The bride was assisted by Miss Nellie Sinclair, and James Charles, the groom's brother, was best man. The ushers were Henry Smart and W. J. Brady.

After the ceremony a reception was held at 2 Bain Ave., Mr. and Mrs. Col-



JOHN WILSON CHARLES.

Of H. P. Eckhardt & Co., Toronto, who was Married on Wednesday.

ville's home, and later in the afternoon the happy couple left for a honeymoon trip to Philadelphia, Atlantic City and New York. On their return they will reside at 2 Bain Ave.

A pleasing incident previous to the happy event occurred on Saturday in the office of H. P. Eckhardt & Co., when in a little gathering of the staff John Charles, who has been with the firm for 15 years and is one of their leading travelers, was presented with a handsome china cabinet. The head of the firm, Mr. Eckhardt, and the manager, Mr. McKenzie, said some very nice things about Mr. Charles' work and his long connection with the house, and the recipient made one of his characteristic-ly able replies.

The Grocer extends heartiest congratulations to Mr. and Mrs. Charles in their new relations.

THE CANADIAN SALMON PACK.

Though Increased Over Last Year, Not Large Pack.

An article in these columns two weeks ago giving estimates of the salmon pack on the Pacific Coast, has aroused considerable interest among the trade, and some question as to its correctness. While the figures given have subsequently been proven to be correct, the article seems to have been somewhat misleading, in stating that this season's pack was increased over that of last year, and not stating that last year was a poor one. As a matter of fact, the present season's pack is anything but a large one. In some places the run was larger than anticipated, but the factories were not prepared to take advantage of this. From another standpoint, when it is known that the pack of "Talls," in which the Canadian trade is chiefly interested, is comparatively light, it will be readily seen that the supply of salmon this season will not be large. It is impossible, at present, to secure reliable statistics as to the British Columbia pack, but in the light of the facts given above the following report from a correspondent on the Coast, who is closely in touch with the situation, should be of interest:

Vancouver, Sept. 4.—The salmon pack for 1908 in British Columbia is better than that of last year. On the Fraser River, the increase is 16,000 cases in round numbers, the total returns not yet being available, while the total estimate for the whole of the Coast is placed at 338,000 of all shapes, as compared with 314,000 cases in 1907. The showing on the Skeena River was very good, but at Rivers Inlet the canners were disappointed because of a decrease. One point worthy of special attention is that while on the Fraser the pack was 74,000, on Puget Sound it was 151,000 cases. These canneries get their fish from practically the same source, but the fish before coming to the Fraser have to dodge the traps of the Puget Sound canners. The result is that Canadians get what are left. If the Puget Sound people observed the law, it would not be so bad, but it is stated with some degree of authority that the close season is only on the books, and trap owners do not allow it to bother them, except where they are forced by the seine fishers. As long as Canada takes steps for the preservation of the salmon fisheries, the United States reaps the benefit, and unless some co-operative measure is decided upon, and that enforced, it will only mean that canners here get little, while on the other side they take all that is offering.

ROLLED OATS UP IN MONTREAL.

A despatch from Montreal received just before going to press notes an advance on rolled oats, 5 cents on bags, 10 cents on barrels.

D. E. McGill has advertised his grist mill at Hillsburgh, Ont., for sale.

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, September 11, 1908)

POINTERS—

- Prunes—Advanced.
- Eggs—Advanced.
- Butter—Advanced.
- Sugar—Upward tendency.

Business is showing considerable improvement and the outlook is much brighter. Anxiety about the crop is over now and while the yield is not so large as was expected last June it is still a satisfactory one and, with the high prices obtaining now, there is no doubt that it is the most profitable in the history of the country. With greatly improved business prospects, the trade are buying more freely and active trade may be expected during the coming months.

CANNED GOODS—Competition is keen in corn, peas and tomatoes. We quote:

FRUITS.		Group No. 1	Groups No. 2 & 3
Apples—3's standard per case	2.44	2.34	
Gallons, standard "	1.55	1.52½	
Cherries—Red pitted 2's	4.18	4.08	
black pitted 2's	4.18	4.08	
white pitted 2's	4.38	9.28	
Currants—Red 2's	4.18	4.08	
black 2's	4.18	4.08	
Gooseberries—2's	4.58	4.48	
Lawtonberries—2's	4.18	4.08	
Peaches—Yellow 2's	4.18	4.08	
yellow 3's	6.54	6.44	
pie, unpeeled 3's	3.34	3.24	
pie unpeeled gallons	2.42½	2.40	
pie peeled gallons	3.30	3.27½	
Pears—Flemish Beauty 2's	3.68	3.58	
Flemish Beauty 3's	4.74	4.64	
Globe l. s. 2's	2.78		
Globe l. s. 3's	4.14		
Plums—Damson l. s. 2's	2.28	2.18	
Lombard l. s. 2's	2.28	2.18	
Greengage l. s.	3.08	2.98	
Raspberries—Red 2's	4.18	4.08	
red gallons	3.80	3.77½	
black 2's	4.18	4.08	
black gallons	3.80	3.77½	
Strawberries—2's	4.18	4.08	
gallons	3.80	3.77½	
VEGETABLES			
Asparagus—2's	6.28	6.18	
Beans—2's	2.08	1.98	
Corn—2's	2.08	1.98	
Peas—			
No. 4 standards 2's	1.88	1.78	
Early June 2's	1.98	1.88	
Sweet Wrinkle 2's	2.18	2.08	
Extra fine sifted 2's	3.08	2.98	
Pumpkins—3's	2.14	2.04	
Succotash—2's	2.68	2.58	
Tomatoes—3's	2.44	2.34	
Tomatoes—2's	2.08	1.98	
Tomatoes—gallons	3.70	3.65	
MEATS.			
Clark's 1 lb., pork and beans, plain, per case	2 50		
" " " " " " " " " "	1 90		
" " " " " " " " " "	2 50		
" " " " " " " " " "	2 50		
" " " " " " " " " "	1 90		
" " " " " " " " " "	2 50		
" " " " " " " " " "	1 90		
" " " " " " " " " "	2 50		
" " " " " " " " " "	1 25		
Soups, per doz	3 19		
3's per doz	1 65		

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

SUGAR—The tendency is upward but there has been no change since last week. We quote:

Montreal and B.C. granulated, in bbls	5 20
" yellow, in bbls	5 15
" " in sacks	4 80
Wallaceburg, in bbls	4 75
" " in sacks	5 10
Berlin, granulated in bbls	5 15
" " in sacks	5 00
B.O. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-20's	5 15
" hard pressed lump, 25's, per cwt	6 35
" " half bbls, per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 30
Powdered sugar, in bbls	5 80
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls	6 15
" " in 1-lb. cases	6 15

SYRUPS AND MOLASSES—

Syrup "Crown Brand", 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 " "	2 80
" " 10-lb tins, per 1 " "	2 65
" " 20-lb tins, per 1 " "	2 70
" " barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" " 10 " " 1 " "	3 20
" " 20 " " 1 " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03½
Porto Rico molasses in 1-bbls, per lb.	0 04½
Blackstrap, in bbls, per gal.	0 31
" " 1/2 gal. bsts., each	0 25

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" " 40 " " 80	2 70
" " 20 " " 80	2 80
" " 8 " " 80	3 10

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

Cornmeal, per sack	2 35
" per 1/2 sack	1 20
" per bale (10, 10's)	2 65

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

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

MAPLE PRODUCTS—

Sugar, 25 lb. boxes 1/2's and 1's	3 00
Syrup gallons 1/2 doz. to case, per case	5 65
" " 1 doz. to case, " "	6 15
" " 2 doz. to case, " "	6 50

FOREIGN DRIED FRUITS—Prunes are advancing and the price of old prunes now on the market has been advanced. The new stock which will arrive soon will be considerably higher in price. We quote:

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 00
Sultana raisins, bulk, per lb.	0 09
" cleaned,	0 10½
" 1 lb pkgs	0 11½
Table raisins, Connoisseur clusters per case	3 80
" extra dessert, " "	3 40
" Royal Buckingham, " "	4 00
" Imperial Russian, " "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (30 pkgs)	3 35
" Connoisseur clusters, boxes (54 lbs)	0 80

Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" " " " " " " " " "	1 05
" " " " " " " " " "	2 20
" " " " " " " " " "	1 15
" " " " " " " " " "	2 25
" " " " " " " " " "	1 20
California raisins, choice seeded in 1/2-lb. packages	0 07
" " " " " " " " " "	0 07½
" " " " " " " " " "	0 09
" " " " " " " " " "	0 09½
Raisins, 3 crown muscatels, per lb.	0 08
" " " " " " " " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 " "	0 06
" 70-80 " "	0 07
" 60-70 " "	0 07½
" 50-60 " "	0 08
" 40-50 " "	0 08½
" 30-40 " "	0 09
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb.	0 12½
Peaches, per lb	0 10
Apicots, standard, per lb	0 09½
" choice, per lb	0 10½
PEEL—	
Lemon peel	0 06½
Orange " "	0 11
Citron " "	0 14½
1 lb. drum, mixed	2 00
1/2 " "	1 25

TRADE NOTES.

R. Frank Gill, grocer, St. Mary's, Ont., is retiring from business.

Isaac Davidovitch, general merchant, Burk's Falls, Ont., has assigned.

Thos. Newans, grocer, Prescott, has called a meeting of his creditors.

Chas. J. Farr, grocer, London, is succeeded in business by Milton & Trebilcock.

L. Welch, general merchant, Oil Springs, Ont., is succeeded by W. J. Griffin.

Sangster & McCuaig, general merchants, Mille Roches, Ont., have dissolved.

The general store of A. E. Barrett & Co., Havelock, Ont., was burned last week.

Neil McDonald, general merchant, Kintail, Ont., is advertising his business for sale.

The assets of S. Gagnon, general merchant, Bromptonville, Que., have been sold.

Levi Armstrong, grocer and baker, Stouffville, Ont., has advertised his business for sale.

A. E. Holmes & Co., grocers, Keewatin, Ont., have sold their business to L. H. & J. F. Clarke.

FEEDING THE EXHIBITION DOGS.

The dogs at the bench show at the Canadian National Exhibition this week are being fed on Spratt's dog cakes. It is within the truth to state that Spratt's sell 99 per cent. of the great kennel owners and breeders of the world, and that there is no dog living to-day of any account who himself, or whose ancestors, or descendants, do not, or have not, eaten Spratt's dog cakes. If your jobber cannot supply you, drop a line to the agents, F. Hughes & Co., 13 St. Therese St., Montreal.—Adv.

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Winnipeg, gan the office opening pri crop was rous, and st \$1; No. 2 N 93c. Ever been a good wheat past paid have r over the S ranged rou have also Exporters a very libe present it ther the de test the ne crop are in are much wheat was tion until coming in which was the marke I wired fo official er the wheat estimate b most auth tained on that the e by wholly Free Pres way tran for the li ticularly the fact t any dama total dam of course not figure The dam the yield the grade hard cro dications and the spite of survey o correspo cent. of the Cana been av farming, man fro the othe hot win great ex cannot can to a effects. better the dan thirds. the con in the c lack of Well et moisture no wec was wit strong, capable the mat

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Sept. 7.—With Sept. 1 began the official crop year of 1908-09. The opening price of the wheat of the new crop was really made a few days previous, and started with No. 1 Northern, \$1; No. 2 Northern, 97c; No. 3 Northern, 93c. Ever since the opening there has been a good demand for cars of cash wheat past Winnipeg, and the premiums paid have run all the way from 1c to 4½c over the September option, which has ranged round 98c to \$1. Rejected grades have also commanded a premium of 2c. Exporters report the demand good and a very liberal inquiry, but state that at present it is not possible to decide whether the demand may not be a desire to test the new crop. Receipts of the new crop are increasing daily, and, of course, are much ahead of last year when new wheat was not mentioned in the inspection until after Sept. 20th, but it is not coming in as rapidly as it did in 1906, which was one of the earliest crops on the market we have had in the West. I wired for last issue, the Free Press' official crop estimate for 1908, putting the wheat at 102,000,000 bushels. This estimate has come to be regarded as the most authoritative news that can be obtained on crop conditions, from the fact that the country is so completely covered by wholly disinterested inspectors, the Free Press buying every mile of its railway transportation, as well as paying for the livery hire. It should be a particularly valuable report this year, from the fact that the crop is spotted, that is, any damage that has occurred is not a total damage in any one place, excepting of course from hail, which really does not figure much in the bulk of the crop. The damage from frost will not lessen the yield materially, but it will lower the grade and it is going to be a pretty hard crop to buy on that account. Indications are all in favor of good prices, and the West is feeling very chipper in spite of the frost. A careful personal survey of the whole situation leads your correspondent to the belief that 75 per cent. of all the crop damage sustained in the Canadian West this year might have been avoided by better farming. No farming, however good, will protect a man from hail, so that damage goes in the other 25 per cent., but in the case of hot winds and frost, the matter is to a great extent in the farmer's hands. He cannot prevent either coming, but he can to a very great extent mitigate their effects. In the matter of hot winds, better cultivation would have reduced the damage fully one-half, if not two-thirds. This was plainly manifest by the condition of highly cultivated fields in the district where the hot winds and lack of moisture did the most harm. Well cultivated soil had conserved the moisture from the June rains, there were no weeds to share what moisture there was with the wheat, and the plants being strong, vigorous and well stooled were capable of standing more drought. In the matter of frost the bulk of the wheat

at all seriously damaged was sown too late. There was more excuse for late sowing the past spring than usual, because the bad weather last fall had made it difficult to get lands ready in time, but even this excuse was of no avail in many cases. The real trouble is the ambition of men to cover more ground than they can get in early and in good shape, and until this difficulty is overcome there will continue to be late crops that will be frosted.

It is interesting to note the condition of Manitoba, as compared with other Provinces. There has been a tendency on the part of many farmers, especially new-comers, to discount the little Province that made the West famous the world over for wheat, and to rush to Saskatchewan and Alberta, but in the off year of 1907, 60 per cent. of all the contract wheat was raised in Manitoba, and this year 75 per cent. of Manitoba wheat was harvested and out of harm's way before there was any frost. Of course, as the Provinces of Saskatchewan and Alberta become older and cultivation has continued longer, this condition will prevail with them also. It is within the memory of your correspondent when it used to be considered that you could not grow a crop of wheat round Minnedosa, Rapid City and Neepawa without danger of frost damage, yet last year these districts harvested a 25-bushel crop without a sign of frost. This goes to show that much of the heavy land in Alberta and Saskatchewan only needs good and careful cultivation to warm up and bid the frost defiance. The West is all right, but it still has a few lessons to learn, and, as usual, they have to be paid for. Fortunately, this year the price will not be high.

The event par excellence of the week in grain circles was the movement of the Grain Exchange into its new quarters, a magnificent seven-storey building on Lombard Street, east of Main. The building is not yet quite complete, but the members were determined to begin the new crop year in the new building and so they moved. There was more reason for this than appeared on the surface, for, as a matter of fact, the opening in the new building means a practically new Grain Exchange. Ever since the disruption occasioned by the vicious legislation passed last spring by the Provincial Legislature, the members have been working quietly. A holding company was organized, which has taken over the building, buying it at sheriff's sale, and is operating it as landlords of the Exchange, and, as a matter of fact, when business opened on Tuesday morning in the new trading room, it was not the old Winnipeg Grain and Produce Exchange, with a Provincial charter, but all the members of that old exchange formed into a voluntary association without a charter of any kind. It will make absolutely no difference to the carrying on of business which will be handled precisely in the old way, but it

gives the members the control of their trading room and market reports, which would not have been possible to them had they continued to work under the old charter, after the restrictive legislation of last spring.

In land circles the event of the week was the coming into force of the new Land Act, opening up the odd numbered sections of Government land for homesteading purposes. The rush has been enormous, and even in Winnipeg where the number of homesteads thus available was small, the people spent the night in front of the land office. Moose Jaw had the largest number of homesteads to offer, some 40,000 in all, and the agents have been kept busy. The new law is a very popular one in the West, and has given a great impetus to immigration from the other side, though in many cases the homesteads have been secured by resident settlers for their sons. The fact that a lad of 18 may homestead and live at his father's home, provided that home is not more than nine miles from the homestead, makes it an easy way for the boys to get homesteads and many of them have availed themselves of the opportunity.

The railway strike does not appear to be nearing settlement, so far as the outsider can see, and there are many anxious hearts as to how the crop is going to move. There has been no difficulty so far, but the receipts have not exceeded 60 cars a day up to date. What everyone wants to know is how the company is going to handle 600 cars a day, for that is what will be needed presently. The series of disasters to their track east of Winnipeg has been a great blow, for it all happens on the lines that the wheat must pass over. There is no doubt that the company have secured a large number of men, but it is equally apparent that the number of skilled mechanics among these men is not large. It is learned, unofficially, that the men are anxious for the strike to be off, it has lasted longer now than they expected, and if the company are wise they will put their dignity in their pocket and get the thing straightened up. At present the public largely sympathize with the company, considering that the men have been rash and unreasonable, but all the same they will have no sympathy with the company if the wheat trains get tied up. The feeling of the whole business community is that anyone who puts any hindrance in the way of marketing the present crop promptly is a traitor, and should be dealt with accordingly.

The much-talked-of new Union Stock Yards are coming at last. The land, about 100 acres in extent, has been secured, though the exact location has not yet been ascertained. It is known definitely, however, that it lies between the tracks of the three railways over in St. Boniface, and is excellently situated for the purpose. The purchase of the land has been guarded very carefully, but the three railways, C.P.R., C.N.R. and G.T.P., the big abattoir firms and a few others are interested in it.

"Men Who Sell Things"

What Respect for One's House Really Means—A Homily on Dress and Orderliness, One of the Important Factors of Salesmanship—Something About Displaying Samples.

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

Respect for the House.

Why, of course! Down in the inner recesses of your sterner nature you know you have, only you have not stopped to think of it in that light. Show it, then by quitting the price-cutting habit.

You would not lift your hand against the safety and maintenance of your own father's household, would you? Why do you do it, then, against the home of your business family? When you compare the two cases there is not much difference.

You have some pride, have you not? Well, then, if you don't want to be known to the father and brothers of your business family as a weakling, constantly requiring care and watching, quit that habit of price-cutting. Start in to hold up your end in supporting that family, in place of being a drag on it.

Every time that you take a liberty that you have no business to take, some one suffers for it. When you fail to do your part, in keeping up the profits of your house, your brother salesmen have to carry the load you have imposed upon them by your lack of sense of obligation.

The most justifiable kick any salesman ever makes is when another salesman in his house cuts the price, while he remains firm. If you want the privilege of being a "special rights" member of the family, you ought to be willing to pay for it.

A Story of System.

My first business venture was the establishment of a house that traveled ten men. Our capital was limited, and we could not afford to make many mistakes. But in our desire to get a foothold, we allowed our salesmen a considerable degree of latitude the first two or three years. Finally we were obliged to call a halt. The cutting of prices was ruining our business. We took the men aside one day and explained matters, asking their support in refusing to cut prices any longer. Our best men stopped the practice at once, but there were three or four weaklings on the staff, who thought the request was a joke, and to correct these it became necessary to make a positive rule that all salesmen cutting prices would be charged with the difference.

CHAPTER XVII.

DRESS AND ORDERLINESS.

Good clothes help to make a salesman. Observers are more impressed by the tidiness of one's clothing than by its expensiveness or variety.

It is said that no one ever notices a

man's linen, unless it is soiled; or his hat, unless it is of unusual shape, or dusty, or shabby; or his shoes, unless they are loud, or need blacking, or are worn down at the heel.

True, unpleasant conditions do attract notice, but it is undeniable that the observer is always agreeably impressed by the cleanliness and good style which distinguish the gentleman. Every salesman, therefore, owes it to himself and to his house to be well dressed.

The secret lies more in the choice of clothes and the way they are taken care of, than in their expensiveness or variety. Often the man with a modest wardrobe is better dressed than the one with many suits. Naturally, the man is light-headed, not to say wicked, who would squander on coats, boots, and neckties an income sufficient to support several families; but the example of the careless, slovenly man is not inviting, and if extravagance is to be deplored, there is merit in good dressing. Strike the happy medium. Be neither a Beau Brummell nor a dust-stained Weary Willie.

Neglect of the clothing is a symptom of slovenliness that is apt to be progressive.

The Well-Dressed Salesman.

The well-dressed salesman is scrupulously neat, carries himself well, and is alert and active. The salesman who is content with ill-fitting clothes, shabby hat, soiled linen, rusty shoes, and a collar that is a size too large may be a very bright man and representing a first-class house, but he certainly does not look that way. The first impression the observer forms of him is that he is a "down-and-outer," bordering on a state of collapse. So much depends on first impressions and in keeping up good impressions once formed, that every salesman should regard his personal appearance as important.

Contempt for clothes is too often associated with laziness. The salesmen whom the general trade care to meet are those who "keep up" in every way. In matters like dress, it is a good thing for the salesman to try to get a look at himself "as others see him."

It matters little what your income is or the claims there may be upon it, you can at least afford to patronize a tailor who can give your clothes a stylish cut and a neat fit. Properly selected and adjusted fifty-cent neckties look as good as dollar ones; and a hat that becomes you costs no more than a misfit.

How Personal Appearance Counts.

Personal appearance in salesmanship counts so much and costs so little, that any salesman can afford the price, and it is money well invested. A man is judged almost as much by his appearance as by his actions or the degree of his sanity in this progressive age. A well-dressed, alert salesman will get a "look in" with a brusque merchant,

while his slovenly brother is being waved aside with the busy signal.

Orderliness in dress goes hand in hand with orderliness in the sample-room and orderliness in everything else connected with the work of a salesman. Nothing creates in the buyer a desire to buy like stepping into a well-ordered salesroom. The most attractive line of goods will lose out fifty per cent. through ineffective display in a cluttered-up room.

Displaying Samples.

The proper display of samples on the road is a subject worthy of the closest study. Due care should also be given to cleaning up the sample-room in general before going out to round up a customer. Waste paper, trays, and empty boxes should be stowed away out of sight, and everything arranged in apple-pie order, if one hopes to conduct a customer through the line without a hitch.

Some salesman are naturally orderly; others learn to be, by hard knocks taught in the school of experience; and still another class never learn the lesson. I graduated from the second class during my first year on the road. It happened in this way.

(To be Continued.)

CREATING A NEW CUSTOMER

How a Trade Newspaper Ad Brought a Traveler a New Account.

In a prosperous town of the central part of Ontario there is a merchant who, until recent years, had never included wall paper in his stock. One day, three or four years ago, he was thoughtfully turning over the pages of one of the MacLean trade newspapers when the advertisement of a prominent wall paper manufacturer caught and held his attention. "Why not handle wall paper?" thought he, "surely I can turn a few honest dollars that way. I'll try, anyway!" So he sat down and wrote to the wall paper manufacturer, who at once dispatched a traveler with a full line of samples. Later on, the smiling traveler left the store with a pretty fair order booked. In a couple of years that merchant had cleared several hundred dollars; and, needless to say, the traveler who followed up the first enquiry still gets the business. Really, there is no business-getting combination on earth superior to trade newspaper advertising and live travelers who appreciate its advantages!

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ONTARIO SUGAR BEET CROP.

1,200 Growers in Kent and Large Acreage Elsewhere—Prospects Good.

Special Correspondence of The Canadian Grocer.

Chatham, Ont., Sept. 9.—In the course of three weeks, more or less, farmers throughout southwestern Ontario will commence to harvest a crop that is probably unique in all Canada.

Since about 1900, sugar beets have been grown in this and adjoining counties. They are largely grown in Essex, Kent and Lambton, while the beet zone is steadily extending eastward into Elgin and Middlesex and northward into Huron and Bruce.

What is technically termed "the sugar beet campaign" opens about October 1st, and continues till nearly the end of January. During that time beets from all directions are being shipped to the factories by every known means of conveyance. Farmers close to the factories transport their beets in wagons, where water is near at hand scows are used and in other cases long freight trains of open cars, laden with the big white beets, are to be seen on every siding. At the factory the beets are weighed and tested, to discover the percentage of tare to be deducted, and the percentage of sugar, on which the price is based. Then they are piled in the sheds ready to enter into the mysterious processes which result in their conversion into sugar.

Farmers in Western Ontario grow chiefly for the Wallaceburg and Mount Clemens (Mich.) factories, the acreage being contracted for at specified rates in advance. Mount Clemens pays a flat rate per ton; the Wallaceburg rate is based on the sugar percentage, with a specified minimum price per ton.

Archibald Blue, chief of the Census and Statistical Department at Ottawa, visited Wallaceburg a few days ago for the purpose of securing a report on the sugar beet crops in this section. Later he talked entertainingly of the crop.

"The best crop looks most promising," he said. "I have no doubt that this year's crop will be an excellent one, and, let me add, this is one of the most important industries in Canada today."

"I was greatly surprised to note to what an extent the farmers of this district have gone into the growing of beets. There are 1,200 farmers in Kent growing beets this year. Some of them have only four or five acres of beets, but many are growing as high as forty and forty-five acres, and when you consider that this crop brings in an average of \$50 an acre, you will understand in some sense what this must mean to Kent."

"The soil here seems especially adapted to beet culture, and the farmers appear to be experts in cultivating them. Beets are good for the land, and they are good for the farmers' pocket. They make the land clean for other crops to follow and sugar is an article for which

there is always a steady demand, and this is what makes the industry so valuable. They have an excellent plant at Wallaceburg, and I was much impressed with what I saw there."

It may be added, that farmers at first looked askance at the crop, and were with difficulty induced to try the experiment of growing a few acres of sugar beets. The wet summer of 1902, however, turned the tide; for, when all other crops proved failures, the beets were a resounding success. The reliability of the crop impressed the farmers in a way they have never forgotten, and year by year beets are being grown more largely, till to-day they form one of the many peculiar staples of these western counties.

OTTAWA PURE FOOD SHOW.

Prospects Bright for Success of First Foodstuffs Exhibition Next Week.

Ottawa grocers have been working hard for some time to assure the success of the Retail Merchants' Association's Pure Food Show, the first, by the way, to be held in the city, which will be one of the biggest features of the Central Canada exhibition from Wednesday, Sept. 16 to Saturday, 19th.

As matters stand at present everything points to a very successful show. The building secured is an ideal one for the purpose and the fittings and decorations have only been placed after a deal of study and planning. The space, at last reports was practically all disposed of and the exhibitors will include the best class of foodstuffs manufacturers from different parts of the Dominion and the United States.

C.M.A. CONVENTION NEXT WEEK.

Montreal Association Making Preparations to Entertain Visitors.

The thirty-seventh annual meeting of the Canadian Manufacturers' Association will take place on September 15, 16, 17 and 18, at the Windsor Hotel, Montreal. In an extremely pretty programme which has been published by the association the various matters which will engage the attention of the members are mentioned. In addition to the official programme the booklet contains many reproductions of Montreal's famous buildings and places, her theatres and hotels.

On Tuesday evening at eight o'clock the delegates will be entertained at the Peter Redpath Museum of McGill University by the Governor. On this occasion short addresses will be delivered by Principal Peterson, C.M.G. and Ald. Geo. W. Sadler, while R. Hobson will reply on behalf of the association. Arrangements have been made to give the members of the Association a trip around the Harbor. On the closing day a trip to Valleyfield has been arranged when the members will be the guests of

the Montreal Cotton Co. The evenings will be filled by banquets and theatre parties.

The biscuit and confectionery section of the association will hold a meeting in Room 135, which will be of especial interest to those connected with the grocery business.

Provision has been made for the ladies who will be entertained while the gentlemen are at the meetings.

The officers of the association are looking forward to one of the most successful meetings in the history of the organization.

E. D. MARCEAU REORGANIZES.

Quite reorganized, the old firm known as the E. D. Marceau Company, Montreal, is now transacting business under the style of the Marceau Tea and Coffee Company. Mr. Marceau is at the head of the business and will look after the interests of the new firm, which has purchased the trade marks Condor, Old Crow, Madam Huot, etc., from the old concern, as well as goodwill, fixtures and other things. Teas, coffees and vinegars will be handled in the old premises, corner St. Paul and St. Gabriel Sts.

MILLERS MEET IN TORONTO.

Emphasize Necessity to Keep Up Quality of Flour.

The annual meeting of the Dominion Millers' Association was held in the Board of Trade Building, Toronto, on Friday, Sept. 4th.

The principal business of the meeting was the election of officers and the votes of the sixty-seven members present resulted as follows: A. C. McLeod, Stratford, President; D. B. Wood, of Hamilton, 1st Vice-President and Mr. C. B. Watts, of Toronto, 2nd Vice-President and treasurer. After the elections several addresses on trade topics were given, one in particular by president-elect McLeod, emphasizing the necessity for preserving the quality of flour.

The association late in the afternoon adjourned to the exhibition grounds, where the annual dinner, a most successful function, was held.

CHANGES FIRM NAME.

Alphonse Raymond, who has been carrying on the business of J. A. Perreault & Co., 40-50 Plessis St., Montreal has decided to run the concern under his own name. The change went into effect September 1, and in future all pickles, catsup, jams, jellies and kindred lines coming from this house will bear the label of Alphonse Raymond. Mr. Raymond is one of the younger class of manufacturers in Montreal and his friends will be glad to see him make an even greater success of the business under his own name.

OUR CLERKS' CORNER

Some of the Difficulties the Grocer's Assistant Has to Contend With—How He Can Make Himself Most Useful to His Employer.

The ordinary man thinks it an easy thing to be a grocery clerk. It doesn't look to be very hard, but just wait until a crank comes into the store with a frown on his face; next a taster who tastes and prices for half an hour, and gets a good square meal and doesn't buy a cent's worth. Then others come in and tell you how much cheaper other stores are selling groceries and refuse to trade with you unless you cut. Then comes an order over the 'phone thick and fast in a woman's high-keyed voice, who rings off without giving her name. In an hour or two she rings you up again and asks why you haven't sent those groceries. While you are explaining matters to her in comes a man who sings off an order of flour, potatoes, sugar, coffee, etc., and who shoots out of the door and down the street. If you haven't caught the order you are expected to guess at it; then there is a roar.

Next comes a man who wants credit. He has traded at other stores and paid cash, and now has a job where he gets his pay only every two weeks. He pays promptly for several weeks, then he has a small balance. This keeps on for a while and finally his bill is all balance.

The next customer who comes in and asks for credit you politely ask where he traded last. He says: "I used to trade at Mr. A.'s, but he cheated me, so I thought I would try you."

"Shall I call Mr. A. and ask him if you are all right?" I ask. "No, you needn't go to that trouble," he says. "I don't have to trade here." And he goes out and slams the door. Just to satisfy yourself you call up Mr. A. and find that he owes \$100.

Then there is this kind of a customer—a man who has always paid cash, who meets with reverses and asks you for credit. You can't turn him down, as he has been a good customer. You let him have the goods. The bill keeps growing larger and larger and finally gets so large the man goes elsewhere to trade. Then you are out again.

I have found that the man who owes the largest bill is the one who can take in all the theatres, circuses and excursions.

Then there is the customer who rings up just before dinner and wants you to deliver a package of yeast foam 13 blocks away at once.

Another thing we have to contend with is the girl who comes in to call up her sweetheart and talks for 15 to 20 minutes when our regular customers are waiting to use the telephone.

HELPFUL HINTS FOR CLERKS.

Your salary comes out of the gross profits you make for your employer. Make more money for him and you will make more money for yourself.

Don't argue with customers. Give them the benefit of your experience and advice, but don't try to force upon them goods they don't want.

Don't make claims for your goods that you know the goods won't back up. The customer finds out the truth in the end and few customers will let you have a second chance to give them the worst of a deal.

Try to send every customer away satisfied. A satisfied customer is the kind that comes back.

Don't hide the "stickers" under the counter. Get them out and try to sell them. Often the proper display of an article means the difference between "sellers" and "stickers."

Any one can sell new, well advertised goods, but it takes a mighty good salesman to keep the odds and ends and hard sellers cleaned up.

Be a salesman, not a clerk. Learn to do things. Have a little initiative, and don't always wait to be told.

Look around and see what there is to do—and do it. That is the kind of a man who gets ahead nowadays.

Don't forget about the store the minute you get outside. Keep it in one corner of your mind all the time.

You often have a chance to drop a hint among your friends about new things "down at the store." It can't do any harm and may make business.

Get into the habit of doing these things. You know the way to get more money is to "show" your employer you are worth it.—Grocery World.

Study every customer and cultivate his acquaintance. It will help you increase your sales.

Learn the name of each customer who comes into the store.

Calling a person by name goes a long way toward breaking down that barrier of reserve which otherwise is so hard to get around.

Be glad to see people when they come in. It is just as easy, and you will feel better, and so will they.

Show goods to your customers as you would to your friends. Get out anything and everything which you think will interest them. Help make the selections and don't get restless or impatient while the customer is deciding what to buy; it has spoiled many a sale.

When you know a thing from "A to Z," you get enthusiasm and sincerity into your talk. Your argument is convincing and it's easy for you to sell goods. But it is hard work, and it's unpleasant, too, trying to sell something you don't know anything about.

NEW QUARTERS AT THE SOO.

W. H. Gillard & Co.'s Wholesale Branch Getting Into Larger Premises.

The wholesale branch of W. H. Gillard & Co., Hamilton, at Sault Ste. Marie, which was established in 1901, has just moved into new quarters in the Plummer Block, the change being necessitated by a rapidly-increasing business.

In describing the new premises the Soo Star says: "The new store is very spacious and extremely well lighted. The first floor front has been fitted up with iron columns, and plate glass windows, extending across the entire building. The interior is divided into two parts with high archways between, which gives it a very roomy, pleasing effect, and consists of two floors and a basement each 55x65 feet in extent, the entire space utilized being 10,725 square feet. The offices and sample room face Queen St. on the east side of the first floor and are being fitted up in first-class shape. The basement has been re-timbered and a passage made to receive goods from the Pim St. side, which will facilitate handling very much. The exterior is finished with Milton pressed brick and the building will be made as fireproof as possible. A warehouse, iron clad, 90x35 feet, stands in the rear, and is fitted for the handling of goods and freight with a minimum of labor. A driveway down the centre the entire length with raised platforms on either side, will render the loading and unloading very easy. The warehouse consists of two floors, and will also be made as fireproof as convenience will allow. The firm handles a great deal of freight by both boat and rail and every facility has been made to meet growing demands."

The Soo branch of W. H. Gillard & Co.'s business was established seven years ago, when they occupied a modest store, 20x30 feet, opposite the Leland Hotel. Since that time they have moved twice; first, to the Rothschild Building, corner of Queen and McDougall Sts., and then to the premises they have lately occupied in the Collins Block, Queen St. east.

The manager of the Soo branch is Charles A. Leaney, to whose business enterprise and ability much of the success of the firm is due. Mr. Leaney has been connected with Gillard & Co. for fourteen years, and has been manager of the Soo continuously since the inception of the branch except for a period of eighteen months when he was absent in the Northwest establishing business places for the company there. The Soo branch has grown until now it is one of the largest wholesale businesses between North Bay and Port Arthur, and a lease of the new building has been taken for a number of years.

P. G. Wilmot, grocer, Kingston, has assigned.

The wholesale grocer and liquor firm of Lucas, Steele & Bristol, Hamilton, has been changed to Geo. E. Bristol & Co.

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Australian Storekeepers

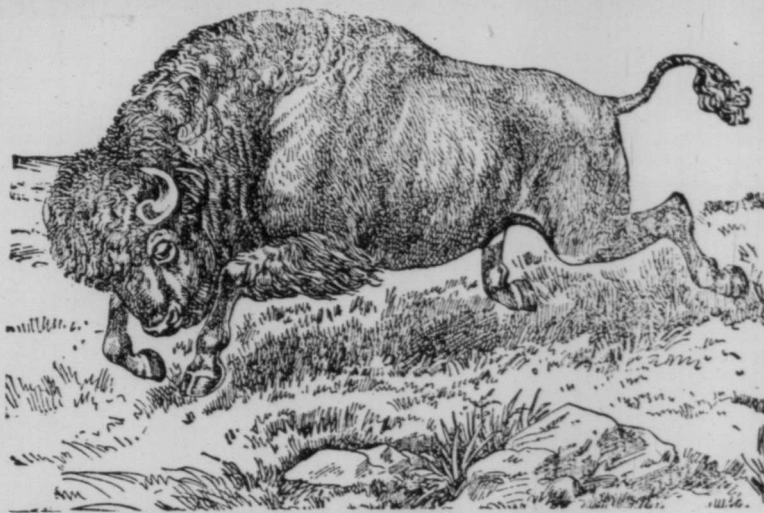
handle

**“OXOL”
FOR CATTLE**

in immense quantities.

Canadian Storekeepers

will shortly do the same.



“OXOL” FOR CATTLE

No. 1, “Oxol” Pulverised Doses ; No. 2, “Oxol” Drench for Calves ; No. 3, “Oxol” Horse Balls ;
No. 4, “Oxol” Salve ; No. 5, “Oxol” Easy Milking Pomadium ; No. 6, “Oxol” Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand

BUILDING A DEMAND

A TALK TO PRODUCERS



IT is a well-established fact that if you can get the *best class* of people to use your goods, the *mass* of the people will speedily follow suit. Consequently it is a very wise policy for manufacturers to *help retail dealers* by advertising their products to the best class of consumers. The most reliable advertising medium by which a manufacturer may talk to the *leading people* of every community in Canada is **THE BUSY MAN'S MAGAZINE**. Its circulation

is primarily a *quality* circulation. Every reader is in the “*good buyer*” class. There is positively no other publication which so *thoroughly* covers the Canadian field from one ocean to the other. If you are a manufacturer it will pay you to investigate.

RATES VERY MODERATE. RATE CARD AND SAMPLE COPY PROMPTLY MAILED ON REQUEST

THE BUSY MAN'S MAGAZINE

10 FRONT STREET EAST

TORONTO

A GROCER'S PICKLING WINDOW

Timely Display for the Present Season.

Vinegars, spices and pickle and preserving materials are very timely just at present and a window displaying these in an attractive manner is certain to be of considerable service in disposing of these goods.

The accompanying engraving illustrates a window of such a nature which appeared recently in the store of Rowat & Co., 234 Dundas Street, London. R. J. Doneghy, the manager of the store, who sent in the photo, sent also an interesting description of the methods and materials used in dressing it, as follows:

The floor of the window in front is covered with assorted spices in packages, including whole and ground goods, turmeric, currie, cinnamon, peppers, etc. With these are displayed price tickets attractively marked up. The sides of the window are dressed with bottles of pickles and olives. On the floor in the centre are bottles of malt vinegar, and on these, supported by a glass plate, is a display of malt, white wine and cider vinegars, to which are attached price tickets.

The window as a whole is very well worked up, the idea of displaying only a few lines and telling something about them being one, which is sure to bring results. It is to a large extent uniform, and yet departs enough from sameness to be free from any semblance of stiffness.

THE WINDOW AS A WEAPON.

The window of the grocery store is a weapon for offense and a weapon for defense. It is a sure reliance when cut-price chain stores beleaguer the dealer, and a silent salesman doing effective work among customers of nearby rivals who are "not up to snuff"—who do not realize upon their opportunities. The merchant who uses his show window properly ought to spend no time in bewailing the trade lost to him. He should be too busy—too busy supplying the new business the show window has brought him. The writer is sometimes told that advertising in newspapers is folly for the retail grocer. Other people have asked, "What's the use of fooling time away on a grocery window?" The answer is this: If an advertisement in the paper is a useless expense, then the show window service is a necessary expense. If the advertising in the paper fails because the grocer cannot draw people from distant parts to his store, the window should have its innings, because it is a local advertisement, operating only within a narrow limit, although sometimes exerting influence upon thousands of people within the limited radius.

A common mistake in window service is made by the people who believe that dressy, dainty windows are only for the neighborhoods and patrons of considerable gentility. The dainty store in a genteel neighborhood would do less ex-

ecution with a fine display than an ordinary store with an extraordinary window in an ordinary neighborhood could do, because the public has become accustomed to the former and not to the latter. If the grocer wishes to learn of the full possibilities of the show window let him work out a window-dressing plan in a common-looking store in a common neighborhood.

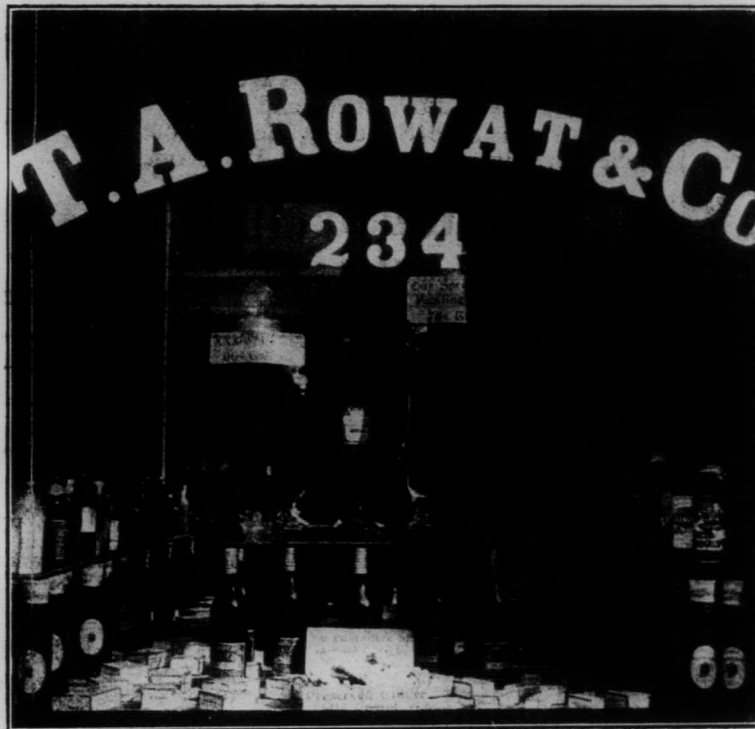
"What's the use?" has paralyzed a lot of window-dressing enthusiasm in the past. Ask John Wanamaker the question and he could answer that good show-window advertising is one of the secrets of success.

The store window of the grocers ranges from the sublime to the ridicul-

Doctor Curen's'' window remedy. Never fails.—Merchants' Review.

UTILIZING THE MEAT SLICER.

A grocer in Southern Illinois tells of a novel window display which he says did him more good than any use to which he had put his windows in a long time. It seems that he had just bought a new meat slicing machine, which, as it happened, reached him on a Friday. Bright and early Saturday morning he had the machine in the window with a small boy in a white apron working it. As he tells it: "I had the boy alternate the cutting ham and bacon and dried beef, first one for awhile and then another. Crowds gathered around watching the smooth, even slices fall from the machine, and the boy had hard work to keep up with the demand. I really believe that nearly all the sliced meat sold in our town that day was bought at my store; and the



A Pickling Window From T. A. Rowat & Co., London.

ous, from the admirable to the disappointing, from the grand to the mean, and in nearly every case of marked difference from the common type it will be found that there is not enough time or money used up to warrant the grocer in continuing to abstain from special work in the window. The saving is too small when the work is badly and seldom done, and the expense is too light when the work is well done—that is, to justify the grocer in trying to economize.

The hardest times are softened by show-window emollients. Try them.

The show window is a specific for "that tired feeling" in a business. Sometimes that business gets the grip—dry rot fastens on it, or something else ails it. Then is the time to try some of "Old

best of it is that the demand is keeping up. I am selling many times the amount I formerly did." The idea is one which might be taken up in almost every town. While meat slicers are in pretty general use, hundreds of people do not know what excellent goods they turn out, and a display like this should popularize the goods to a great extent.

C. H. Colson, representative of C. E. Colson & Son, Montreal, Canadian representatives for Crosse & Blackwell, was in Toronto the past week calling on the trade. Mr. Colson is returning from a very successful trip through Manitoba and the Northwest, and expresses himself as very much pleased with the business and prospects for the future.

THE CANADIAN GROCER

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

Royal Salad Dressing

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

Royal Salad Dressing is made only by

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

LARD

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

F. W. Fearman Co.

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

Careful selection of Hogs suitable for Canadian trade.

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

ASK FOR

O'MARA'S BACON
HAMS, LARD and SAUSAGES

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

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon Skinned Backs Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.

PACKING HOUSE:
FERGUS, - ONT.

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

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 8, 1908.

The cheese market is getting interesting by virtue of the fact that the yield may yet overtake that of last year. This possibility, however, is wholly dependent upon the sort of a fall we have. If we have a long, open autumn the prospects are that we will overtake last year's record, but, of course, if the fall is short and cold there will be no possibility of doing this. It must be remembered that the number of cows are far less this year than last, therefore, if the yield totals last year's it will indeed, be an accomplishment worth considering. Reports from United States points state that the keen competition for September make has already set in. This activity is due to the implied superiority of the September make over that of other months and this fact engenders the keenest sort of competition.

From the other side, cables report Canadian cheese to be very much in the limelight just now, and slowly advancing in price. The Cheshire product and the Canadian seem to be the only ones in the market which are attracting any attention at the present moment. It seems the Cheshire source of supply is not nearly so large as was expected, therefore, the Canadian arrivals will have to be on a much larger scale if England expects to supply her wants with our cheese. In London it is stated that stocks generally are very much depleted and dealers are beginning to be anxious regarding supplies. The demand has kept up much better there than was anticipated, and now that the home make is much cut down owing to the hot weather Canadian cheese will be higher in the London markets. From other parts of England reports state markets are firm and prices advancing.

The receipts of cheese for the week ending September 5 were 70,849 boxes, against 66,045 boxes for the corresponding week of 1907. This shows a balance in favor of the present season of 1908 of 4,804 boxes. The receipts for the year, up to Sept. 5, have been 1,232,642 boxes, against 1,409,576 boxes for the corresponding period of 1907. These figures show a balance in favor of 1907 which it will be difficult for us to equal this year.

The butter market is in a speculative condition at the present time. Exporters are said to be losing money, owing to the high prices which they are paying in the country, and this butter is going into storage here, which looks as though a rise in price were expected. Such a condition is highly logical now, owing to the prospective shortage in the make this year. With the most auspicious weather we can hardly catch

up with last year's yield, which was not by any means a large one. Reasoning on the basis that the make will be shorter this year it does certainly appear as though the chances of a rise would be good. This appears all right, but an English authority claims that it will not work out so, speaking for England, and it might be that the same reasons which he advances will obtain, to some extent at least, in this country. He claims that the poorer classes, in anticipation of a hard winter, are taking the bull by the horns and are seeking substitutes for some forms of foodstuffs, where they can be found. Margarine is naturally the thing which they turn to in such a time as this so in all probability the demand for butter in England will fall off materially during the winter months. While the Canadian working man will not entirely forsake butter and cannot buy margarine in Canada owing to the pure food laws, if there is a business depression here this winter the strictest economy will be necessary. Therefore, the consumption will not be so great as was anticipated, and the make may prove quite ample to supply all needs. The Danish make is increasing owing to the rains which have fallen in that country. The shipments from the United States to England are increasing, so it looks as though there would soon be enough but-

ter arriving in the English markets to supply all requirements. At any rate it does not appear probable that the present top-heavy prices could continue much longer.

At the present moment there is practically nothing going forward in an export way, from Canada, as the prices are so high as to be prohibitive. A local dealer states stocks are large but not too much so, as he anticipates a large home demand, and thinks the supplies will not be equal to the requirements.

Two rather flattering statements can be made about the two leading Canadian products this week, and one is that Canadian butter remained the steadiest during the fluctuations which have taken place on the English market. This fact speaks well for this country. Another point which is a source of gratification to us is the fact that there has been much less complaining on the part of Englishmen regarding green cheese. This practice at one time bid fair to ruin the Canadian cheese trade, and also reflected on the butter trade.

The receipts of butter for the week ending Sept. 5 were 14,467 packages, against 10,932 packages for the corresponding period of last year. The receipts up-to-date are 294,689 packages against 292,206 packages for the corresponding period of last year. These latter figures show an increase over last year, and it remains to be seen whether or not this lead can be maintained.

THE PROVISION SITUATION

Toronto, Sept. 8, 1908.

The immediate outlook is rather blue for the packers, taking this week's conditions into consideration. Last week we reported no hogs, but pretty fair local business. This week, combined with a continued scarcity of working material, is the fact that local demand has fallen off rather materially. This, with no improvement in the English market and only small lots going forward, looks rather serious. And it is. Business is so depressed in some quarters this week that one or two of the smaller concerns are not killing at all, and this, too, on very light reserve stocks. The fact is the packers, in view of prevailing market conditions, are not at all anxious to pay the comparatively high prices the farmers demand.

What has become of the brisk local demand usually in evidence at this time of the year is rather an enigma. It has dropped, however, rather materially, probably in a good many cases as a result of smaller business being done in other lines of industry during the spring.

The English market, which continues to be well supplied by the Danes, and at spasmodic intervals by united shippers, is steady, though not too favorable. Local packers, under present conditions, are sending over only about a third of the product weekly that they did earlier in the season, and in a short time, too, the season of usual good summer business will be over.

Packers are offering \$6.25 for hogs on cars, but even this comparatively good price is failing to bring out anything but a mediocre supply and even then the quality is quite questionable. Truly the whole situation is not encouraging. Whether the farmer has been too much engrossed with politics or the Toronto fair the past two weeks to pay any attention to the opportunities of the hog markets, is a question no one can answer but themselves. In any event, something will have to turn up one way or the other very soon or the packing house dividends will not be very encouraging at the end of the year.


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

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

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

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

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


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

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

PROVISION MARKETS

MONTREAL.

BUTTER—Butter is somewhat easier this week, owing to increased receipts. The price is still too high for any export business, therefore, the greater number of packages arriving are going into storage. The make is improving in quality, which as in the case of other dairy products, is the result of cooler weather.

Fresh Creamery, solids, 1 lb.....	0 24	0 25
prints, lb.....	0 24	0 25
Dairy, tubs, lb.....	0 20	0 22

CHEESE—The price of cheese is slightly higher this week, owing to lessened supplies arriving and advanced prices at the country boards. The maximum price this week is 12½c, instead of 12¼c, as last reported. Locally, the demand is good.

Cheese, new, large.....	0 12½	0 12½
" twins.....	0 12½	0 13
" old.....	0 15	0 15½

EGGS—The egg market locally is in good condition and supplies are arriving fairly freely. Prices have not changed since our last report. The quality is improving as the weather becomes cooler.

New laid.....	0 23
No. 1 Eggs.....	0 19
No. 2 Eggs.....	0 15

HONEY—New honey is arriving in good quantity and is being taken up by buyers as fast as it is offered. Small lots of comb honey are arriving, the demand being chiefly for the white strained variety. The dark extracted lines are stronger in the maximum price by a cent. Other prices remain the same as at last quotation.

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

TORONTO.

PROVISIONS—Satisfactory trading has been done, but the exhibition record of a year ago has not been reached. Packing houses are not doing much killing just now and the visible supply in the storehouses is gradually diminishing. Quotations remain at last week's figures. Long, clear bacon is hard to obtain, and the smoked and cooked lines are in great demand. Supplies are expected to be better in a month's time, when more hogs will be offered for sale at the packing houses.

Long clear bacon, per lb.....	0 11½	0 11½
Smoked breakfast bacon, per lb.....	0 14½	0 15
Roll bacon, per lb.....	0 11	0 11½
Light hams, per lb.....	0 14½	0 15
Medium hams, per lb.....	0 14	0 15
Large hams, per lb.....	0 12	0 12½
Shoulder hams, per lb.....	0 09½	0 10
Bacon, plain, per lb.....	0 17	
" pea meal.....	0 17½	
Heavy mess pork, per bbl.....	18 50	19 01
Short cut, per bbl.....	23 50	
Lard, tierces, per lb.....	0 12½	
" tubs.....	0 12½	
" pails.....	0 15	
" compounds, per lb.....	0 28	0 09½
" lard, per 200-lb. bbl.....	15 50	16 01
Dressed hogs.....	0 09½	0 09½

HONEY—Although this line is more plentiful in supply than a year ago, the honey crop this season is only about half an average one. Prices are 9c to 9½c for 60-lb. tins and 9½c to 10½c for smaller sizes.

BUTTER—Big demand is still keeping up the price. Supplies are fair, but not too great. Montreal is asking for some for export, but England will not pay the prevailing price. Packing is going on as during the past few weeks.

	Per lb.
Creamery prints.....	0 25 0 26
Creamery solids.....	0 24 0 24½
Farmers' separator butter.....	0 23 0 24
Dairy prints, choice.....	0 22 0 23
" ordinary.....	0 18 0 20
" tubs, choice.....	0 21 0 22
Bakers' butter.....	0 18 0 19

EGGS—The conditions of a week ago continue to rule the market and the prices asked then prevail now, 20 cents to 21 cents. Supplies are free, but there is a big demand, too. The shrinkage is almost as great as ever.

CHEESE—Slowly moving is this line. With the exit of old cheese the new varieties have fared up a little.

Cheese, large, prime old.....	0 14	0 15½
" " new.....	0 13	0 13½
" twins, new.....	0 13½	0 13½

POULTRY—A further decline in the price of chickens and hens is noted this week because of the very free supply. Ducks are not so plentiful and turkeys are hard to obtain. The poultry line is developing better business than a year ago, and augurs well for the fall season.

Spring chickens, per lb, live.....	0 09
Hens, per lb., live.....	0 07
Young ducks, per lb.....	0 08
Turkeys, per lb.....	0 13

WINNIPEG.

EGGS—There is a good demand and, country supplies being light, a further advance may be expected at any time. Produce houses are paying 22 cents f.o.b. Winnipeg subject to candling.

BUTTER—Supplies of dairy butter are light and the price is advancing. For No. 1 dairy, produce houses are paying 20c f.o.b. Winnipeg and for No. 2, 17c.

AN ATTRACTIVE EXHIBIT.

One of the most attractive exhibits in the Manufacturers' Building of the Canadian National Exhibition at Toronto is that of the "SALADA" Tea Co., the decorations being carried out in a purely Oriental manner. Large bronze figures of East Indian warriors surmount each corner, and hold in their hands banners bearing the word SALADA. Below these are a series of panels executed in low relief depicting the methods of tea manufacture. A series of ebony elephants, starting with one three feet high, and graduating down to a tiny little one not more than three inches high, have caused a great deal of admiring comment. A. R. Whittemore, advertising manager of the "SALADA" Tea Co., is in charge of the exhibit, and has with him an East Indian, who is dressed in his complete native costume.

F. J. Hodgson, secretary the Montreal Biscuit Company, has returned home from a few weeks' vacation at his summer home on the Lake of Two Mountains.

Q

of the time

Mag

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

The Trade's Co-Operation

The co-operation of the trade with the advertising campaign of CLARK'S OX TONGUE has resulted in good profits to them. This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My new advertising campaign is now on. It includes

CLARK'S CORNED BEEF
 " **OX TONGUE**
 " **PORK & BEANS**
 " **POTTED MEATS**

Make your stocks complete and be ready to meet the demand.

WM. CLARK
 Manufacturer
MONTREAL

THE VALUE OF BOVRIL



and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz.

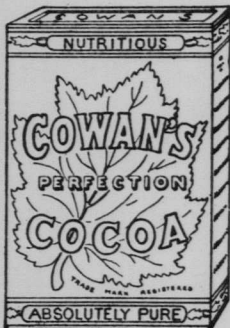
A post card addressed to

BOVRIL Ltd.
 27 St. Peter St. **MONTREAL**

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

Delightful in Flavor
COWAN'S
Cocoa and Chocolate

The people of Canada know that Cowan's Cocoa and Chocolate have no peer.



Are you pushing Cowan's? The way to create a permanent buyer of Cocoa is to sell her Cowan's Cocoa. Its absolute purity fosters appetite.

The Cowan Co., Ltd.

By Royal  Letters Patent
Nelson's Opaque, Brilliant,
Isinglass, Leaf, **Gelatine**
and Powdered

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

Nelson's Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY
G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Chocolate Season

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

Mott's
Chocolate

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

"Diamond" and "Elite"

brands. Your Jobbers carry both.

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

SELLING AGENTS:

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

OVER

Two Thousand

persons passed through "The Home of Shredded Wheat" on August 17, 1908, and saw the unique and interesting process of making

Shredded Wheat

The exact number was 2,141, establishing a high-water mark for one day's visitors to this plant. On August 13th the number of visitors was 2,016. The daily average for the summer was about 1,500 visitors.

No other food factory in the world throws open its doors to so many visitors. This advertising costs money, but it makes consumers of Shredded Wheat and customers for YOU. It is only a small part of our advertising expense. We don't allow Shredded Wheat to stick to your shelves.

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

The Canadian Shredded Wheat Co.
Niagara Falls, Ont.

THE FL

An Advanc

Grain market about the same and millers report generally good with less passing.

The only change week is an advance in rolled oats firming the report fall given in a couple of weeks. firmer markets. poor outlook for crop has turned quality, light millers' purposes have not yet been reported so crop also.

M

FLOUR—The about the same however, to no improvement in price. During the year there has been some inquiry but so far the account have a demand of 30,000 to South Africa as at last quoting off for the crop becomes. A local house they are after Argentine can is a good crop prices will go shortage the product will go up France and B has placed the position.

Winter wheat patent
Straight rollers.....
Extra.....
Royal Household...
Glenora.....
Manitoba spring whe...
" strong bak...
Five Roses.....
Harvest Queen.....

ROLLED
quiet, very 1 though it may improvement in the country of improving small and or ments. Price

Fine oatmeal, bags
Standard oatmeal,
Granulated "
Gold dust oatmeal...
White cornmeal...
Rolled oats, 90-lb. b...
" 80-lb. b...
" bbls....

FEED—Br and in some and received ed. Business as many mi

THE FLOUR AND CEREAL MARKETS

An Advance in Ontario Rolled Oats—Flour Market Steady and Firm.

Grain markets generally remain on about the same basis as at last reports and millers report local business as generally good with very little export business passing.

The only change noticeable during the week is an advance of 5 cents on Ontario rolled oats and oatmeal, this confirming the reports of higher oats this fall given in these columns the past couple of weeks. The advance is due to firmer markets consequent on rather a poor outlook for oats. The Ontario crop has turned out to be of rather poor quality, light and unsatisfactory for millers' purposes. While western oats have not yet been received in any quantity reports speak unfavorably of this crop also.

MONTREAL.

FLOUR—The flour situation remains about the same as last week with this, however, to note, that there is a slight improvement in the volume of trade passing. During the last week there has been some inquiry from foreign points but so far the orders filled for foreign account have been very small. A shipment of 30,000 sacks has gone forward to South Africa. Prices rule the same as at last quotation. Buyers are holding off for better prices when the new crop becomes a factor in the market. A local house says they will get what they are after according to what the Argentine can do this year. If there is a good crop of wheat there Canadian prices will go down, but if there is a shortage the price of the Canadian product will go up. There is a shortage in France and Russia this season, so this has placed the Argentine in a pivotal position.

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

ROLLED OATS—This market is quiet, very little business passing, although it may be said there is a slight improvement over last week. Business in the country shows some faint signs of improving. The orders received are small and only for immediate requirements. Prices are the same.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated ".....	3 45
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 95 2 00
Rolled oats, 90-lb. bags.....	2 80
" 80-lb. bags.....	2 80
" bbls.....	5 60

FEED—Bran is in fairly good demand and in some cases \$23 has been asked and received. Supplies are very limited. Business is picking up generally, as many mills which have been closed

down are now opening up. There is considerable inquiry for shorts and middlings and the market is strong.

Ontario bran.....	21 00 23 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 26 00
bran.....	0 22 23 00
Moullille, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 60 1 70

TORONTO.

FLOUR—The market is unchanged on a firm basis. Local business continues fairly good with little export being done.

Manitoba Wheat.	
60 per cent. patents.....	5 30
85 " ".....	5 00
Strong bakers.....	4 80

Winter Wheat.	
Straight roller.....	3 7 3 80
Patents.....	4 60
Blended.....	4 20

CEREALS—An advance of 5 cents in rolled oats and oatmeal during the week bears out the promises of stronger oat markets made in these columns recently. The Ontario oats coming in are of very poor quality, so much so millers say that they cannot be used for usual purposes. Western oats have not yet arrived in Toronto but reports place this crop also as light.

Rolled wheat in barrels, 100 lbs.....	2 65
oats in bags per bag 90 lbs.....	2 80
Oatmeal, standard and granulated, in bags 98 lbs.....	3 10

OPPORTUNITIES IN THE WEST INDIES.

Flour Exporters and Soap Makers Should Exploit That Market.

C. S. Pickford, of Pickford & Black, Halifax, the large ship owners, was in Toronto this week looking after the West Indies exhibit at the Canadian National, and made a pleasant call on The Grocer. In speaking of the development of trade between Canada and the West Indies, Mr. Pickford said emphatically: "There's lots of business down there for Canadian firms, but they don't go after it. Goods must be sold down there just the same way they are here and representatives must be on the field to keep things going."

Mr. Pickford spoke especially for opportunity for trade in flour and soap. "Why," he said, "the warehouses are piled full of other soaps and an immense business is done."

Speaking humorously, he said, "The women wash standing in the rivers with their clothes wrapped around them, and slush the soap around at a great rate, letting the most of it float away. Some business has been done in the West Indies by Canadian soap manufacturers," Mr. Pickford says, "but there are large possibilities not yet touched."

W. H. Halford, of Shaw T. Nishimura & Co., Montreal, has returned from a business trip to Quebec.

Listen To This!

His Wife's Wise Advice

Grocer's Better 3-4: Henry, I paid a social call on Mrs. Thompson this afternoon, and she told me that she never knew before that one soda biscuit could be better than another. She said that she borrowed a few from a neighbor who told her they were MOONEY'S; and they certainly were fine! She's going to buy some MOONEY'S from you next week. Hadn't you better lay in a stock, seeing they're so good? Grocer: By jove, I'll send in a 'phone order right away.

He did! Go, thou and do likewise!!



(Here's the box; every cracker in it is just "Perfection.")

The Mooney Biscuit & Candy Company,

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COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

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

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Freight is no more on full strength
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containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
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BEAN CROP BELOW AVERAGE.

Reports From Western Ontario Not Too Favorable—An Early Harvest.

Special Correspondence of The Canadian Grocer.

Chatham, Sept. 8.—The continued dry weather of late has been ideal weather for the bean harvest, which is now under way in many parts of Southwestern Ontario. At no season does the crop stand to suffer so heavily by rain as during the harvest season. Hence, good weather for the next few weeks will be a boon to bean raisers.

Reports as to the extent and condition of the crop are rather conflicting. Nevertheless, everything goes to confirm the earlier reports that the dry weather earlier in the season and the heavy rains later both had a very detrimental effect in quite a few sections. The hot weather caused the beans to ripen quickly, before the pods were filled. The rain, which lasted almost continuously for a couple of weeks immediately after the warm, dry spell, played havoc with this ripening crop, causing a new growth to start.

As a result, reports from many sections voice the same complaint: that in

many places the beans are injured by the wet, while in others the pods are not well filled. One report says: "The yield will be away below the average, and the quality inferior." This statement is, however, perhaps somewhat extreme, and buyers are confident that the damage done, while not inconsiderable, is by no means what might be called general. The harvest is exceptionally early this year.

THE CARE OF SHOW CASES.

Numbers of glass cases are ruined yearly from lack of proper attention, says an exchange. Small cracks appear, caused by heat or contact with hard, heavy bodies, and if these cracks are not at once attended to they soon spread. An excellent method to prevent a crack from spreading is to draw a short scratch at right angles with a diamond or a glass cutter; this will prevent a crack from spreading in every case. Cases should be set perfectly level on the floor, especially the new all-glass variety, which, if this is not done, are certain to warp. The legs of the case should be propped to the required height from the floor to ensure their sitting true. If these methods on the care of show cases are followed out they will likely repay owners for the care taken by retaining a better appearance for a considerable time.

The following is suggested as a practical method to remove scratches from show cases: Dissolve 1 oz. of white wax in a pint of pure turpentine. To dissolve the wax place the vessel containing the turpentine over a burner and warm, and apply with a soft cloth. This will in every sense greatly improve the surface. For cleaning glass a good method is as follows: Mix 1 oz. of whiting, 1 oz. of alcohol and 1 oz. of water of ammonia in a pint of water. Apply with a soft cloth, allow to dry and then wipe off.

TAKING ANOTHER AGENCY.

A circular to the Toronto wholesale trade this week announces the appointment of the MacLaren Imperial Cheese Co. as selling agents for Toronto of Wethey's condensed mince meat. The MacLaren Co. have represented J. H. Wethey for some time past in Laurel canned goods.



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Largely advertised and good profit. Private brands to order.
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This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNIROOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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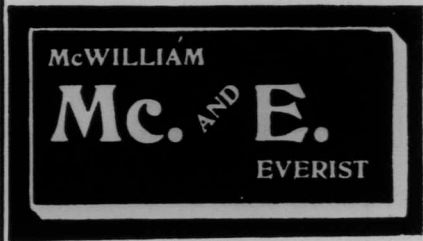
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FRUITS, VEGETABLES AND FISH

Canadian Peaches, Plums, Pears and Grapes Free in Supply and Supplanting Imported Lines—New Brunswick Delaware Potatoes Arriving in Ontario Markets and May Oust Ontario Varieties—Oysters Going Well in Inland Points.

FRUIT NEWS

PEACHES ARE NOW COMING IN FINE SHAPE. LET US HAVE YOUR ORDERS FOR PEACHES, PLUMS AND PEARS. WE ARE THE HEAVIEST RECEIVERS IN CANADA OF SMALL FRUIT.



Let Us Have Your Orders.

Will Charge Market Price Day of Shipment.

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Best Lemons on Earth

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"HOMEGUARD"

"KICKING"

"MAPLE LEAF"

"PUCK"

THE BEST QUALITY HONESTLY PACKED

J. J. McCabe

32 Church Street, Toronto

Late fruit and vegetable lines appear to be the feature in all Canadian markets. Native fruits have displaced imported varieties, and Canadian peaches, plums, pears and grapes are arriving freely on the home markets.

Bananas from South America are an attraction on the Toronto market, but they have yet to win their laurels. Some late lemons are offered cheap on the Ontario markets. The Messinas will not arrive for two months yet.

New Brunswick Delaware potatoes are beginning to reach Western Ontario, and it is believed will supplant the native Ontario brands, as these latter have not been up to the standard set by the samples seen earlier in the season. All pickling vegetables are good stock, and are expected to be splendid sellers.

All fish lines are again freer in supply. The Toronto Exhibition has been the cause of much business, not only in fish, but in other lines as well. Oysters are now going out in satisfactory quantities to inland points.

MONTREAL.

GREEN FRUITS—This market remains the same as last week as regards price but demand has not been quite as good.

California oranges, late Valencia	4 00	5 00
Peaches, boxes	1 50	2 00
Plums, 4 basket crate	1 50	2 00
Pears, boxes	2 50	3 25
Verdell lemons	3 75	4 00
Bananas, per bunch	1 50	1 75
Cocoanuts, per bag	3 50	4 00
Watermelons, each	0 30	0 40
Pineapples	3 50	4 00
Blueberries, 18-20 qt. box	1 75	2 25
New Apples, per bbl	1 75	2 25
Montreal melons, per basket of 13-14 melons	3 00	5 00
Blackberries, per quart	0 03	0 12
Can Peaches, basket	0 50	0 75
" Plums, basket	0 50	0 75
" Pears, basket	0 40	0 60

VEGETABLES — Montreal potatoes are now quoted by the bag at 90c. Many lines are a little stronger this week, among which may be mentioned parsley, watercress, spinach, beets, green beans. Egg plant is quoted at 75c instead of \$1 per doz. Pumpkins and squash are being quoted at 16c to 20c apiece. Turnips are now selling by the bag at \$1. Other lines remain the same.

Parsley, per doz. bunches	0 15
Bag, per doz.	0 50
Savory, per doz.	0 25
Celery, doz.	0 40
Water cress, large bunches, per doz	0 25
Spinach, box	0 50
Green peppers, doz.	0 15
Montreal cucumbers, doz.	0 15
Beets doz bunch	0 15
Carrots, doz. bunch	0 20
Montreal tomatoes, gin box	0 25
Spanish onions, large crates	2 25
Lettuce, per doz.	0 40
Radishes, doz.	0 10
Horse radish, per lb.	0 10
Beans, green, bag	0 90
Egg plant, doz	0 75
Cabbage, doz	0 30
Montreal new potatoes, bag	0 90
Onions large bunch	0 15
Fresh corn, per doz	0 07
Turnips, bag	1 10
P. mpkins	0 15
Squash	0 15

FISH—Haddock and cod continue to be scarce and prices are firm. Lake

trout and whitefish are more plentiful, but dore and pike continue scarce. Halibut is in better supply. Brook trout are now coming in more freely. Demand for oysters is brightening up. Shell oysters are expected after October 1. Prepared and salted lines are in good demand. A few lines have declined.

Fresh and Frozen Fish.

B.C. salmon, frozen	0 14
Brook trout, lb	0 22
Haddock, per lb	0 05
Fresh halibut	0 10
Mackerel	0 12
Dore	0 06
Steak cod, lb	0 04
Market cod, lb	0 05
Pike, lb	0 05
Whitefish, lb	0 10
Lake trout	0 10
Sea trout, lb	0 14
Flounders, lb	0 10
Bluefish, lb	0 17
American live lobsters	0 24
Bullheads (dressed)	0 10
Smoked and Prepared—	
Kipperd Herring, 50 in box	1 25
Yarmouth Bloaters, per box	1 10
Shredded cod, box of 2 dozen cartons	1 81
Skinless cod, 100 lb. cases	5 60
Boneless cod, 20 lb. boxes	0 05
Boneless fish, 20-lb. boxes, blocks	0 06
Boneless fish, 25-lb. boxes, per lb.	0 04
Smoked herring, box	0 18
Dry cod, 112 lb. bundles	6 75
Oysters and Lobsters—	
American live lobsters, lb	0 24
Standards, bulk, per imp. gal	1 50
Standards, quart tins, sealed	0 40
Paper pails, 100, pint size	1 10
" 100, quart size	1 50
Pickled fish—	
No. 1 Mackerel, 20-lb. kits	1 75
No. 1 mackerel, half lb.	8 00
Green cod, large, per 20	7 00
Green cod, "	8 00
Labrador herring, bbls.	5 75

TORONTO.

GREEN FRUITS—A splendid business was done last week, the Exhibition and the holiday inducing grocers and retail fruit men to lay in large stocks. As a consequence, prices remained firm and this week the same conditions prevail. Evidently great quantities of fruit were consumed locally. The early days of this week saw another big demand at fair prices. Peaches, plums, pears and grapes are coming in heavily this week. Early Crawford's are the principal peach line, and blue, purple, green and some few odd lots of egg are the varieties of plums offering. Some splendid Bartlett pears are arriving, and not a few pickling pears are being sent out. The intermediate lines of pears are slow. Green and blue grapes are offered in large and small basket lots, and melons, though not such large quantities, are offering in plentiful supply.

Some bananas from South America, the first of the season, are a novelty, and Canadian crab apples in basket lots are now seen on the market. Lemons have declined somewhat in price. The new Messinas will not arrive for two months yet. Prices generally are slightly easier than a week ago.

Peaches, Canadian, early, Crawford's	0 50	1 00
" " " " St. John Freestone	0 40	1 25
Plums, Canadian greengage	0 40	0 60
" " " " large blue basket	0 35	0 50
Pears, Canadian, Bartlett	0 40	0 50
" " " " preserving	0 25	0 35

Grapes, Canadian, blue
" " " " green
" " " " California, green
Apples, Canadian, basket
" " " " fall, bbl
Crab Apples, basket
Musk Melon, Canadian
Cantaloups Canadian
Blueberries
Oranges, late Valencia
Lemons, California
Limes, per case
Bananas Jamaica, 11
" " " " Jamaica eight
" " " " jumbos
Watermelons
Blackberries

VEGETABLES

that there is business, compared to a year ago, very satisfactory. Vegetable prices are generally lower than last year. Potatoes are now offering earlier than last year. New Brunswick potatoes are in car lots, and should the latter Tomatoes are all pickling turnips and la lines, but eat fruit lines, somewhat in pretty firm.

Cucumbers, Canadian
Gherkins, basket
Tomatoes, Canadian
Beets, Canadian, basket
Egg plant, basket
Beans, wax, per bushel
Potatoes, Ontario, 1
" " " " New Brunswick
" " " " sweet, basket
" " " " ha
Onions, Spanish, per bushel
" " " " white, pick
" " " " Canadian
Carrots, new, per bushel
Green Peppers, basket
Red Peppers, basket
Cabbage, Canadian
Green corn, doz.
Vegetable marrow
Squash, basket doz
White turnips, bushel
Cauliflower, doz.
Celery, native, doz
" " imported, doz

FISH

being done business this was a year seller, and so plies have been demand has lines offering tion to visit fish are now line. Prices ago, and will while the de

Perch, large, per lb
Blue pickerel, per lb
White fish, George
Herring, medium
Whitefish, Lake E
Cod, fresh
Trout, fresh, per lb
Halibut, fresh, per lb
Shredded cod, per lb
Bluefish, small white
Haddock, fresh
Sturgeon, per lb
Sea salmon
Pike
Pickerel, yellow
Herring, smoked
Mackerel, each
Smelts, per pound
Pollock
Oysters, Long Is.

A. H. B. Co., Montreal grocery job Toronto la ness good.

Grapes, Canadian, blue, basket.....	0 20	0 60
" " California, green.....	0 25	0 30
" " California, green, crate.....	2 60	2 75
Apples, Canadian, basket.....	0 20	0 30
" " fall, bbl.....	1 50	2 00
Cran Apples, basket.....	0 20	0 25
Musk Melon, Canadian, case.....	0 40	0 50
Cantaloups Canadian, Rockyfords.....	0 35	0 50
Blueberries.....	0 85	0 90
Oranges, late Valencias, California, box.....	4 25	5 00
Lemons, California.....	3 15	4 50
Limes, per case.....	1 75	2 25
Bananas Jamaica, firsts.....	1 25	1 50
" " Jamaica eights.....	1 50	2 10
" " Jumbos.....	0 25	0 35
Watermelons.....	0 07	0 09
Blackberries.....	0 07	0 09

VEGETABLES — Notwithstanding that there is a slight falling away of business, compared with this time a year ago, very satisfactory trading has been done. Vegetable lines are better in quality than last year, though the Ontario potatoes are not now so good as those offering earlier in the season. However, New Brunswick Delawares are coming in in car lots, and will supplant Ontarios should the latter not improve in quality. Tomatoes are a good stock, and, in fact, all pickling lines are fine. Carrots, turnips and late vegetables are first-rate lines, but cabbage is going off. Like fruit lines, vegetables have declined somewhat in price, though the market is pretty firm.

Cucumbers, Canadian, per basket.....	0 20	0 25
Gherkins, basket.....	0 15	0 25
Tomatoes, Canadian, red, per basket.....	0 15	0 25
" " green.....	0 25	0 35
Beets, Canadian, basket.....	0 20	0 25
Egg plant, basket.....	0 40	0 40
Beans, wax, per basket.....	0 80	0 90
Potatoes, Ontario, per bag.....	0 95	0 95
" " New Brunswick, per bag.....	1 50	2 00
" " sweet, barrel.....	0 90	0 90
" " hamper.....	0 75	1 00
Onions, Spanish, per 50 lb. crate.....	0 35	0 35
" " white, pickling, basket.....	0 40	0 50
" " Canadian, dried, basket.....	0 25	0 25
Carrots, new, per bushel.....	0 40	0 50
Green Peppers, basket.....	0 40	0 40
Red Peppers, basket.....	1 25	1 25
Cabbage, Canadian, bbl.....	0 07	0 18
Green corn, doz.....	0 25	0 30
Vegetable marrow, basket.....	0 50	0 50
Squash, basket doz.....	1 25	1 25
White turnips, bush.....	0 35	0 48
Caiflower doz.....	0 35	0 48
Celery, native, doz.....	0 35	0 48
" " imported, doz.....	0 35	0 60

FISH—Very satisfactory trading is being done locally and the Exhibition business this year is a bit better than it was a year ago. Oysters are a good seller, and so are all the other lines. Supplies have been more than fair, and the demand has been brisk. The variety of lines offering are proving a great attraction to visitors, and large quantities of fish are now being used as a breakfast line. Prices are unchanged from a week ago, and will likely remain so at present while the demand keeps up.

Perch, large, per lb.....	0 01	0 01
Blue pickerel, per lb.....	0 05	0 07
White fish, Georgian Bay, per lb.....	0 05	0 11
Herring, medium, per lb.....	0 05	0 07
Whitefish, Lake Erie.....	0 08	0 11
Cod, fresh.....	0 08	0 09
Trout, fresh, per lb.....	0 11	0 11
Halibut, fresh caught.....	0 10	0 20
Shredded cod, per doz.....	0 07	0 07
Bladdins, small white, per lb.....	0 12	0 13
Haddock, fresh.....	0 15	0 18
Sturgeon, per lb.....	0 05	0 05
Sea salmon.....	0 05	0 05
Pike.....	0 03	0 09
Pickerel, yellow.....	0 03	0 09
Herring, smoked, bundle.....	0 20	0 30
Mackerel, each.....	0 20	0 30
Smelts, per pound.....	0 20	0 30
Fallock.....	0 05	0 05
Oysters, Long Island, gal.....	1 75	1 75

A. H. Brittain, of A. H. Brittain & Co., Montreal, was a caller upon the grocery jobbing trade in Hamilton and Toronto last week. He reports business good.

LEMONS

Fancy Verdelli Lemons Home Guard and Leaf Brands

The present hot weather will make them fly.

Prices Reasonable.

ORANGES—Late Valencias. Fine juicy stock, all sizes.

WHITE & CO., Limited
TORONTO and HAMILTON

W.B. offers NEW MESSINA LEMONS
The Famous Pack of
Profit Makers **Tracuzzi Bros.** Order them
Wholesale Fruit Broker **W. B. STRINGER** Toronto Canada

FRESH ARRIVALS

**Extra Fancy New Verdelli Lemons
California Late Valencia Oranges**

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California **P** LUMS
PEARS Prices Reasonable
PEACHES

HUGH WALKER & SON
GUELPH, ONT.

A car of fancy New Verdelli Lemons, Fancy Late Valencia Oranges, Musk Melons, Watermelons, and a full assortment of all home grown fruits, fresh every day.

THE DAWSON COMMISSION CO., TORONTO

BANANA CONSUMPTION INCREASING.

Exports in 1907 Show Advance of 14 Per Cent. Over Previous Year.

According to figures furnished by the United Fruit Co., of New York, the world's consumption of bananas is increasing to a rather material extent. Figures showing the total annual exports for the past five years show that in that time this business has practically doubled. The past year itself shows an increase over 1906 of 14.57 per cent. The following table from the New York Journal of Commerce gives the figures in detail, and shows how each year gives a corresponding increase over the previous one:

	Bunches.	Percentage of increase over prev. year.
1903	5,139,063	23.11
1904	6,065,400	18.02
1905	7,283,000	20.07
1906	8,872,729	21.82
1907	10,165,759	14.57

During 1907 the bananas exported were despatched to the following ports:

	Bunches.
United States—	
New York	1,236,846
Boston	1,273,398
Philadelphia	59,304
New Orleans	4,056,303
Mobile	406,229

Total	7,032,080
United Kingdom—	
Manchester	2,235,117
Bristol	898,562
Total	3,133,679

Grand total 10,165,759

While some shipments of bananas do reach Canada via Halifax and St. John, the bulk of the shipments come in via New York, hence the United States ports are necessarily credited with the acceptance of more fruit than are used in that district.

It is an interesting fact that the receipts of the fruit at Manchester are almost twice those at any of the United States Atlantic ports.

ORDER-TAKER NOT A SALESMAN.

The order-taker is one who is led by the buyer. The salesman is one who leads the buyer. The salesman always presents his goods to the buyer in such a way that he realizes all the good points and advantages to be obtained in buying them.

The buyer is the judge who decides the case after the evidence is in. The salesman will never throw a wet blanket on his enthusiasm by thinking that anyone can sell the goods better than he, nor by feeling that the buyer does not want his product or could not sell it if he bought it. These are negative qualities. A salesman to be successful must cultivate

the positive qualities of confidence and self-reliance—a knowing that the buyer will think as well of his merchandise as he does.

The salesman should have a keen sense of values, and know where his goods can be placed to the best advantage. There is a place for all merchandise. It is the salesman's business to find the right place. The salesman should keep in mind the fact that he helps himself by helping others; that his best interests are served only when his employers and customers are benefited.

It is not the order that comes easy that helps; the orders that seem to come hard are the ones that develop the salesman. It is a pleasure for a salesman to compel a buyer to his advantage. The reward is in knowing that he has done good work.

Cultivate an intimate acquaintance with your merchandise, your costs and your prices; believe in yourself and your employers; be loyal; be active—make it your greatest pleasure to hunt for orders—for new customers; and when you get a good idea carry it along the line—make it serve.

FRUIT.

FAVORABLE CONDITIONS FOR

Summary of Department's Report Gives Outlook for Crop.

The summary of the Agricultural Department's fruit crop report, recently issued, speaks favorably of general conditions in the fruit district during the past month.

Weather conditions have been favorable during the month of August, and all fruit is ripening earlier than usual.

Duchess apples have been moving freely from Southern Ontario in good condition. Gravensteins, Colverts and Alexanders have been shipped in small quantities and are yielding a full crop. Indications show a full crop for fall apples and below a medium crop for winter apples. The quality is good.

Clapp's and Bartlett pears have been exported in small quantities. The prospects in Southern Ontario are for a medium to full crop of pears. Everywhere else a light crop is expected, except in British Columbia, where the prospects show a medium crop.

Early peaches have proved a medium crop. Yellow St. Johns are now being harvested. Late peaches are reported a light crop.

Plums are light generally, except in British Columbia and small portions of Ontario.

Grapes are reported a full crop. Moore's Early and Champions are now on the market.

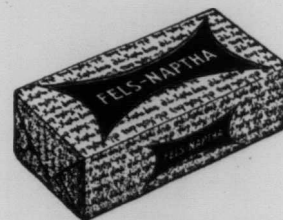
Tomatoes are proving a medium crop. Insect and fungus diseases are not so prevalent as usual.

The United States crop reports show winter apples about the same as last year, with peaches a full crop and other fruits good.

You and the Woman

Fix the up or down course of a product. Our end is to so well put forth **Fels-Naptha** soap that you're both gainers by handling it.

But if the overwhelming sanction of women and the trade's cheerful aid in the past are signs (and we know they are) **Fels-Naptha's** future is safe in the hands of you and the woman; as its **QUALITY** is in OURS.



FELS & CO., PHILADELPHIA

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1860
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

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GROCERS!

Months of the "R" and the Oysters "R" again here. **WE "R"** the oyster people.

These "R" our prices:

Standards, per gal. \$1.40
Selects, per gal. \$1.60

We "R" waiting for your order, and "R" sure we can satisfy you.

O'Connor's Fish Market
Montreal

PHONE, UP 4512-4513

Butter, Fruit

The best is always satisfactory. We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART
HALIFAX, N.S.

P. O. BOX 352

The Sardine Fishery

of France is reported a failure this year. Portugal only fair.

Some years ago this fact would have been serious. Now that Norwegian Sardines have taken a foremost place and through quality of catch and superior government inspected pack are considered more desirable, grocers are not disturbed.

The leading brand is

"King Oscar"

Ask your Jobber for them.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON



**THE
 THREE
 LEADERS**



Connors Bros., Limited
Black's Harbor, N.B.

FACTS ABOUT GROCERIES

Information of Interest to Clerks and Grocers About the Goods They Are Handing Over the Counter.

There is something particularly attractive about an olive grove. The scene is one of beauty and restful fascination. The very shape of the tree tells of thrift; its upright growth, graceful and pointed leaves, olive hued now, but turned by the gentle wind, glisten like silver. It is generally supposed that the home of the tree is in Italy, where it has been known for ages, and where the growth is so slow that it is a common saying that a man plants olives for his grandchildren; but on the foothills near Elizabeth Lake a wild olive has been found, a large and thrifty tree. It appealed to the early Californians because it came into early bearing and practically never died. The old trees of San Fernando, which have been deserted and neglected for seventy-five years, are now being cared for and are rapidly throwing out branches and assuming their normal shape and beauty, and bid fair to equal the famous trees of Europe and Asia, which have been bearing fruit for one thousand years.

Starting a New Orchard.

A new orchard is started from cuttings. These are three-quarters of an inch in diameter and eight inches in length—slender material, one might think, from which to produce a bearing tree in four years. These cuttings have been taken from the parent tree in December or January and are planted in rows in sandy soil, being replanted permanently in February and March at a distance of about twenty feet apart. These will grow readily, and for a year the ground is kept well turned, the bush then being trimmed into a tree by cutting all the shoots but one, and in succeeding years the raiser watches the tree and prunes it, with the idea in view of making a lusty tree.

In four years some berries will be obtained, and the orchardist is delighted at the luxuriant growth and the rich green olives which hang so gracefully, but yet not sufficiently abundant to be of commercial value. In the sixth year the trees should produce thirty gallons each, and in eight years the cultivator finds himself in possession of a beautiful and productive grove. The trees have grown so wide that they fill the entire space and meet, and each tree under the most favorable conditions should produce forty gallons of olives. The orchardist figures that with one hundred trees an acre, and forty gallons per tree, he will have four thousand gallons; but there are pests and other enemies which materially reduce this estimate. Indeed, if the grove produces a fourth of this it is doing well. In November, when the first rains come, the olives ripen, and as soon as the berries begin to turn purple the pickers begin.

Extracting the Oil.

These pass through the grove each with a large bag hung around his shoul-

ders. Some use ladders and others gather the fruit from platforms erected on wagon bodies and drawn along as the trees are skinned. The fruit is then subjected to the drying process. In order to get the best results the process of the oil extraction must be carefully done or disaster is the result. The crushing operation is done by a large circular stone on end which is drawn around by a horse. The olive pulp is taken from the crusher and massed in lumps or cakes about three feet square and three inches thick. The press resembles a cider press. The result from the press is run into tanks, where it remains for three months, the oil rising to the surface, where it is readily recovered.

The seemingly dry pomace or residuum in the press is put through a second crushing and treated to a bath of hot water, by which a large quantity of second quality oil is produced, even a third quality being made. The oil now obtained goes to the clarifier or filter, which is a series of boxes from five to seven in number, the bottom covered with fine cotton batting. Some use a series of metal boxes, one in the other, each having a wire sieve bottom, the oil dripping from one to the other and coming out pure and as beautiful as liquid amber.

H. Hubbard, of Brand & Co., London, England, is in Toronto this week, staying with Mr. Morton, of Hamilton Morton & Co., the wholesale distributors for Brand & Co. for Ontario. This firm is exhibiting at the Canadian National Exhibition for Brand & Co., and are showing some lines of interest to grocers, including AI sauce and soups.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

None Equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars:

Champlain St. Louis (5c. retailer)
Havana Second El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.
If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MON TREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



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AVOID

Keep
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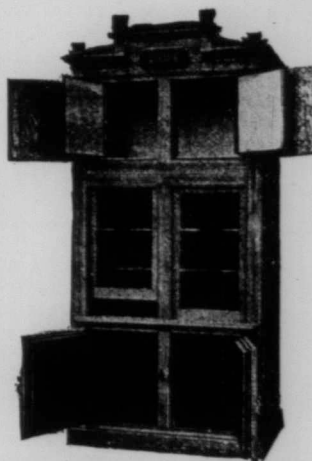
The G



IF! Retail Grocers

will use WILSON'S FLY PADS over Sunday exactly as directed, they can keep their stores free from pestilential house flies, alive or dead.

Up-to-date Grocers are doing so.



Arctic Refrigerators

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

Western representatives, Ryan Bros., Winnipeg

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

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

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

AVOID LOSS!

Keep track of every article sold, the person who bought it, and the clerk who sold it. Our

"DUPLIX" COUNTER CHECK BOOK

simple and easy to keep, will save you lots of money, and prevent friction with customers.

Write and let us tell you about it!

The Carter-Crume Company Limited,
Toronto and Montreal



We Distribute Cars

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

Correspondence Invited.

R. B. Wiseman & Co.,
123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers.

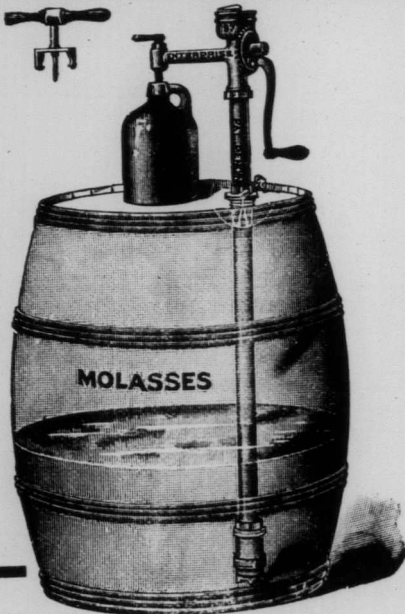
Open to handle one or two more lines of groceries or fruit.

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they had 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"

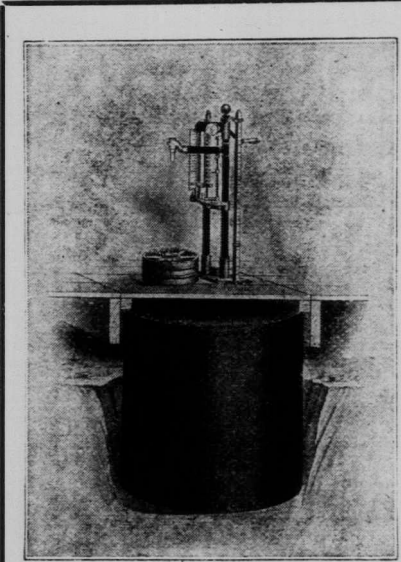
Self-Priming and Measuring Pump

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, 75 cts.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50 cts. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.

21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT



CUT 1—Cellar Tank

The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Self-Measuring Oil Tank but rather how much it is now costing you to be without one.

You have lost enough money to pay for a Bowser many times over. Write for Catalog B, which tells you why you have lost money and how to stop it.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

Classified

Advertisements under first insertion, i.e. for
Contractors counting \$1,000) are allowed

Cash remittances to advertisements. In no Advertisements received acknowledged.

Where replies come cents must be added to

Yearly

100 words each in	
"	"
50	"
25	"

PEI

ADVERTISING WRITERS in good printing & printing trade paper LISHNER. Subscriptions 10 Front Street East,

CANADIAN MACHINERY NEWS, \$1 using power show larly, and also see the engineer or superior practical articles, we in the operation of a for "Machinery War" to the GROCER. Subscriptions one cent per volume on request. CANADIAN East, Toronto.

COMPLETE information goods, music, photographs given each month STATIONER, of Canada per annum. Address

THE BUSY MAN a large periodical of issue contains interest to every Canadian most timely, instructive in the other months. The cream too valuable to overlook all news-stands. Best subscription. Mail MAGAZINE, Toronto

THE market requires METAL a new paint and oil department. Subscriptions HARDWARE AND Winnipeg.

AGENTS

WANTED—Who is open for specialty. Experience. Apply

EXPERIENCED open for high Maritime Province CANADIAN GROCER

MIS

HIGH CLASS Stationery, postal Limited. Office phone, Main 1576. methods.

7,217 NATION during the war was sold Cash Register Co. 129 West King Street

ADDING TYPE in one operation Bay Street, Toronto

WILL EXCHANGE cost \$90, a weigher, and merchant, Sombra

Classified Advertising

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

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months...	17 00
" " " " 3 months...	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months...	10 00
25 " " " " 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

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

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED TRAVELLER, best references, open for high grade line, on commission, for Maritime Provinces. Apply Box 210, THE CANADIAN GROCER. (38)

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than was sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

WILL EXCHANGE, a good working Cash Register, cost \$90, for a scale, Computing or case weigher, any make. Write E. Tomlin, general merchant, Sombra, Ont. (37)

FOR SALE.

FIRST CLASS GROCERY, best in the city, for sale. Doing a good business; excellent stand. Poor health reason for selling. Will take \$5,000 to handle this. For particulars write Box 25, Strathcona, Alta., N.W.T.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

PREPOSSESSING YOUNG MAN (railway stenographer) wants make change to grocery line. No objections to clerking in store. Box 215, CANADIAN GROCER, Toronto.

Ridgeway's Collecting Agency

11 St. Sacramento Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.

Profits right from the start, and Prizes.

No money required to begin.

We will mail to you FREE 5 copies of our publication.

These can be sold and will provide the capital for the next week's supply.

The work is easy.

You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

FOR SALE.

A LIVE GENERAL BUSINESS, in one of the most desirable towns in eastern Saskatchewan (population 1500). Best stand in the town, bright and attractive. Stock about \$7,000, all clean, can be purchased at 90 cents. Will arrange terms to suit purchaser. This is a good live proposition, the only reason for selling being that present owner has other interests which necessitate his entire attention. Full particulars by addressing Box 7, THE CANADIAN GROCER, Winnipeg, Man. (38)

FOR SALE—Cash grocery business in the live town of New Liskeard, one of the best stands in town. Stock clean, about \$2000. Splendid chance for young man. Good reasons for selling. Apply A.P.B., THE CANADIAN GROCER, Toronto.

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.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the

Allison Coupon System

and the time to install it is NOW, before another day has been lost.



Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.

THE IDEAL STORE FIXTURE



"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

You take no risk when
you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited
through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and
Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

**BAKING POWDER
AND SPICE CANS**

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.
HAMILTON



The
**Elgin National
Coffee Mills**

40 Sizes and Styles

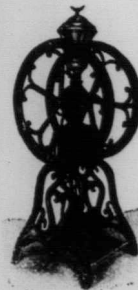
They are the
**Fastest Grinders
Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



—BUY—
Star Brand

COTTON CLOTHES LINES

—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

QU

Quotations
The follow
responsible for th
Grocer, at our ni

So
Saturday
W. H. GILLI
Diamond—
1-lb. tins, 3 doz. in case
1-lb. tins, 3 " " "
1-lb. tins, 4 " " "

IMPERIAL PAK
Cases. Size
4-doz. 100
3-doz. 64
1-doz. 124
3-doz. 124
1-doz. 24
1-doz. 51



MAG
Crown Brand—
Royal-Dime

1 lb.
" 2 lb.
" 3 lb.
" 4 lb.
" 5 lb.
Barrels—When pack
cent. discount will
CLEVELAND'S
SIZES
Cleveland—Dime...
" 1 lb.
" 2 lb.
" 3 lb.
" 4 lb.
" 5 lb.
Barrels—When pack
cent. discount wi
T. KING

Crown Brand—
1 lb. tins, 3 doz. in ca
1 lb. " 2 " "
1 lb. " 4 " "
THE ROBERT
White Swan Baking
1-lb. tins, 3-doz. in
1-lb. " "
1-lb. " "

Ken's Oxford, per l
In 10-box lots of
Gillett's Mammoth,
B

Nelson's—
Pansy.....
Shamrock.....
Thistle.....
Daisy.....
Special 25.....
Bamboo A.....
" B.....
" C.....
" D.....
" E.....

Wheat OS, 2-lb pk
" 7-lb. oo
EBY, BI
Meat of Wheat, pe
Wheat OS, 16 lb.
" Pickaninney" Bu

" Pa
Pa



White Swan Whe
White Swan Flou
White Swan Flou
UNESCO
THE OON

Coco—
Perfection 1-lb.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

September 12, 1908.

Baking Powder.
W. H. GILLARD & CO.

Diamond	1-lb. tins, 3 doz. in case	\$2.00
	1-lb. tins, 3	1.25
	1-lb. tins, 4	0.75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0.85
3-doz.	6-oz.	1.75
1-doz.	12-oz.	3.50
3-doz.	12-oz.	3.40
1-doz.	24lb.	10.50
1-doz.	5lb.	19.75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6-doz.	5c.	\$0.40
4	4-oz.	0.60
4	6	0.75
4	8	0.95
4	12	1.40
4	18	1.45
4	16	1.65
4	17	1.70
4	18	1.70
1	30-lb.	7.30
1	60z.	Per case
1	12	\$4.55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	\$0.85
1 lb.	1.40
2 lb.	1.95
3 lb.	2.55
4 lb.	3.85
5 lb.	4.90
6 lb.	13.60
8 lb.	23.35

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland-Dime	\$0.83
1 lb.	1.33
2 lb.	1.90
3 lb.	2.45
4 lb.	3.70
5 lb.	4.65
6 lb.	13.20
8 lb.	21.65

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2.70
1-lb. "	1.2
1-lb. "	0.8

Blue.

Ken's Oxford, per lb.	\$0.17
In 10-box lots of case	0.16
Gillett's Mammoth, 1/2 gross box	2.00

Brooms

Nelson's—	Per doz.
Pansy	\$3.65
Shamrock	3.45
Thistle	3.25
Daisy	3.00
Special 25	2.25
Bamboo A	3.95
" B	3.65
" C	3.40
" D	3.10
" E	2.95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0.08
7-lb. cotton bags, per bag.	
Meat of Wheat, per case	4.20
Wheat OS, 16 lb. bags.	0.19
" Pickaninney" Buck Wheat Flour	doz. 1.00
" Pancake Flour,	1.00
" Pastry Flour,	1.00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, \$3.60.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.	
White Swan Self-rising Pancake Flour, per doz., \$1.20.	
White Swan Wheat Kernel, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	\$4.50

Perfection, 1-lb., per doz.	2.40
" 1-lb.	1.30
" 10c. size "	0.90
" 5-lb. tins per lb.	0.37
Condensed cocoa, cream and sugar, doz	2.25
Soluble, bulk, per lb.	0.18
" "	0.15
London Pearl per lb.	0.22
Special quotations for Cocoa in bbls., kegs, etc.	
Unsweetened Chocolate—	Per lb.
Plain Rock, 1-lb. cakes, 12-lb. boxes, 1-lb.	0.40

Sweet Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb.	\$0.38
Queen's Dessert, 5lb., 12-lb. boxes, \$0.41	
Vanilla, 1-lb., 12-lb. boxes per lb.	\$0.35
Parisian 8s, lb.	\$0.30

Royal Navy, 1/2, 1/4, 1/8-lb. boxes per lb.	0.33
Diamond, 7/8, 1/2-lb. boxes, per lb.	0.24
" 1/2 "	0.25
" 3/4 "	0.28

Things for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0.31
Vanilla wafers, "	0.35
" nonpariels, 5-lb. box	0.35
" 2s, 5-lb. boxes, lb.	0.28
" 2s, nonpariels "	0.28
Ginger, 5-lb. boxes, lb.	0.30
Milk sticks, box.	1.35
Milk cakes, 5c. size, box.	1.35

EPPS'S.

Agents, O. E. Colson & Son, Montreal.	
In 1/2, 1/4 and 1-lb. tins, 14-lb. boxes, per lb.	0.35
Smaller quantities	0.37

SEWARD'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case, per doz.	\$0.90
" 1 "	2.40
" 2 "	4.75
" 4 "	9.00

JOHN P. MOTT & CO.'S.

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.	

MOTT'S DIAMOND CHOCOLATE

Elite, 1/2 (for cooking), doz 0.90	
Prepared cocoa, 1/2 0.32	
Prepared 1/2 0.30	

Mott's breakfast cocoa, 1/2

Mott's breakfast cocoa, 1/2	0.42
" No. 1 chocolate, 1/2	0.42
" Navy "	0.32
" Vanilla sticks, per gross	1.00
" Diamond chocolate, 1/2	0.25
" Plain choice chocolate liquors	0.34
" Sweet Chocolate Coatings "	0.25

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0.38
Breakfast cocoa, 1-5, 1/2, 1/4 and 1-lb. tins	0.41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes.	0.28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.	0.35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes.	0.35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins.	0.47
Soluble cocoa (hot or cold soda) 1-lb. tins.	0.28
Cracked cocoa, 1-lb. pkgs., 6-lb. bags 0.34	
Caracas tablets, 100 bundles, tied 5s, per box.	3.00

The above quotations are f.o.b. Montreal

Cocoonut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0.26
1 lb. "	0.27
1 lb. "	0.28
1 and 1/2 lb. packages assorted	0.26
1 and 1/2 lb. "	0.27
1 lb. packages assorted in 5 lb. boxes	0.28
1 lb. "	0.29
1 lb. " in 5, 10, 15 lb. cases	0.30
Bulk—	
15 lb. 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tins. Bbls.
White Moss, fine strip.	0.19 0.21 0.17

Best Shredded	0.18	0.16
Special Shred	0.17	0.15
Ribbon	0.19	0.17
Macaroon	0.17	0.15
Desiccated	0.16	0.14
White Moss in 5 and 10 lb. square tins, 21c.		
THE ROBERT GREIG CO., LTD.		
White Swan Cocoonut—		
Featherstrip, pails.	0.16	
Shredded.	0.15	
In packages 2-oz., 4 oz., 8-oz., lb.	0.28	

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	\$6.00 \$1.51
"Gold Seal" brand (4 doz.)	5.90 1.25
"Challenge" brand (4 doz.)	4.10 1.05
Evaporated Cream—	
"Peerless" brand evap. cream...	4.70 1.21
hotel size.	4.90 2.45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream	
"pe" case (4 doz.)	\$4.85
Reindeer" brand per case (4 doz.)	5.75



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	\$0.32
Nectar	0.30
Empress	0.28
Duchess	0.16
Ambrosia	0.25
Plantation	0.22
Fancy Bourbon	0.20
Bourbon	0.18
Crushed Java and Mocha, whole	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

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole.

JAMES TURNER & CO.

Mocha	\$ (32
Damasous	0.28
Calro	0.20
Hidar	0.17
Old Dutch Etc.	0.12

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Lafamme, Montreal an Toronto.

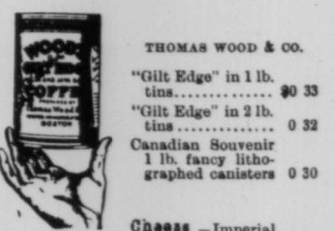
5 oz. bottles, 4 doz. per doz.	1.75
10 "	3.00
Rep. quarts, 1 "	6.50
Imp. " 1 "	9.00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.60.	
Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.	
Presentation, (with 3 tumblers), \$10 per doz.	



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0.33
"Gilt Edge" in 2 lb. tins	0.32
Canadian Souvenir 1 lb. fancy lithographed canisters	0.30

Cheese—Imperial

Large size jars, per doz.	\$3.25
Medium size jars, "	4.50
Small size jars, "	2.40
Individual size jars, per doz.	1.00

Imperial holder—

Large size, doz.	13.00
Med. size "	17.00
Small size "	12.00

Roquefort—

Large size, doz.	1.40
Small size, "	2.40

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 "	2.55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0.33
No. 2, "	0.25
Maple Buds, 5-lb. boxes, lb.	0.36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0.40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

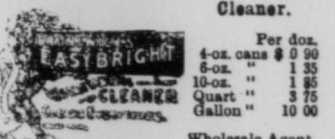
For sale in Canada by The Ely Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montrea \$2, \$3, \$5, \$10, \$15 and \$20.

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 1/2 cent.



Cleaner.

Per doz.	
4-oz. cases	\$0.90
6-oz. "	1.35
10-oz. "	1.95
Quart "	3.75
Gallon "	10.00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz.	\$3.20
" 2 " " 1 " "	3.00
" 4 " " 1 " "	4.50
" 8 " " 1 " "	4.75
" 30 " " 1 " "	9.00

THOMAS J. LIPTON

Prices on application.



JELL-O ICE CREAM POWDER

FOR MAKING ICE CREAM

Pays 50% Profit

Assorted Case,	Contains 2 doz., \$2.50
Chocolate (Straight)	Contains 2 doz., \$2.50
Vanilla (Straight)	Contains 2 doz., \$2.50
Strawberry (Straight)	Contains 2 doz., \$2.50
Lemon (Straight)	Contains 2 doz., \$2.50
Unflavored (Straight)	Contains 2 doz., \$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

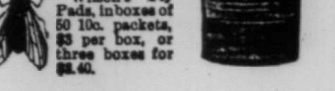
Robinson's patent barley 1-lb. tins	\$1.25
" 1-lb. tins	1.25
" 1-lb. tins	1.25
" 1-lb. tins	1.25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1.00
2 "	1.75
4 "	2.00
8 "	3.00
16 "	3.75
32 "	5.50
64 "	10.00
128 "	18.00

Discounts on application.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

RISING SUN  **SUN PASTE**
STOVE POLISH  **STOVE POLISH**
 IN CAKES IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

**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."

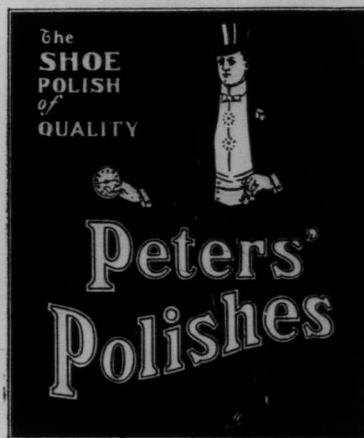
**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."



No premiums or cut rates needed to sell Star Ammonia—Merit sells it.



PETERS' POLISH

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

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

M. Peters,
617 Queen St, West
Toronto

3

Sell V
G
Sh

Jams and
BUTGER'S WHOLE FR
Agents, Rose & Laff
Toi
1-lb. glass jar, screw top
THOMAS
Prices on applicatio
T. UFT
Compound Fruit Jar
12-oz. glass jars, 2 doz
2-lb. tins, 2 doz. in ca
5 and 7-lb. tin pails, 1
crate
7 and 14-lb. wood pai
30-lb. wood pails
Compound Fruit Jell
12-oz. glass jars, 2 doz
2-lb. tins, 2 doz. in ca
7 and 14-lb. wood pai
10-lb. wood pails
Pure Jams—1-lb. gla
gem) 2 doz. in ca
Jelly
IMPERIAL I



Assorted fla
MacLar-n Imueri
GENESEB



Assorted Case,
Assorted Case,
Lemon (Straig
Orange (Straig
Raspberry (Straig
Strawberry (Straig
Chocolate (Straig
Cherry (Straig
Peach (Straig
weight 8 lbs. per ca

3 POINTS

ABOUT
**GOODWILLIE'S
FRUITS**



IN
GLASS

Sell Well

**Give Satisfaction.
Show You a Profit.**

ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers
the richest flavor, most tender
skin and finest quality if you
insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case..... per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in
crate..... per lb. 0 07
7 and 14-lb. wood pails..... per lb. 0 07
30-lb. wood pails..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 8 pails in crate
per lb. 0 07
30-lb. wood pails..... " 0 06½
Pure Jams—1-lb. glass jars (16-oz.
gem) 2 doz. in case..... per doz. \$1 87

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited
GENESEE PURE FOOD CO



Assorted Case, Contains 4 doz. \$8.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White Swan, 15 flavors.
1 doz. in handsome
counter carton, p. r
doz., 90c.



List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces....\$0 10
1-bbls. 0 10½
Tubs, 50 lbs. 0 10½
20-lb. Pails. 2 10
30-lb. tins.. 2 00
Cases 3-lb.. 0 11
" 5-lb.. 0 10½
" 10-lb.. 0 10½



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.... per lb. \$0 40
Fancy boxes (36 or 50 sticks).... per box 1 25
" Ringed" 5-lb. boxes..... per lb. 0 40
" Acme" pellets, 5-lb. cans... per can 2 60
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans..... per can 2 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 30 5-lb. cans..... 1 50
" Parity" licorice 10 sticks..... 1 45
" " 100 sticks..... 0 75
Dulce large cent sticks, 100 in box....

Lye (Concentrated).

GILBERT'S PERFUMED. Per case.
1 case of 4 doz..... \$3 90
3 cases of 4 doz..... \$3 50
5 cases or more..... \$ 40

Marmalade.

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case.... per doz. \$1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case,
per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " 2 30
4-lb. tins, " 4 85
7-lb. " " 7 35
"Sbradded"—
1-lb. glass, doz.... 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25



THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wetley's condensed, per gross net... \$12 00
per case of doz. net..... \$ 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$4.7
" hotel..... 4.90
Silver Cow Milk..... 5.00
Purity Milk..... 4.70
Good Luck..... 4.30

Mustard.

COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins..... per doz. \$1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar. 0 75
" 1-lb. jar..... 0 35
F. D 1-lb. tins..... per doz. 0 35
" 1-lb. tins..... 1 45

Olive Oil.

LAPORTE, MARTIN & OIE, LTD

Minerva Brand—
Minerva, qts. 12's... \$5 75
" pta. 24's..... 6 50
" 1-pa. 24's..... 25

Sauces.

FATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. contain-
ing 60 packages pe
box, \$3 00.
Case of 1-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 30
1-lb. and 60 1-lb.
pkgs), per box, \$3 00.



Case of 50 pkgs. containing 96 pkgs., per
box, \$3

MAGIC BRAND.

Per case
No. 1, cases, 50 1-lb. packages..... \$ 75
No. 2, " 120 1-lb. "..... \$ 75
No. 3, " (30 1-lb. ")..... \$ 75
No. 4, " (60 1-lb. ")..... \$ 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... \$ 25
5 cases..... \$ 75

"IT IS IN THE AIR"



MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

How often one hears that phrase applied to some condition of the public mind! A good many things get into the air, thus wasting the best parts of the originals. You may take the finest Tea in the world, for instance, handle it loosely and carelessly, leaving it open to the light of day and the dust and much of its fragrance and rich flavor disappears, while impurities creep in. In

Wood's Package Teas

we have a "sealed book," an air-tight guard against all foreign substances, while the captivating flavors are retained—imprisoned for the consumer.

WOOD'S Packages are all TEA—the purest and the best.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	\$10 20
" " " " " " " "	13 50
Oricle soap.....	10 50
Gloriola soap.....	13 50
Straw hat mallet.....	12 25



3 doz. to box..... \$3 45
6 doz. to box..... \$6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LMIT'D.	
Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	No. 1
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.....	0 08
Silver gloss, 6-lb. tin canisters.....	0 08
Edward's silver gloss, 1-lb. pkg.....	0 08
Kege silver gloss, large crystal.....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, blit, and kege.....	0 08
Canada White Gloss, 1-lb. pkg.....	0 06
Benson's enamel.....	per box 1 50 to 3 00

Culinary Starch—	
Benson & Co.'s Prepared Corn.....	0 07
Canada Pure Corn.....	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.....	0 10
" " " " " " " "	" or blue,
4 lb. lumps.....	0 08

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

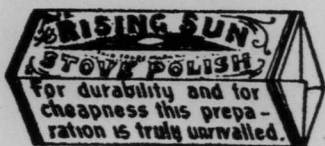
Laundry Starches—	
Canada Laundry, boxes of 60-lb.....	\$0 36
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	3 54
Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.....	0 06
Barrels, 250 lb.....	0 72
Kege 100 lb.....	0 72

Lil. White Glass—	
1-lb. fancy cartons, cases 30 lb.....	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kege, ex. crystals, 100 lb.....	0 07

Brantford Glass—	
1-lb. fancy boxes, cases 35 lb.....	\$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case.....	3 90
Celluloid Starch—	
Boxes of 45 cartons, per case.....	3 60

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 64
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07
SAN TOY STARCH.....	
pkgs, cases 5 doz., per case.....	4 75

Steve Polish.....	Per gross.
Rising Sun, 5-oz. cakes, 1-gross boxes	\$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste 5c. size, 1-gross boxes	6 00



for durability and for cheapness this preparation is truly unrivalled.

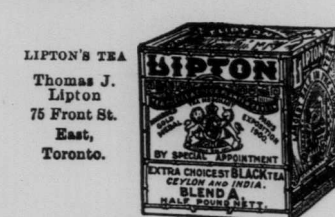
JAMES' DOME BLACK LEAD	Per gross
6a size.....	\$2 40
2a ".....	2 50
NICKLE PLATE STOVE POLISH.....	2 90
Pints.....	5 40
Quarts.....	5 10
1/2 gallons.....	4 80
Gallons.....	4 50

EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.....	
Barrels, 600 lbs.....	0 03
Half-barrels, 350 lbs.....	0 03
Kege, 150 lbs.....	0 03
2-gal. pails 25 lbs.....	1 25 each
3 " " 38 1/2 lbs.....	1 75 " "
Plain tins, with label—	Per case.
1 lb. tins, 2 doz. in case.....	2 40
5 " " " " " " " " " "	2 75
10 " " " " " " " " " "	2 65
20 " " " " " " " " " "	2 60

ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.....	
Barrels, 60 lbs.....	0 03
Half-barrels, 350 lbs.....	0 03
Kege, 150 lbs.....	0 03
2-gal. pails 25 lb.....	1 25 each
3 " " 38 1/2 lbs.....	1 75 " "
2-lb. tins, 24 in case, per case.....	2 40
5-lb. " " " " " " " " " "	2 75
10-lb. " " " " " " " " " "	2 65
20-lb. " " " " " " " " " "	2 60

Teas.	
SALADA CEYLON.....	
Wholesale	Retail.
Brown Label, 1's, 1/2's.....	\$0 25 \$0 30
Green Label, 1's and 1/2's.....	0 27 0 35
Blue Label, 1's, 1/2's, 1/4's and 1/8's.....	0 30 0 40
Red Label, 1's and 1/2's.....	0 35 0 50
Gold Label, 1/2's.....	0 44 0 60

LIPTON'S TEA	
Thomas J. Lipton	
75 Front St. East,	
Toronto.	



Packed in air-tight tins only.	
Green label, 1's only.....	0 20 0 25
Blue " " " " " " " " " "	0 24 0 30
Orange " " " " " " " " " "	0 30 0 40
Pink " " " " " " " " " "	0 35 0 50
Red " " " " " " " " " "	0 44 0 60
" " " " " " " " " "	0 44 0 60
Gold " " " " " " " " " "	0 50 0 70



Blue Label, 1's..... \$0 30 \$0 35

Blue Label, 1's.....	0 31 0 35
Orange Label, 1's and 1/2's.....	0 23 0 30
Brown Label, 1's and 1/2's.....	0 38 0 40
Brown Label, 1/2's.....	0 30 0 40
Green Label, 1's and 1/2's.....	0 35 0 50
Red Label, 1/2's.....	0 40 0 60

JAPAN TEAS—	
Victoria, hf-c, 90 lbs.....	0 25
Princess Louise, hf c, 80 lbs.....	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs.....	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., TORONTO	
Wholesale	Retail
Yellow Label, 1's.....	0 30 0 35
" " " " " " " " " "	0 21 0 25
Green Label, 1's and 1/2's.....	0 24 0 30
Blue Label, 1's and 1/2's.....	0 25 0 35
Red Label, 1's, 1/2's and 1/4's.....	0 30 0 40
White Label, 1's, 1/2's and 1/4's.....	0 35 0 50
Gold Label, 1's and 1/2's.....	0 42 0 60
Purple Label, 1's and 1/2's.....	0 55 0 80
Embossed, 1's and 1/2's.....	0 07 1 00



Wholesale	Retail
Pink Label, 1's and 1/2's.....	30c. 40c.
Gold Label, 1's and 1/2's.....	35c. 50c.
Lavender Label, 1's and 1/2's.....	42c. 60c.
Green Label, 1's and 1/2's.....	50c. 75c.



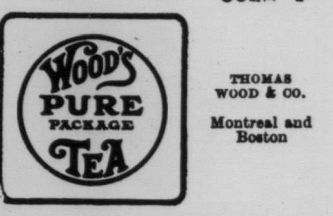
MELAGANA TEA	
MINTO BROS.,	
55 Front St. East	
Wholesale	Retail.
Black, green, mixed, 1/2's.....	0 70 1 00
" " " " " " " " " "	0 55 0 80
" " " " " " " " " "	0 44 0 60
" " " " " " " " " "	0 40 0 60
" " " " " " " " " "	0 38 0 50
" " " " " " " " " "	0 35 0 50
" " " " " " " " " "	0 30 0 40
" " " " " " " " " "	0 25 0 30
" " " " " " " " " "	0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Black Label, 1-lb., retail at 25c.....	\$0 30
" " " " " " " " " "	0 21
Blue Label, retail at 20c.....	0 22
Green Label, " " " " " " " " " "	0 30
Red Label, " " " " " " " " " "	0 35
Orange Label, " " " " " " " " " "	0 42
Gold Label, " " " " " " " " " "	0 55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



Wholesale	Retail
Wood's Primrose, per lb.....	0 40 0 60
" Golden Rod.....	0 35 0 50
" Fleur-de-Lis.....	0 30 0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.	

THE EMPIRE TOBACCO CO., LIMITED	
Smoking—Empire, 4s, 6s, and 12s.....	\$0 45
" Amber, 2s and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s, and 6s.....	0 45
" Old Fox, 12s.....	0 45
" Snowshoe, 6s.....	0 51
" Pay Roll, 7s.....	0 54
" Stag, 10 cs.....	0 45
" Boba, 6s, and 12s.....	0 45
" " 10 cs. bars, 6s.....	0 45
" Fair Play, 6s, and 12s.....	0 45
" Club, 6s, and 12s.....	0 45
" Universal, 12s.....	0 45
" Dixie, 7s.....	0 60

JOS. COTE, QUEBEC.	
Cigars, per thousand.....	
Cote's Fine Cheroots, 1-10.....	\$15
V.H.C., 1-30.....	35 00
St. Louis (Union), 1-30.....	35 00
Champlain, 1-30.....	35 00
El Sergeant Premium, 1-30-1-40.....	55 00
J. C. OI, Havana P. Finos, 1-30.....	75 00

Out tobaccos.	
Petit Havana, 1, 1-12-1-6.....	0 40
Queens, 1-4, 1-3.....	0 45
Cote's Choice Mixture, 1-lb tins.....	0 75
" " " " " " " " " "	0 70
" " " " " " " " " "	0

Veterinary Remedies.	
W. F. YOUNG	
Absorbine, per doz.....	\$18 00
Absorbine Jr., or dozen.....	5 00

Yeast.	
Royal yeast, 3 doz. 5 cent. pkgs.....	\$1 10
Gillett's cream yeast, 3 doz. in case.....	1 20

The Difference

between good currants and poor currants is immense.

High sounding names (most of them fictitious) mean nothing, and are too often applied to low grade or rain damaged fruit, cleaned up to look good, but which can never **taste** good.

We advertise to let the grocers of Canada know that they can be sure of getting good, sound, hygienically cleaned currants in all the different grades and growths **by demanding** that the cases bear the name of "**MEYER.**"

We have found that it pays to advertise our currants because they are good and true and honest. It pays because we know that if you buy them once you will buy them always, and better still for you, **you will sell more.**

If you **insist**, any jobber can supply you with "Meyer's" Currants. The largest importers sell them and will be pleased to do so.

W. Meyer & Co., Patras and Hamburg

Your Fall stock of

SALT

Why not order it now, while weather and roads are good?

VERRET, STEWART & CO.

LIMITED

MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy Syrup, also Standards.

We are able to supply you this year with the best goods that have ever been packed.

We have just installed a most up-to-date system for peaches *solely*, which embodies the most approved Californian ideas. *Our quality will surprise you.*

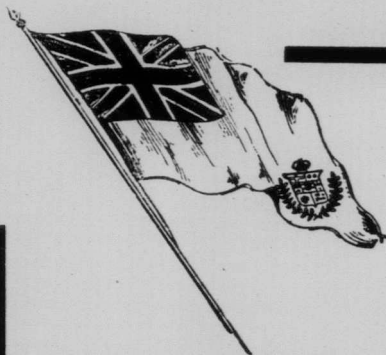
What about Your Order?

Place it now. We will ship after a while if you wish.

J. H. WETHEY, LIMITED

ST. CATHARINES

PACKERS OF LAUREL CANNED GOODS



Empire Brand

SEE OUR BARGAINS

IN

Spices, Teas, "Future" Raisins and Currants

Mail and Phone Orders a Specialty

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton,

Ontario

4 Free Phones

USE THEM FREELY

THE
CA

A

MONTREAL, 232 McC

VOL. XXII.



Frank

Plac

2-lb. Tins—
5 " "
10 " "
20 " "
Freight to a North

EDV

53 Front St.