

# CANADIAN GROCER

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

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, AUGUST 20, 1909

NO. 34.



## Don't Experiment

when you know that what you sell is **The Best.** Take the verdict of  
your customers. In laundry work

## Keen's Oxford Blue

in their judgment, the world over, is without an equal.

For sale by all jobbers.

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

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

# UPTON'S PURE JAMS

## Upton's New Season Pure Jams Now Ready

Absolutely pure and delicious in flavor and preserved in gold-lined, hermetically-sealed 5-lb. pails and 16-oz. glass jars.



## Upton's Pure Orange Marmalade

Well and favorably known by the grocer and his customers throughout Canada, where it has been made and sold for over fifteen years.



# Only the Best — Always the Best

is advertised on this page

## How Are Stocks?

Just look over your shelves and don't leave it too late, but keep up your supply of

**"Thistle" Haddies**

The Best Packed  
EVERY TIN lined and guaranteed.

**Codou Macaroni**

The Best Imported.

**Cox's Gelatine**

— Always —

**Griffin's**

Seeded Raisins and  
Seedless Raisins

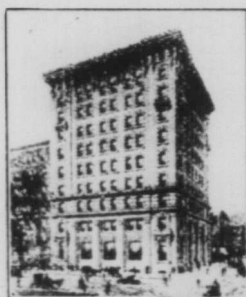
**Griffin's**

**PRUNES**  
(Sterilized)

All packed by specialists and each the best of its kind.

**Arthur P. Tippet & Co.**

AGENTS



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

### FACE TO FACE BUSINESS

I am on the job all the time. Why not give me a trial?  
Grocery and Confectionery Brokerage my Specialty

**G. WALLACE WEESE**  
Manufacturers' Representative 30-32 Main East  
Let's get close and talk it over—Now **HAMILTON**

#### Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?  
Don't you want some of this business?  
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to  
**10 Garfield Chambers, Belfast, Ireland.**

**J. W. GORHAM & CO.**  
JERUSALEM WAREHOUSE, HALIFAX, N.S.  
Manufacturers' Agents and Grocery Brokers  
WAREHOUSEMEN  
can give close attention to few more first-class agencies. Highest references.

### FOR SALE

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

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

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

### ROBERT ALLAN & CO.

General Commission Merchants  
**MONTREAL**

Fish, Oils, Beans, Peas and Produce.  
Agents: "Royal Crown" Skinless Codfish.  
Representing Morris & Co. Chicago. Pork and Lard.

### WAREHOUSE ACCOMMODATION IN OTTAWA

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

Special rates for large quantities  
**Dominion Warehousing Co., Ltd.**  
52 Nicholas Street, **Ottawa**  
J. R. Routh, Manager.

### D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.  
Importing Commission or Buying Agent.

Warehouse: City Spur Track.  
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.  
P.O. Box 793 **MOOSE JAW, SASK.**

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

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

**SASKATOON,**  
Western Canada

### W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers.

Warehousemen  
**ST. JOHN, - - - N.B.**  
Open for a few more first-class lines.

## W. H. Millman & Sons GROCERY BROKERS Toronto

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

Importer, Wholesale Broker and Commission Merchant.

Ceylon Teas. Coffees. Spices. Canned Goods. Grocery and Drug Specialties.  
Can handle more Good Lines.

### G. C. WARREN

P.O. Box 1036. **REGINA, SASK.**  
Established 12 Years.

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

Grocery Brokers and Agents.

Established 1885.

### W. G. PATRICK & CO.

Manufacturers' Agents  
and Importers

**29 Melinda Street, Toronto**

### MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

**TORONTO, Ont. DETROIT, Mich.**

### RAW SUGAR ON SPOT

One Car Barbadoes Muscavado  
One Car Bright Jamaica Crystal

PRICES SUBMITTED

**LIND BROKERAGE CO.** Toronto  
23 Scott Street

### Merchants, Manufacturers and Shippers

We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.

Good track storage.

Advances made on consignments.

### J. D. Brack & Co.

Wholesale Brokers  
**WINNIPEG**

### WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

**WINNIPEG, - - - MAN.**

Domestic and Foreign Agencies Solicited.

### H. B. BORBRIDGE

Manufacturers' Agent and Broker  
**OTTAWA**

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

## To Brokers and Manufacturers' Agents

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

Write for particulars to

### THE CANADIAN GROCER

Montreal Toronto Winnipeg



**By Long Odds—**

the best value on the market at present is our

**“RED STAR”**

**Fancy Cohoe  
SALMON**

This is an exceptionally fine fish, deep red color—fine flavor, good firm fish.

*Our Quotations Are Interesting.*

**DON'T OVERLOOK**

the fact that our values in other lines of SALMON are equally interesting.

NOW IS THE TIME TO ORDER

**EBY - BLAIN, LIMITED**

Wholesale Grocers,

TORONTO

**A PHENOMENAL SELLING LINE**



40c.	Grade costs you	30c.	per lb. in lead packages.
50c.	“ “ “	35c.	“ “ “
50c.	“ “ “	35c.	“ in 5lb and 3lb fancy tins.
50c.	“ “ “	36c.	“ 1lb and 1/2lb “ “
60c.	“ “ “	42c.	“ in lead packages
75c.	“ “ “	50c.	“ “ “
1.00	“ “ “	70c.	in 1/2lb fancy tins
1.00	“ “ “	72c.	“ 1/4lb “

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

**RAM LAL'S PURE TEA CO., Limited**

266 St. Paul St., MONTREAL

# GOOD VINEGAR



sells just as easily as the other sort, and it is a deal more satisfactory to handle.

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## White Cottell & Co's. Vinegar is Good Vinegar

---

All who have used and tested it agree on that point and will tell you so. The best is always sure to win in the trade race, so have an early shipment of our vinegar as a starter.

**CANADIAN AGENTS:**

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.  
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.  
Messrs. G. Stanway & Co., Toronto.  
Mr. Kenneth H. Munro, Montreal.  
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

## White Cottell & Co.

Camberwell, S.E., LONDON, ENG.

## A strong combination-

- ¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.
- ¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers — people who want the very best and are willing to pay a fair price to get it.

## The Farmers' Canning Company

Bloomfield, - Ontario



# QUALITY

If ESSEX CANNED GOODS were no better than the average, we would say less about them, but because they measure up to a higher standard we can afford to be very emphatic regarding QUALITY. Essex County is one of the very best agricultural sections in Canada, with advantages in growing such crops as Corn, Tomatoes and Fruits seldom equalled in this country. The Factory is thoroughly new and up-to-date, equipped with every facility for doing things right, and equal to an enormously big output of

**Essex Tomatoes**

**Essex Corn**

**Essex Beans**

**Essex Peas**

**Essex Pumpkin**

**Essex Fruits**

**Essex Catsup**

**Essex Jams**

**Essex Pork and Beans**

**Essex Apple Butter**

In the competition of the canned goods business, we cling tightly to the word "QUALITY", preferring to be always best, rather than second-rate, and in reaching out for a share of your trade, we offer such satisfaction as will give our goods a distinct preference with your customers. You run no possible risk in getting the best, particularly when they cost no more, and all we ask is that you give the "ESSEX BRAND" a trial.

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**THE ESSEX CANNING AND PRESERVING CO.,**  
**ESSEX - - ONTARIO LIMITED**

# YOUR PROFIT *and* REPUTATION

The particular housewives of Canada  
have long ago agreed there is nothing  
*quite as good as*

## Old Homestead Brand Canned Fruits and Vegetables

So that your profit and reputation  
alike demand that you stock this  
brand of canned goods. No expense  
is spared by us to maintain the high  
standard of excellence we have  
reached, so that your recommendation  
of the **Old Homestead** quality can be  
unhesitatingly given.

Order from Your Jobber

### The Old Homestead Canning Co.

Picton,

Ontario



## We Preach Purity

¶ And we also practice it and place it on the shelves of all the leading grocers of Canada and in the homes of thousands of delighted patrons in



# E. D. S. BRAND JAMS and JELLIES

They typify purity and have been declared by Government Analysis to be the purest sold in Canada. They are guaranteed to contain only pure fruit and sugar and are packed in sterilized air-tight vessels.

THEY CREATE TRADE - A TRADE THAT TELLS - A TRADE THAT STAYS

**E. D. Smith's Fruit Farms, Winona, Ontario**

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

## THE WISE GROCER

looks to the future more than to the immediate present. There are lines of canned fruit and vegetables on which larger profits can be made but there is none that equals in quality, cleanliness or flavor the

# RIVERDALE BRAND

The **LAKESIDE CANNING COMPANY, Limited**

WELLINGTON, ONTARIO

## Good Coffee

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

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

## Aurora Coffee

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

### W. H. GILLARD & CO.

Wholesale Grocers      Coffee Importers  
**HAMILTON**

Branch House—Sault Ste. Marie

## Ginger-Bread

BRAND

## Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

### Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

# OK

THE  
COLD  
MEAT  
SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers,      London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.  
MONTREAL

SUB-AGENTS:

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



## A CLEAN SWEEP

They say that a new broom  
sweeps clean, and

### SNAP

is to the hands the broom  
which sweeps clean away every  
vestige of dirt, stains, paint,  
tar, etc.. It leaves the hands  
smooth, and is, moreover,  
antiseptic.

Order from your jobber

The SNAP Co., Ltd.

MONTREAL  
CANADA.



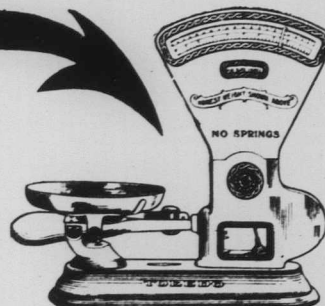
THE CANADIAN GROCER



Merchant's Side

**NO SPRINGS**

**"MADE IN CANADA"**

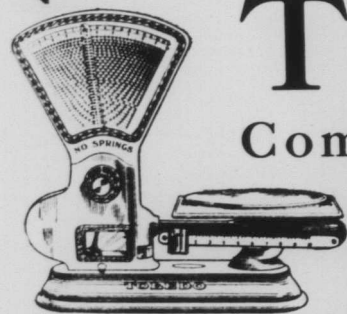


Customer's Side

OUR GUARANTEE.—We guarantee to furnish a better Computing Scale for less money, than any other concern.

WE CORDIALLY INVITE YOU to investigate the *Toledo Automatic Weighing Systems* during the *Toronto Exhibition*.

Full line on view in Manufacturers' Building at the Exhibition and at our office 335 YONGE STREET

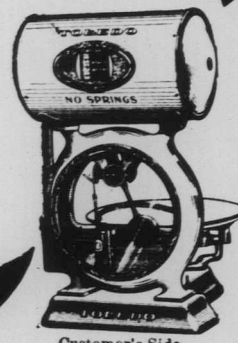


Merchant's Side

**TOLEDO**

Computing Scale Company

Office, 335 Yonge Street  
New Factory, 243 Macdonnell Avenue



Customer's Side

**NO SPRINGS**

**SALMON CAN BE AS SCARCE AS THEY LIKE**

We will receive our usual supply of the good, old reliable brand of

**Quaker Salmon**

The quality will be just as choice and we will guarantee each individual tin, as before.

Order Early.

**MATHEWSON'S SONS**

Wholesale Grocers

202 McGill St. : : MONTREAL

**A LIBERAL AND PROGRESSIVE COMMISSION OFFER FOR PUSHFUL PEOPLE**

That young man who seizes every opportunity to turn an honest penny during his spare time is likely to soon develop from *clerk* into *proprietor*.

That's the kind of young men we are looking for—men who are willing to use some of their spare time in pushing a profitable business proposition.

We want some *really pushful local agents* for the MacLean Trade Papers, The Busy Man's Magazine and The Financial Post. For those who will push there's *good money* to be made everywhere in Canada.

The commissions we are offering are *extremely liberal*. Moreover, they are *progressive*; i.e., the more subscriptions secured the higher the rate of commission paid.

Hadn't you better get the facts of our plan? Just sit down and write us for full particulars.

**THE MacLEAN PUBLISHING CO., Ltd.**

Circulation Department

10 Front St. East, Toronto

# Building Up a Permanent Flour Trade

☞ If you just care about to-day's profits and are content to let future business take care of itself you'll be more interested in the price question than the quality argument.

☞ But if you can see farther than your nose you will see the wisdom of talking flour-quality and forgetting the price-question.

☞ Talk Purity Brand—the quality-flour.

☞ Tell your customers that Purity flour consists of only the high-grade constituents of the hard wheat berry—that the low grade constituents



## PURITY FLOUR



are never mixed into this brand.

☞ Tell them that Purity has more downright quality than any flour you know of—and that is the truth, too.

☞ Tell them that it is always uniform—that the quality never varies—therefore always reliable.

☞ Tell them that it is worth much more in quality than the little extra difference in price.

☞ That's the way to build up a permanent flour trade—one that cannot be won away from you.

☞ Better send in that order for Purity right away.

### Western Canada Flour Mills Co.

Limited

Toronto

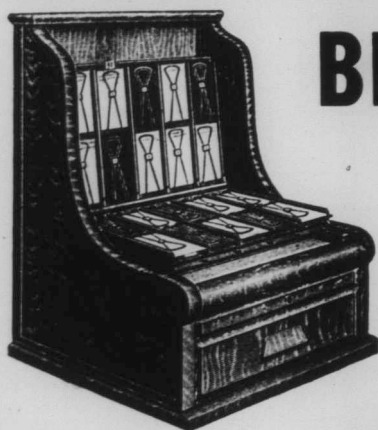
Montreal

St. John

Winnipeg

Brandon





## BRAINS

Many merchants advise us that the

### McCASKEY CREDIT REGISTER SYSTEM

is the greatest brain saver ever invented.

Why keep your brain in a commotion over the petty details of handling accounts.

Why work night and day copying and posting from one book to another?

#### Take Care of Your Think Tank

Use your brains in looking after the more important details of your business—buying and selling.

Keep your accounts with a McCASKEY CREDIT REGISTER. Then you will have time to look for bargains and keep your goods moving.

One writing does the work and gives you complete information regarding the important details of your business.

Over fifty thousand in use. Why?

Neighbor, if you are in business to make money let us tell you about the McCASKEY SYSTEM.

### The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

If you attend the Toronto Exhibition don't fail to see our display.

## The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

### The Queen Quality Leads

#### WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

### PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY  
BELLEVILLE - - - - - ONTARIO

## Old Friends Are Best

An old friend that has stood the test of years is

# Cooper Cooper's Delicious Tea

"Tea Plant" Brand

Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

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

#### CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario

D. Stamper, P.O. Box 793 Moose Jaw, Sask.

W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada

W. S. Silcock, 33 St. Nicholas Street, Montreal

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

## "Canada's Pride"

### Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

*Canada's Pride stands for Cleanliness and High-Grade Quality*

One trial will make you a strong friend of "Canada's Pride."

To be had of the following wholesale representatives: Wm. Galbraith & Son Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager

NAPANEE, ONTARIO

*To the Trade:*

Of Course YOU Know That

**CEYLON  
TEA**

makes

**BEST ICED TEA**

but

*Do You Impress That  
Fact Upon Customers?*

**Its Lemony Flavor**

Just Suits Hot Weather  
Thirsts, and Its

**Full Bodied Quality**

Prevents Ice from Impairing  
Its Tonic Values.



# HP SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.

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

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

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



ARRIVED

**CAR LOAD**

**Butter**

**Bowls**

14 in. to 23 in.

**WHITE WOOD**

Ask us for price.

**Walter Woods & Co.**

Hamilton and Winnipeg

**Carveth & Company**

Manufacturers' Agents  
and Importers

*Sole Agents for Canada for*

**The Swiss Frey Chocolate**  
**Company, Limited**

**MILK AND NUT CHOCOLATE**  
**SPECIALTIES**

ALSO

**Sultan Brand**  
Genuine

**Turkish Delight**

600 LINDSAY BUILDING, MONTREAL

From COW to CAN, the preparation of

**CANADA FIRST**  
**EVAPORATED CREAM**

is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOBBER.

Children thrive on it. The best for invalids, convalescents and household use.

**THE AYLMEY CONDENSED MILK CO., Limited, - AYLMEY, ONT.**



# VINEGAR

Come to us if you want the BEST in Domestic or Imported

**THE DAVIDSON & HAY, Limited**  
Wholesale Grocers - TORONTO

## Quality Will Out

A woman will try a dozen different marmalades, but she will finish with that made by

**John Gray & Co., Ltd., Glasgow, Scot.,**

for the final analysis proves it has no superior and very few equals.

Can YOU supply your customers to-day?

**SNOWDON & BORLAND, Agents**  
34 GUARDIAN BUILDING - - MONTREAL



Poor cocoanut may spoil a fine cake. Woe be unto the grocer who sells a second-class article.

Do not run any risk; sell the best; years of satisfaction.

**McLEAN'S  
WHITE MOSS BRAND  
COCOANUT**

**The Canadian Cocoanut Company**  
Montreal

The Name is the  
Guarantee

*Redpath*

**Granulated Sugar**

Manufactured by

The  
**Canada Sugar Refining  
Company, Limited**

MONTREAL, QUE.

## That Delicious Lemonade Powder—

Yes, we are the makers of it, and, most assuredly, these are the days to sell it. Everybody wants it. It's a most popular drink for the dog days, so easily prepared—only add cold water to our powder.

8-oz. and 4-oz.  
packages.

**Cold Spring Lemonade Powder**

You Sell For  
20c. and 10c.

Supplies from

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



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

## IS THE BEST VINEGAR



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

AGENTS

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

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

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

*Write our Agents for Particulars*

Stock up for early fall trade with

### STERLING — BRAND — PICKLES AND RELISHES

The favorite Canadian-made Pickle.  
Made of best grown Canadian  
vegetables, in Canada's largest  
pickle factory.

Buy from your jobber, or direct

**The T. A. Lytle Co., Limited**  
Sterling Road, Toronto, Can.

### NEW SEASON'S

### Raspberry, Black Currant and Cherry Jam

Now Ready for Delivery

Send in your orders quickly, please.

## WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

# JAPAN TEAS

Jobbers, please bear in mind that we have a desirable assortment of new crop at different points in Canada and in the United States.

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

# Quality, Purity and Cleanliness

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



— Leaders of Quality for Over 50 Years.



The Original.

**Borden's Condensed Milk Company**

ESTABLISHED 1857

**WILLIAM H. DUNN, Montreal and Toronto**

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

## Banner and Princess Brands Condensed Milk.

Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

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

I offer for prompt shipment a very fine parcel of last season's crop

## SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

**ANDREW WATSON, Importer**  
91 Youville Square, Montreal



## Imperial Evaporated CREAM

A cream that is made in a modern factory, by experts, from the yield of the cows in the finest dairying district in Canada.

The Best Cream to Sell.

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

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



**Tartan**  
BRAND

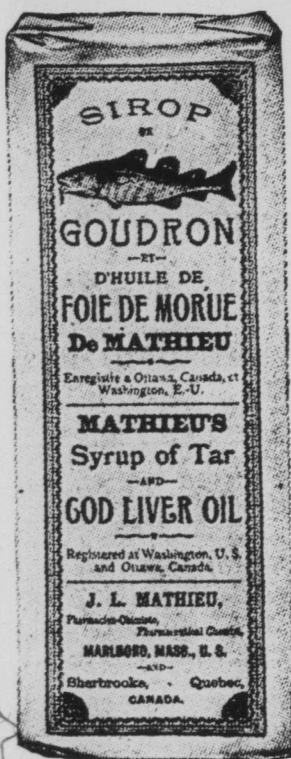
When in a hurry 'phone 596, quick shippers

Thanks for generous business during Travellers' Holidays. They are after you again loaded with Bargains.

Special on Salmon, present or future  
Special on Teas, Ceylon, Green and Black

Also Spices, Vinegar and Preservers' Specialties.

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



WHY YOU SHOULD SELL  
**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil  
REASON NO. 3  
It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and so aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nerve Powder - another simple family medication - that is very good for headaches.

Just look over your stock and send us your order.

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

Sold by wholesale trade everywhere  
Distributors for Western Canada:

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

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

**ST. LAWRENCE**  
**GRANULATED**  
and  
**GOLDEN YELLOWS**

made only from  
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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

**MONTREAL**

Fix your attention upon our  
Superior Brand of

**Jelly Powders**

Your Jobber will supply you.

**IMPERIAL EXTRACT CO.**



Focus your ideas upon  
handling only

**SHIRRIFF'S**

They make Real Jelly Quick.

**18-22 Church St., Toronto, Canada**

**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
50 " " " " 3 months.....	10 00
" " " " 1 year.....	17 00
25 " " " " 6 months.....	10 00
" " " " 1 year.....	10 00

**PERIODICALS.**

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

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

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

**WANTED.**

WANTED for Winnipeg house, one revolving, sample tea and coffee table, complete, in good condition. Give full particulars. Box 312, THE CANADIAN GROCER, Toronto. (33)

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

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office printing machine on the market. Exclusive territory. Send name and address giving occupation and references to THE CANADIAN WRITERPRESS CO., Ltd., 33 John St. S., Hamilton, Ont.

**AGENTS WANTED.**

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

**AGENCIES WANTED.**

A WHOLESALE FIRM in Vancouver, B.C., with established connection with the grocery trade, is open to handle one or two first-class agencies. Box 349, Vancouver, B.C. (39)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

**ACCOUNTS COLLECTED.**

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

**FOR SALE.**

FOR SALE—An up-to-date grocery and crockery business in Ottawa Valley. Capital required about \$2,500. Box 317, THE CANADIAN GROCER, Toronto.

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

GROCERY BUSINESS FOR SALE—Going at cost, about \$800; terms if required. James Brooks, Merchants Bank Building, Vancouver. (35)

AFTER TWENTY-THREE YEARS successful retailing I am forced through poor health to offer for sale the largest grocery, confectionery and fruit business in Port Hope. This is an excellent opportunity for a bright man to secure the best paying business here. This is a good manufacturing town (with a rich farming country adjoining), and the store is in the very best location, with a splendid dwelling up stairs and all at a very reasonable rent. Business between thirty and thirty-five thousand dollars last year. All work done by shift system—cuts' expenses by half. Highest testimonials by bankers and wholesale houses. For further particulars apply to P. O. Box 77, Port Hope, Ontario.

**SITUATION VACANT.**

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

**SITUATIONS WANTED.**

YOUNG MAN of twenty-four wants position as traveler for wholesale grocery or wholesale liquor firm. Knows both lines thoroughly and can make good. Address Box 318, CANADIAN GROCER, Toronto. (38p)

**COUNTER CHECK BOOKS.**

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

**MISCELLANEOUS.**

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type-written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

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

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

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (1f)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (1f)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

**ADDING MACHINE.**

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

**BUSINESSES FOR SALE.**

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (35)

FOR SALE—Cash grocery business in nice Saskatchewan town on C.P.R. main line. Good district; excellent crop in sight; \$3,000 stock; \$1,500 will handle. Building solid brick, for sale or rent, easy terms. Address Box 316, CANADIAN GROCER, Toronto. (33p)

FOR SALE—We have a large list of grocery, hardware and general stores in British Columbia from \$500 to \$50,000. Full particulars on application. List your business with us for quick results. TRITES & LESLIE, 659 Granville Street, Vancouver, B.C. (34)

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (1f)

TO MERCHANTS—Do you want to sell your business? We have clients waiting for good propositions. If you desire to sell send us particulars. All information treated strictly confidentially. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (1f)

GROCERY, Provision, Flour and Feed Store for Sale.—Up to date, good new, clean stock. Reason for selling, ill health. A snap. Apply to Mrs. D. Wiley, Gravenhurst, Ont. (34p)

**EXPORT TRADE DEPARTMENT.**

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Dunstable." Codes—"A B C," fifth edition, Riverside and Adams

**DAVID SCOTT & CO.**

Established 1878. LIVERPOOL, ENGLAND. 10 North John Street. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scott's, Liverpool



## BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of —



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

## Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

Tea Gardens of the World.  
 Tea from Seed to Leaf.  
 Tea from Leaf to Cup.  
 The Tea Marts of the Orient.

Part II:—

How to Test Teas.  
 Where to Buy Teas.  
 Is it Wise to Place an Importation Order?  
 Bulk versus Package Teas.  
 How to Establish a Tea Trade.  
 Tea Blending.

275 Pages

Price \$2.00

Fully Illustrated

MacLean Publishing Co.  
 Technical Book Dept.

10 Front St. East - - Toronto

My Aim is to Save You Money!!

“WHITE DOVE”  
 ALMOND PASTE

MADE IN CANADA



Why Buy the Imported?

MADE BY  
 W. P. DOWNEY  
 MONTREAL



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

All Dealers and 381 Queen St. W., Toronto, Ont.

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

P. & F.  
**VINGENTELLI**  
 & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF  
**CANDIED PEELS**

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

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



TELL THEM!

are you  
 Looking

For a Clerk  
 For a Position  
 For a New Store  
 For a Buyer for your Business  
 For an Agent or an Agency.

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **2 cents a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making propositions there. You may find just what you are looking for.

# Here is a Bargain A REAL ONE, TOO!

90 cases	Gallon Peeled Pears - - -	\$2.25 doz.
26 "	Gallon Damson Plums - -	1.75 doz.
125 "	Gallon Lombard Plums - -	2.00 doz.

**Fine Goods    Fine Quality    Fine Prices**

**DON'T DELAY.    ORDER AT ONCE.**

## L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers  
**MONTREAL**

## Valencia Raisins

These Brands will certainly give your customers satisfaction. When placing your order this year remember **QUALITY** and buy



### M. D. & Co. "Beaver" Brand

SPECIAL FANCY QUALITY

### "W. Abel" Brand

STANDARD QUALITY

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:

ROSE & LAFLAMME, Limited, Montreal and Toronto

## A LEADER

FOR OVER

## 50 YEARS



### W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street

MONTREAL



# Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

## HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

**English** Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

**Excellence of Quality**

**Guaranteed Pure and all Packed in England**

Agents for Quebec and Ontario--ROSE & LAFLAMME, Ltd., Montreal and Toronto.

Agents for Provinces Manitoba, Saskatchewan and Alberta--MASON & HICKEY, Winnipeg.



### Money in This?

WELL, RATHER

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

### Holland Rusks

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

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

If your jobber cannot supply you, please notify

**McGregor Specialty Co.**  
672 Yonge Street, Toronto



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

## "Soclean"

The Dustless Sweeping Compound

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

BUY FROM YOUR WHOLESALER

or  
**The Harnett-Ridout Company**  
Manufacturers TORONTO  
Manufacturers Sales Co., Eastern Sales Agents  
314 Birks Bldg. Montreal



## BALAKLAVA SARDINES

Your years of experience make you a good judge of quality. Try a tin of Balaklava Sardines. If they appeal to YOU, will they not also appeal to your customers?

*We will rest by your decision.*

**The Eastern Canning Company - - Port Canada, N. B.**

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

# IMPORTED CANNED GOODS

1909 CROP

## “SOLEIL BRAND”

The Retail Trade is invited to ask us for quotations for the famous vegetables, canned goods of the “Soleil Brand,” 1909 crop.

The reputation of these canned goods in Canada is justified by the choice and the quality of the vegetables and their mode of preparation, which preserves all the natural taste and delicacy of the fresh article.

This constitutes the secret of the success secured wherever these goods have been offered to the consumer.

For prices and other information please write or see either of the following firms, who are selling the canned goods of the “Soleil Brand”:

Victoria, B.C.,	Simon Leiser & Co., Ltd.
Vancouver, B.C.,	W. J. McMillan & Co., Ltd.
“	W. H. Malkin & Co., Ltd.
Calgary, Alta.,	Campbell, Wilson & Horne Co., Ltd.
“	G. F. & J. Galt Co., Ltd.
“	L. T. Mewburn & Co., Ltd.
Winnipeg, Man.,	Codville Co., Ltd.
“	Jobin, Marrin Co., Ltd.
“	The A. MacDonald Co., Ltd.
“	The K. Mackenzie Co., Inc.
“	Campbell Bros. & Wilson
Toronto, Ont.,	Eby-Blain, Limited
Ottawa, Ont.,	S. J. Major & Co., Ltd.
Montreal, Que.,	Hudon & Orsali
“	Laporte, Martin & Co., Ltd.
Quebec, Que.,	J. B. Renaud & Co.





enables you to get trade, to hold trade and to get more with the least expense to yourself. You don't have to lock up one dollar of capital in handling "SALADA." And yet its popularity and ever-increasing sale brings you in a permanent revenue of profit. Because we sell you fresh tea in small or large quantities to suit your requirements, which allows of disposal before payments are due. And remember the cost is the same to all, whether you buy one case or fifty. There is no occasion to load up and you know large tea stocks eating themselves up are the bane of the grocer. Of course you are aware that we prepay the freight and ABSOLUTELY GUARANTEE THE SALE. That we positively refuse to sell "SALADA" to the peddler.

THEN THINK OF WHAT THIS MEANS TO YOU (and think hard).

### 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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# Eaton Advertising Accompanies an Early Enquiry

**Strong Indications That School Book Contract is to be Used as an Advertising Lever—Mail Order Education and 'Money Saver' Tip Sent to a Man Requiring Information About the New Books—Injustice to the Retailers Throughout the Province.**

What may be regarded as a preliminary though none the less significant evidence of the use which the T. Eaton Co. intend making of the school reader contract, recently awarded them by the Ontario Government, has been brought to the attention of this paper by an enquirer for information concerning the new books. Accompanying the reply which he received was a batch of Eaton mail-order literature, samples of which are here reproduced.

### An Advertising Lever.

No more forceful confirmation of our

evidence that it would be only reasonable to the hundreds of retailers throughout the country to take such steps as may be necessary to prevent the discharge of the contract in the manner described. As already pointed out the government can stipulate that the imprint of the Educational Department be placed upon the books instead of that of the T. Eaton Co. The Education Department also has the power to take over the distribution of these books. By requiring the observance of these clauses in the contract, the department would

retail firm the power to concentrate the sale of school books in its own hands by making the sale of them by any other dealers unprofitable. Evidently this is what may be done under the contract. The Eaton Company has the legal right to refuse to sell books to retail dealers at any but the retail price. Probably it will take advantage of this right. The result will be that retail dealers will be obliged, for the convenience of the public, to sell school readers at a loss, or the people of Ontario will be obliged to buy their readers from

<p><b>Delivery Guarantee</b>  <b>2c EXTRA</b> with each order over 50c guarantees safe delivery of your goods if they are to be sent by mail. We will deduct 2c from your remittance for above purpose unless otherwise instructed.</p>	<p><b>ORDER FORM</b></p> <p><b>THE T. EATON CO LIMITED</b>  <b>TORONTO CANADA</b></p>	<p><b>Our Terms are CASH WITH ORDER</b></p> <p>Remit by Express Money Orders, Postal Order or Bank Drafts.</p> <p>Do not send Cash without registering. It is not safe.</p>
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### SHIPPING INSTRUCTIONS

NAME _____	DATE _____	190 _____
(Use Initials and prefix Mr., Mrs. or Miss)		
Street Address _____		
Post Office _____	Box No. _____	State exact amount of money enclosed  \$ _____
County _____	Province _____	
Ship my order to _____ by _____		Do not write anything in this space
Write Mail, Express or Freight		
Shall we ship by Freight instead of Express if cheaper? ANSWER _____		
If you instruct us to ship free delivery orders by Express we will pay only the amount of freight charges.		
How far is it to your nearest Railway Station? ANSWER _____		
If any of the goods ordered are temporarily out of Stock may we send other goods? ANSWER _____		
THIS ORDER IS TAKEN FROM CATALOGUE NO. _____		

When writing about or RETURNING GOODS be sure to RETURN THE BILL

**OUR LIBERAL GUARANTEE**—If goods are not satisfactory, tell us the reason why and return them within ten days; we will pay transportation charges both ways and exchange or refund the money. Read paragraph "Exchanging Goods" in General Catalogue Instructions.

ARTICLE NUMBER	PAGE NO.	Quantity	DESCRIPTION OF GOODS (Order each article on a separate line)	COLOR	SIZE	PRICE EACH	DOLLARS	CENTS
If any amount is due us from last order please enclose with this order								
Allowance enclosed for Postage on this Order, or Express or Freight Charges if to be Prepaid								

A Sample of the Instructions Sent out by The Eaton Mail Order Department With Answer To School Book Enquiry.

recent contention that the contract would be employed as an advertising lever for the huge departmental store could have come to light at the present time. It is striking proof that those who let the contract, though properly impelled by the consideration of cheap readers for the schools, entirely overlooked the possibility of unjust application of advantages of enormous value when placed in the hands of such a concern as the T. Eaton Co. Hon. Dr. Pyne, Minister of Education, cannot fail to recognize, in the face of this latest

greatly modify an evil foreseen by country retailers, and one which is already taking actual form, judging from the manner in which the enquirer's letter was treated.

A very considerable number of those newspapers in which the new contract has been commented upon hold that steps should be taken whereby the sale of school books will not become a monopoly. The Hamilton Herald, for example, states that it is not only unjust to the retail trade of the province, but also to the general public, to give any one

the Eaton company only. Such a condition would entail a great deal of inconvenience. The contract should have stipulated that the contracting firm must sell the readers to the retail trade at a reasonable discount. The objection to the school books being used to advertise the retail business of the Eaton company is also a sound one. No advertising matter ought to be allowed within the cover of these school books.

### Patronizing Home Merchants.

Every country newspaper in the pr-

vince has, its readers—the men contribute churches and who help of vertising. who see r who have doubtedly ury mercha Ridgetown voices the M.P.P. fo tract is no off by the other mean the people is obtained der busines trade of t

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## Canners Consider Salmon Run Unsatisfactory

Preparations Made by British Columbia Canneries Exceeded the Requirements—Fish Get Past Nets at Mouth of Skeena River—Good Season at The Naas—Record Season in Washington State.

vince has, from time to time, exhorted its readers to patronize home merchants—the men who pave the streets, who contribute to the maintenance of schools, churches and charitable institutions and who help out the local newspaper by advertising. Yet there are newspapers who see no injustice in this contract, who have not noticed how it will undoubtedly endanger the business of country merchants, and who claim, like the Ridgetown Dominion, which presumably voices the opinion of Phil. Bowyer, M.P.P., for East Kent, that the contract is not an advertising coup pulled off by the T. Eaton Co., whereby another means of access to the homes of the people in smaller towns and cities is obtained; thus extending the mail-order business, and cutting in upon the trade of the local mercantile houses.

### Unreasonable Contention.

To those who have not sized up these phases of the matter, the latest proof is here presented. Every enquiry, every order will undoubtedly bring a bunch of Eaton advertising literature. No person is interested in Dr. Pyne's free information to the effect that so-called electric corporations are responsible for the opposition to the contract. This line of talk is rendered somewhat nonsensical when ranged alongside the serious weakness of the contract, and the absolute

Vancouver, Aug. 14—"Salmon run to date has not been very satisfactory," was the remark of a canner to The Grocer a couple of days ago. The run started in late, and during the last week or ten days was fair, but it was expected that more fish would have put in an appearance. The average daily pack has been about 300 cases or over, about one-quarter of what could be put up were the fish available. The best day 700 cases were put up, while preparations have been made for 1,200 cases daily. Prognostications have been made, but all these have failed, and now the cannery are waiting, but with falling hopes. Humpbacks have been caught, and while this may not be a sure sign of the end of the run, it is only a few days now until the 25th, when the close season commences. As is usually the case, the traps on the United States side of the

date in former seasons, and the belief is entertained by some that the salmon will come in all right.

Advices from Port Townsend, Wash., state that all salmon-canning records for the season to date have been broken, 460,000 cases have been packed on Puget Sound, while on the Fraser less than 170,000 cases have been packed. Some canneries have not been able to dispose of the catch, and in such cases traps have been opened to allow the fish to escape. Every canner on the Sound has exceeded his contract pack.

### HEALTHY TRADE CONDITIONS.

#### Revival of Trade in Canada, as Shown by Figures Recently Issued.

Ottawa, Aug. 18.—Government statistics issued this week show a healthy condition to Canadian trade and that at the present rate of advance will soon reach the high mark of a couple of years ago. The total trade of the Dominion during the first four months of the present fiscal year, which is to the end of July, approached the two hundred million mark, totalling \$191,919,304. Of this \$111,791,842 was merchandise entered for consumption, a gain of \$22,377,301. Dutiable goods were entered to the amount of \$66,028,887, a gain of \$13,810,834, and free goods entered were valued at \$45,762,945, a gain of \$8,566,467. Duty was collected to the amount of \$17,855,948, an increase of \$3,633,440. Exports of domestic produce totalled \$73,398,595, a gain of \$6,193,585.


There was a falling off in the four months of mineral exports of \$200,000. Before July there had been a gain in this item, but owing probably to the Sydney strike the month of July witnessed a falling off in the mineral exports of a million and a quarter dollars.

During the four months there was a decrease in fishery exports of almost three-quarters of a million, a gain of a million and a half in lumber, and an increase of a million and a half in animals and their produce, a gain of over three millions in agricultural exports, and a gain of a million in the exports of products of Canadian factories.

For the month of July alone the trade of Canada totalled \$56,250,000, a betterment of \$7,500,000. In this month there was a gain of \$9,500,000 in Canadian exports, and an increase of \$7,500,000 in articles entered for domestic consumption.

When you promise to meet a man it is just the same as promising to pay a man money. In either instance you are in the man's debt, and the obligation is not cancelled until the debt is paid—in other words, until the promise is fulfilled.

**ARE YOU GETTING THIS MONEY SAVER?**



**GROCERY CATALOGUE**

JULY & AUGUST  
T. EATON CO. CANADA

ARE YOU SATISFIED that you are getting the full worth of your money in quantity and quality? Are you not sometimes discouraged because of the large amount of money you have to pay for dried fruits, rice, spices and other every day groceries and then receive a small amount of poor quality?

WRITE TODAY for EATON'S Grocery Catalogue. It will tell you how to save money on your every grocery need and at the same time you will be pleased with the excellent service, the promptness of service and having equality, as well as the sufficient quantity you receive. Write for this Catalogue today, it will be mailed to you free.

THIS CATALOGUE will be issued every two months and it will quote you the very lowest of all groceries and at prices that will surely astonish you. Get your name on our Grocery mailing list today.

Write your name here, this mail to us and this great money-saving Catalogue will be mailed to you free.

NAME.....

TOWN.....

PROVINCE.....

An Eaton "Money-Saver" tip sent to the man who enquired about school books.

freedom from political consideration with which the matter has so far been considered. This paper is entirely ignorant of any such influence. It feels that it has taken a stand well within its province as a trade newspaper, and that the injustice of the proposition made its duty in the matter imperative. The Canadian Grocer advocates no course that would detract from the public benefit to which the Department of Education so commendably pledged itself in this matter. At the same time, it strongly disapproves of any action by which a public contract might be employed to the serious disadvantage of a large section of the mercantile community.

### SOME TRUTH IN IT.

The grocer thinks the baker has an easy time through life;  
The baker thinks the doctor's path is ever free from strife;  
And to us all this truth comes home as through this life we bob—  
It's the other fellow every time that has the easy job.

—Eli Grocer.

line have caught large numbers of fish, and these, too, the salmon that were bound for the Fraser River. Under existing conditions, the salmon are hatched and propagated in British Columbia waters to the advantage of the canner in the United States.

The pack on the Naas River has been good, while that on the Skeena was very poor. The fish in the Skeena seem to have got past the nets at the mouth, for they have shown up in the upper reaches of the river in large numbers on their way to the spawning grounds. At Smith's Inlet, the pack is good, while at Rivers Inlet it is improving. With the exception of the Skeena, the pack in the north is better than on the Fraser.

### Season May be Extended.

The question of an extension to the season has been discussed with R. N. Venning, of the federal department, who is on the coast, but he will not say anything until he has made a thorough investigation. Spawn examined shows that it is not as much developed as at this



## The Gathering and Marketing of Wild Black Rice

**Indians at Rice Lake, Ontario, Have Sole Right to Harvest the Crop—A Food Containing Great Deal of Nourishment—Primitive Methods of the Red Men in Preparing the Grain for Market—The Grocer's Fncyclopaedia.**

**WILD BLACK RICE**—A commodity little known in the retail grocery trade, particularly on account of its scarcity, is black rice. As a food this rice is unexcelled, having an exceedingly rich flavor and containing a great deal of nourishment.

One of the principal homes of the wild rice in Ontario is Rice Lake, which forms the southern boundary of Peterboro County, and the northern boundary of Northumberland. There the Indians have the sole right to market it. The lake is nothing more than a level, submerged valley, its greatest depth being about twenty feet. Two parallel ridges show in places by a succession of small islands, and it is on these submerged

being the dividing line. No white man can lawfully harvest a grain of it. The plant is an annual that grows from seed fallen the previous autumn.

As the level of the lake is raised yearly eighteen or twenty inches by spring freshets, the plant does not show itself till the middle of June; previous to this, one would not suspect its existence. As the water lowers and the plant grows, its bright green leaves, resembling very much the leaves of oats, rest on the surface of the water, and it is not until the last week in July that the stock shoots to a head, and consequently stands erect.

Although it is almost submerged, yet should the season be dry, the crop will be light. It grows to a height of about four feet above the water and blossoms about the middle of August.

### Gathering the Harvest.

The crop is garnered during the last few weeks in August, when the Indians, guided by instinct and habit, rather than by necessity, leave their well-tilled Government lands and camp on Sugar Island in the heart of the great northern rice bed.

After arranging their tents, they build their fireplaces of stone and wind-breaks of brush, haul out the large wooden threshing trough, set up the great drying kettles, sharpen their long-poled threshing sticks, and, in general, prepare for the harvest.

The mode of gathering the rice is unique. A dusky, muscular brave sits crosswise in the bow of the canoe, while his better half sits well to the stern. He guides the canoe slowly and skillfully through the dense beds, while the squaw wields the two sticks, with one bending the stalks well over the canoe, and with the other beating out the grain, hulls and all, into it.

Canoes often return from the fields laden to the gunwale with this grain. It is then spread out in bins to dry in the sun. Large quantities are marketed in this condition, to be shipped to foreign lakes, where it is sown, and more or less successfully grown. The greater part is subjected to a still further process. The big iron cauldrons are placed over a moderate fire, and half-filled with the unshelled grain. An attendant keeps it constantly stirred to prevent its burning. When thoroughly parched it is allowed to cool, and is placed in circular wooden troughs. These are set close to a tree, and in them, supporting himself by a limb, an Indian, to the tune of some popular air, "dances the grain from the hull."

The contents are then spread on a large sheet, and before a brisk wind great handfuls are let fall, the heavy grain dropping to the sheet, and the

light hulls being blown away. This is exactly the same method as that used by the early settlers to winnow their wheat. It is crude and slow, but the Indian's time is not valuable; the machinery used is not expensive, and, more than all, he loves this work, not thinking it in the least laborious.

Great numbers of whites are annually attracted to the rice camps, where the simple life may well be studied. A description of this life, of the annual rice picnic, and the Sabbath camp meeting, would furnish interesting and amusing reading.

### Advanced in Price.

The quantity of rice an Indian family will gather depends entirely on the industry of the operators. Families have been known to gather no more than sufficient for their immediate needs, while others market a dozen bags (each hundred and twenty pounds each) shelled grain.

In the hull, the grain resembles oat



The Parching Method.

ridges and in the shallows between them and the shore that the wild rice grows. The land around is for the most part of a heavy clay soil, and consequently the bottom of the lake is covered with two feet or more of a dark, oozy substance.

### Controlled by the Indians.

The plant grows in all parts of the lake where the current is not sufficiently strong to wash away this mud; but there are two places where it grows particularly rank and thick. The one great "bed" extends northeast from Pandash Point (Island) to Rainy Point (Island), a distance of two miles, and the other from the north end of Rainy Point in the same direction, about four miles to Upper Foley Island. The former is owned and controlled by the Mississauga band of Indians, located at Hiawatha, and the latter by the Chipewewa band, at Alderville, Rainy Point



Winnowing the Rice.

but is much longer and more slender. The kerned is of the thickness of the hull in a pencil, and nearly three-quarters of an inch long, the outer skin being most jet black and the inside snow white. Fifteen years ago it sold at five cents per pound, unshelled, and five cents, shelled, but now it is disposed of wholesale at about twenty cents per pound, shelled, at a distance from place of growth.

It has a rich flavor without adding helps, and when boiled, sweetened and served with cream, it is a food fit for gods. What the oatmeal is to the hardy Scot, black rice is to the dusky Indian. He cooks it when convenient, but more often eats it raw.

One year Anderson & Skinner, general merchants, of Keene, near Rice Lake, handled three tons of it, while Mr. L. G. Mison, of Harwood, did an equally good business. Tons of it, however, are not marketed, for the Indians have a great love for it, and always keep their o



share for winter use. It is safe to say, that on account of the crude method of harvesting, and the Indians' monopoly of the crop, one-half is never gathered. Thus thousands of teal, black and blue-winged ducks are attracted to Rice Lake in the fall to feed on the rice before it sinks to the bottom of the lake.

It is probably an exaggeration, but it is tempting to remark that almost an equal number of hunters are at-



An Indian "Dancing" the Rice.

tracted to Rice Lake by the ducks. In the winter, the ducks wage war against the feather-birds. The grain that is not eaten by the ducks sinks to the bottom of the lake and affords seed for the next year's

ADDRESS TO WM. ALGIE.

Something About The Characteristics Of A Man Beloved By The Travelers.

As founder of the Drummers' Snack, a report of the annual outing of which appeared in last week's issue, Mr. Algie deserves the respect and admiration of not only all its members but of sympathizers as well. At the banquet held on the occasion of the big picnic he was presented with a handsome cane and his wife with a beaded silk umbrella.

The duty of addressing Mr. Algie at the presentation fell upon Wm. Colville and his speech gave a splendid account of the work of the founder; but owing to the dearth of space in The Grocer last week it was necessarily held over. Mr. Colville said: A pleasant and arduous duty has been assigned me this evening, yet notwithstanding, it is with great deal of diffidence I undertake the speaking out of the same, owing to the fact that I realize my inability to address you so adequately to the occasion.

For some time—for some years I may say—the boys have felt a desire to make

known to you in a tangible manner, that they fully realized the debt of gratitude they owe you, and to express—feebly though it be, the sincere admiration they have for you, your good wife, and all bearing your honored name. But knowing you were opposed to any public manifestation on our part while the Snack was being held at Alton, we respected your feelings, much against our wish and desire, but to-night we have captured you away from your own fire-side, and consequently we propose to have our own way.

Some seventeen years ago, you cast a big, broad, ray of sunshine into the lives of the boys traveling in and around your neighborhood by inviting them to come to Alton on a fixed date, and participate in the pleasures arranged for them and enjoy your inexhaustible supply of open-handed, large-hearted, hospitality, without money and without price. Your generous invitation was unlimited. Sixty-five travelers accepted your invitation by being present in person, though preparations had been made for a much greater number. Needless to say those sixty-five travelers were the most surprised and delighted bunch in Canada at that time. They were for all the world like a lot of school boys out for a vacation and accorded full freedom to act as they felt inclined. Some of the first Snack contingent, I regret to say, have crossed the "Great Divide," presented their certificates for the last time and been admitted to the "Rest" that awaits the "Chosen Class" commercial travelers; and methinks I see them as they hover around the "Old Campfire" (That's to suggest). I should say "The Great White Throne," relating reminiscences of by-gone Sureks, the Crow's Nest, Cyclone Collar, and the Algie Clan. Memories of that Red Letter Day in the history of our traveling career can and never will be effaced or blotted out. To try and imagine that any person (outside our wives, sweet-hearts and our dear old mothers) allowed or permitted even a passing thought for the "Toilers of the Road," "Knights of the Grip," "Commercial Ambassadors," "Drummers," call them what you may, was never dreamt of and when confronted with "The Goods" we were more delighted and surprised than had we been elected a member of the firm we represent, so unexpected, so unlikely was the act.

Since then Mr. Algie, we have learned to know you, and are deeply imbued with the truth of our convictions that such generosity as you so freely dispense; such tender feelings you express and put into practice for the welfare and happiness of others, was born in you, and years have not diminished but rather enlarged and developed the many happy faculties you possess, so worthy of emulation, that has made you to-day, what you are—a man among men, most humane, most honorable, and command-

ing the respect and esteem among all classes, high and low, and commercial men in particular. You are in a word, a purveyor of the milk of human kindness and a strong and fearless advocate for the betterment of mankind in all walks of life.

The author of the words "Man's inhumanity to man makes countless ages mourn" would never have penned the same had there been traveling salesmen in his day. You holding a Commercial Certificate from the Toronto Association, are embraced in my contention, and we are within our rights in saying a kindness shown a traveling salesman is never forgotten, and those that extend to them a courtesy, treat them honestly are entertaining Angels unaware, and providing for themselves a reciprocal "Demand Policy" bearing compound interest, and payable at any time—night or day—they make a call.

Therefore, Mr. Algie, as a testimonial of our good faith and belief in yourself, we ask your acceptance of this cane as a slight token of the great regard we have for you and the hold your genial personality has on the affection of the members of the D.S.C. May the gift accompanied as it is by the good wishes of all the boys, support you through life's pathway in your declining days and we trust sincerely you may live many many years to enjoy the blessings you have so generously distributed among commercial men, also the pleasure of being present at a great many Snack reunions in the future. We would also ask you, Mrs. Algie, to accept this remembrance from the club members assuring you of our deep appreciation of your innumerable qualities of heart and mind, not forgetting to assure you how sincerely we all felt for you as we stampeded your home and called on you to provide food and lodging for forty to fifty tired and hungry commercial travelers, which huge undertaking you cheerfully performed as if it were a pleasure and not a task, bearing out the truth of the words "Love maketh Labor Light."

A TRAVELER'S NARROW ESCAPE

One of the knights of the grip, R. Robertson, by name, for Minto Bros., Toronto, has some weird tales to tell of a sojourn in Fort William during the big strike. It was his misfortune to be there at a time when real bullets were doing the aeroplane stunt. On the pretence of looking for business around the docks, "Bob" wandered that way, but instead of meeting customers he was introduced to whizzing pieces of hot lead. Of course they all missed him for he is still very much alive. Anybody who knows "Bob," however, can readily imagine the manner in which he made his escape. But it is said that to hear him tell it, Waterloo was insignificant compared to that Fort William strike riot. When he arrives home his friends around Minto Bros. will exhort him to write a story on 'army' movements and their relation to the commercial traveler.



# The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED  
 JOHN BAYNE MACLEAN PRESIDENT

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

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TORONTO	10 Front Street East
	Telephone Main 7324
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WINNIPEG	511 Union Bank Building
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PUBLISHED EVERY FRIDAY

## THE MARKET FEATURES.

Returns from all over the Dominion this week show a general scarcity of fresh eggs, and in the important markets advances are announced. Fresh-laid eggs in Vancouver are retailing at 45c per dozen. In Halifax the figures range around 21c, while in Bracebridge they were 25c on last Saturday's market. The Toronto market also shows eggs firmer in price on account of the scarcity. Eggs of a doubtful character are too plentiful all over.

Wholesalers and brokers would not be surprised if sugar were to advance in the near future. Raws are up, and in view of the large quantities of refined being consumed, an advance in the latter would not be unexpected.

In Winnipeg declines are noted in Japan rice, rolled oats and pork and beans. Among the features of the Montreal market is the depletion of molasses stocks, due to the recent heavy demand of that commodity in the Province of Quebec.

The currant situation provides some interesting information. Recent cables from Greece indicate an extra strong market. Prices steadied down somewhat after a flurry of a week ago and there has been a good deal of buying done for importation. Reports also speak of heavy damages, caused by rains. Different shippers are quoting currants at prices varying as much as a shilling and threepence.

The tea market is exceedingly firm in London, having advanced last week three

farthings. As a result, dealers here are not taking a great deal of interest in it.

## VISIT NATIONAL EXHIBITION.

The Canadian National Exhibition opens at Toronto on Saturday, August 28th, and closes on September 13th. Everybody recognizes the educational value of it and particularly do merchants know that a trip to the National Exhibition is of great assistance to them in their business duties.

Therefore, all those merchants who can possibly secure the time should make it a point to attend. Any observant person can easily have his attention occupied for a considerable length of time and with profit too. The exhibition provides information and ideas that will be substantial and a great help to any man in business.

If you have not already had a day off, take your vacation during the Exhibition and visit the industrial buildings. If you have had your day, business will keep if you take another. The education is one that you cannot afford to let pass.

## IMPORTANCE OF SIGNS.

Keep your name before the public—is a motto which should be hung up in the mind of every business man.

A trip through the country districts impress one with the absence of signs used by retailers and manufacturers—a condition of affairs which can and should be rectified without delay.

Large manufacturing plants are observed with not a sign to show the name of the company or the products turned out.

Similar lack of interest and enterprise is noticed among retail merchants in some country town and village districts. Signs can be procured at little expense and every merchant who is not prejudiced against his own name should have it appear on the window, store or awning as well as in as many other conspicuous places as possible.

Sometimes the best window space in a store is taken up to advertise somebody else's products, but there is not an inch of space to indicate who even owns the store. Signs are clearly a good advertisement and their importance must not be overlooked.

## LOOKING INTO THE FUTURE.

There is no mistaking the feeling with which the trade generally views the prospects for the fall. On every side are heard expressions of opinion that business will go ahead with great swing when once the country can settle down with hard facts as to the great crop in the Northwest, and farmers can look around with a certainty of good money

to supply their many needs. Apart from this feeling of confidence as to the effect of the harvest, there is the additional assurance that trade since the spring has been marked by a steady improvement. There has been no uncertain boom with consequent slump. As if following upon a well-regulated plan business has gradually extended as time went on with the evident intention of widening out into a great fall volume.

Manufacturers, who are now trying to accumulate stocks, are certainly confident, jobbers are equally assured, and it is evident from the reports from travelers that retail merchants have most rosy views as to the consuming demand. And there is good reason for this.

For a long time now the farmers have been economizing. Last year's harvest did not do more than settle old obligations. There has still been a scarcity of spending money. Household requisites have been done without, and farm equipment kept down to the lowest limit. But there will be a great stream of money to the west this fall. The man who has been obliged to economize is the one who spends most liberally when the embargo is removed. The reaction will bring forth a mighty consuming demand. Are the retail merchants prepared?

Up to now there has been little attempt to look after future requirements. Bookings generally are very light, and the merchant, it would appear, is inclined to follow out the old course of buying as the goods are wanted. This plan has been successful up to now, owing to the fact that with the demand developing slowly, jobbers have been enabled to ship promptly. But what must happen if the fall demand breaks in as heavily as anticipated? Goods will be wanted all at once, but as jobbers' shipping departments are limited, and manufacturers cannot turn out goods at a moment's notice, there is likely to be a tie-up in transportation, to say nothing of a shortage in some manufacturing lines. Already delivery is hard to obtain in several lines, and if this is so now, what will be the case if the fall demand reaches the proportions that is expected?

In addition, there is the prospect that many lines will advance in price ere the fall comes. It is, therefore, well for the merchant to consider seriously his fall requirements, for it is the man with the goods who will reap the greatest benefit from the demand. Because hand-to-mouth buying served all right in the spring and summer, there is no reason to believe it will be the same in the fall. Merchants, therefore, must look alive and take courage from the confidence that is generally felt, and see that they are well prepared with their orders early placed with the jobbers.

ER

Develop  
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ERIOUS CONDITION OF OUR BACON TRADE.

Developments in the Canadian export bacon trade show some interesting and somewhat alarming conditions. Hog prices have rushed to such a dangerously high level and our supply is running so low, that we have lost our once enviable position in the estimation of the mother country.

A member of a Canadian firm which does an extensive export trade with Great Britain is authority for the statement that scores of English dealers are going out of the bacon and hog-product trade. The fact is, prices have been so high that consumption has fallen off considerably and consequently dealers are afraid to handle these goods. It is estimated that consumption has been reduced by thirty to forty per cent.

Bacon in London, England, is being sold by grocers and provision dealers at a price in many cases that does not cover cost and working expenses. The shortage of supply is not only a local but a world problem and it is going to take considerable time before it will right itself. So long as the imports into Great Britain are restricted as at present, the prices will remain at a high figure.

There has been a recent development in the old country situation which may eventually become a serious matter, so far as the Canadian trade is concerned. It is the import into England of Chinese hogs.

Figures have been received by Canadian firms placing the number at 8,500 carcasses up to the present. These arrivals mark an epoch in the British provision trade. What the future will bring forth can only be conjectured. The quality of the Chinese product is good. The labor conditions are such that hogs can be raised in the Orient at a comparatively low cost, and there is such a dense population there that if the cause of its fall from its once high market can be supplied with a considerable portion of its requirements from that source.

Should this come to pass, the bacon export as well as home trade in Canada would be seriously affected, and more so if the present conditions prevailed. Following the low prices of a couple of years ago, Canadian farmers went out of the business. The supply now runs so short that prices of hogs to packers are abnormal and it will take considerable time to produce the quantity of hog-products that will give Canada her former prestige on the British market. Even if it is a long haul from China, the quantity that could be produced and the small cost necessary to raise them, would tend to keep prices down. At the present time there are said to be more pigs in China than in all Europe.

While the quality of Canadian bacon has by no means deteriorated, the quantity, or at least the absence of it, was the cause of its fall from its once high position in the eyes of the British trade. Farmers everywhere are now rushing in to try to meet the demand at present lucrative prices but, as before intimated, it will be some time before the prestige can be regained. Should the Celestial Empire take seriously to the hog-raising industry, as it is apparently doing, Canada will have a still more difficult problem to face in the form of Chinese, as well as Danish competition.

The home market for our bacon must not be forgotten. The peopling of the great west and the shortage of the supply of hogs in that section of the Dominion, have produced a large trade for Ontario. But this country is naturally an agricultural country; farmers cannot afford to overlook the fertilization of their land, and hog-raising is a natural industry. Therefore Canada cannot be content to supply only home demand. She should naturally be an exporting country of hog-products and the hog industry must necessarily be given its share of consideration; for it will be a long time yet before Canada will become so populated as to be able to consume all that is produced.

HOLIDAY WINDOW DISPLAYS.

Labor Day this year falls on Monday, September 6th. Stores will be closed so that the Saturday preceding will be a busy day among the grocers.

The wide-awake merchant gets the big share of the business. The holiday provides a good opportunity for grocers to arrange special "Labor Day" window displays and to advertise something extra for the latter end of the week preceding.

Show-cards might be utilized calling attention to the holiday and to as many seasonable articles as possible. Price-cards are another feature which can be used to advantage and those with original window-dressing ideas have a good subject to work on.

A UNIFORM CIVIC HOLIDAY.

The Chatham Daily News, commenting upon the civic holiday celebrated at that city on August 9, endorses a suggestion recently made by this paper that one day be chosen by all municipalities proclaiming a civic holiday.

As has already been pointed out travelers for wholesale and manufacturing concerns are put to a great deal of annoyance and expense by visiting a town or city to do business, only to find on their arrival that the day has been set aside locally as a holiday.

At the present time civic holidays are celebrated from the first Monday in August to the last of the month, and there is no system of letting non-residents know what day is selected. Not only are travelers subjected to annoyance, but country merchants visiting Toronto, Hamilton, London, Ottawa and other cities, also find the business places closed unexpectedly.

Why cannot the Commercial Travelers' Association take the initiative in bringing this matter to the attention of the Dominion Government with the object of having legislation passed to the effect that any municipality desiring to celebrate a civic holiday shall select a given day—say the first Monday in August, midway between Dominion and Labor days. The travelers will undoubtedly receive the backing of the various retail associations, if they take action along this line.

BUSINESS MEN NEEDED.

It is refreshing to note that business men constitute a goodly portion of the recently formed Cabinet in Newfoundland, following upon the recent defeat of the Bond Government and the ascendancy to power of Sir E. P. Morris and his colleagues.

The cabinet consists of eight members, and of this number three are men who are engaged in business in Newfoundland, and of the others, one has had a thorough business training. It may practically be stated, therefore, that fifty per cent. of the cabinet is composed of business men.

While this condition of affairs in Newfoundland is gratifying, we in the various provinces of the Dominion would by no means be averse to seeing similar conditions prevailing with respect to our legislatures and our federal government. It seems a too-serious matter that so few men acquainted with our internal business affairs are sent to represent us in parliament and selected to form our cabinets, when practically the progress of the country depends on the way in which the web of business is woven.

KEEP DOWN THE DUST.

Sweeping a store constitutes one of the daily duties of a grocer's existence, and special attention should be given this to prevent the dust arising; otherwise the goods will acquire a generous coating, which will not make them attractive to the customers.

There are now on the market various oils and compounds which, spread on the floor, will prevent dust arising, and their use will more than repay the grocer for the slight additional expense. There is observed in some stores of newer construction, dust holes, where the dirt can be swept, where it falls through into receptacles arranged to receive it in the cellar.

## Shippers' Opinions as to the New Bill of Lading

Conditions Generally Approved of—Vagueness in the One Referring to Damage Caused 'By The Act of God' — Knotty Points That Will be Subsequently Elucidated — Filling in Weight and Rate.

Toronto, Aug. 18.—Interviewed by The Canadian Grocer as to their opinions of the new bill of lading approved by the Railway Commission, which comes into effect on October 1 next, a number of representative Toronto shippers expressed themselves as heartily approving of the new form.

P. C. Larkin, of the Salada Tea Co., thought the bill "an excellent one; much better than the United States uniform bill of lading, and infinitely superior to the old form, it will replace." The placing of responsibility on the railroads in case shipments are destroyed at destination wherein the new Canadian contract is superior to the United States form.

Across the border the railroads as a usual thing do not deliver goods as here in Canada, and after 48 hours notification to consignee the railroad will not be responsible for damage or loss to goods. Under the new Canadian bill, delivery being provided for the railroad will be responsible even after the 48 hours. All the clauses seem fair, though the third section may prove to be either favorable or unfavorable; time will tell. The third section says that carriers shall not be liable for loss, damage or delay,

'caused by the act of God,' etc. Now the 'act of God' may mean a lot of things, and the railroads may seek a loophole. It all depends on the interpretation placed upon it. How it could be bettered I do not know at present; and perhaps on the whole, it is the best that can be done.

"I think that when a merchant buys a bill of goods he should be reasonably sure of receiving them intact, or being compensated if damaged or destroyed, even though an accident occurs through a washout due to a storm or any other 'act of God.' The railroads can obtain from Lloyds a blanket policy for the goods they are carrying, which would protect them in case of loss, and though it might mean a little higher freight rate shippers might not object when assured of the added security. The rate need not be much greater either, for the losses are not many and the risks not so great. However, that is a matter for the Railway Commission. As it stands at present a retailer buying a quantity of goods, may be wiped out of business, because the shipment may be damaged or destroyed in transit and he would have little or no recourse for compensation. The new bill of lading will to some ex-

tent remedy this, and on the whole I think the new bill an excellent one."

### Best Possible Bill.

Hugh Blain of Eby-Blain, Ltd., speaking from memory rather than close scrutiny of the wording of the bill thought it, "was the best possible under the circumstances." There were many points that were intricate and knotty, but he thought these might be simplified in time. In one direction until international trade and commerce was more unified there would be obstacles in the way. For instance, a consignment of goods from Greece to Toronto might be handed to the G. T. R. at Portland, in a damaged condition. The railway would accept the goods giving a receipt to the ocean steamer specifying the damage. The only recourse the consignee has at present is to sue for indemnity in Greece, the expenses of which might cost much more than the case would be worth. As to insurance of shipments by railroads, that is practically covered by one section of the new bill of lading, at least the carrying companies are responsible for damage up to 48 hours after they arrive at destination, which really means that the consignee is insured.

On the question of filling in the weight and rate blanks in the bill of lading,—a question which has caused some discussion in the United States—Mr. Blain was of the opinion that the responsibility for this should rest with the shipper, and not with the railway company.

"The railway will certainly look after their interests and check over bills of



NEW STORE OF SUTHERLAND & CO., WINNIPEG.

There are at the present time four stores in Winnipeg owned and operated under the management of Sutherland & Co. The new store was opened by them a short time ago in the north end of the city. The management do not cater to the down town trade, but their stores are located in the four corners of the city. They are to be congratulated upon the success of their business which is doubtless due to the fact that cleanliness and interior attractiveness have always been given special attention. The above is a cut of an interior view of the beautiful new store opened on May 15 last.

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## Notes from the Maritime Provinces and Quebec

lading to see that there are no errors. In fact there are now inspectors for just such work. However, I do not think there has been any great number of serious objections from retailers as to the leaving out of the weights or rates from shipping bills."

**Needs to be Tested.**

R. C. Steele, who was president of the Board of Trade two years ago, when the question of a new bill was mooted, is away from the city, owing to illness, and his son is conducting the business in his absence. Mr. Steele, jr., had not taken the interest in the question as had his father.

"The old bill certainly needed improvement, but until the new one has been in force for a year it would be hard to say how it will work. There were many things that looked well on paper, which on trial might not work out so well."

**Omission of Weight and Rate.**

"On whom should responsibility rest for inserting the weight and rate in bills of lading?" was asked H. A. Gunn, of H. S. Howland, Sons & Co. "I do not think that is an important matter at all," said Mr. Gunn. "We send out many bills of goods and frequently leave off either the weight or rate, and sometimes both. There are just a few of our customers who insist on this point, and the complaints are very few. We have to apply to the railway for the rate in many instances. To fill out the blanks would be very nice, but it would be costly, for an extra clerk would be necessary and he would find a mistake of probably not more than \$5 in the whole year. Paying out \$1,000 to discover a \$5 error is not good business. And if the hardwaremen were to figure up every bill of goods to see whether an error had been made, he would be giving a lot of time to unprofitable labor away from his store, and in the end discover a mistake very, very seldom. I do not think the matter is a serious one."

**BUSINESS IN THE WEST.**

Geo. A. Stone, commission merchant, Vancouver, B.C., has been east on a business trip during the past few weeks. While in Toronto he was seen by a representative of The Canadian Grocer, and, by the way, he is very enthusiastic over the western business prospects for the next few months. The prairie crops indicate a splendid harvest and the lumber industry is opening up well in the Pacific province. Up to the present, the business year has been a good one and there is no reason why conditions should not continue. Mr. Stone visited Montreal and other Quebec towns and cities while east.

Alex. Minto and T. L. Carruthers, of Minto Bros. staff, Toronto, left last Saturday on a holiday trip to Atlantic City and other sections in the Eastern States. They expect to be away about ten days.

**World's Fish Markets Bare — Good Apple Crop in Nova Scotia — Bread Law Change Talked of in Montreal — St. John Business Men Attending Board of Trade Convention.**

**ST. JOHN.**

August 17.—Business has been quiet here for the past two weeks. There have been very few, if any, changes in prices and a warm weather apathy seems to have settled over the grocery houses.

In the country market new potatoes are coming in freely and reports are to the effect that the crop will be a good one. Practically everything in the line of green stuff is now coming in and prices are reasonable. Potatoes are selling, wholesale at 50 to 60 cents a bushel; cabbages, 50 cents a dozen; peas, 50 cents per bushel and beans 35 to 50 cents; cucumbers are quoted at \$1.25 to \$1.50 per barrel. Beets, carrots and turnips are as yet only coming in small lots. In berries, raspberries are scarce and are quoted at 10 to 12 cents a box, while blueberries are selling at 50 cents per water pail.

Shippers interested in promoting trade between this port and Cuba will meet this week with the provincial secretary, Hon. J. K. Flemming, to discuss arrangements for providing steamship sailings, as well as such official representation as may be decided necessary at Havana.

**HALIFAX.**

Aug. 17.—The wholesale grocery dealers report trade improved since last report. The travelers in some sections of the province are sending in better orders, and the prospects of a good autumn business are now much brighter. The farmers in all sections of the province are now busily engaged in housing the hay crop, which is somewhat below the average, owing to the dry weather about the middle of the season. The weather so far has been favorable to the fruit, and a bumper crop of apples is expected. The apples this season give promise of being of excellent quality. All the fruit so far is without a blemish, and in this respect it is away ahead of last season. In anticipation of a large crop several large apple warehouses have been erected at various points through the Annapolis Valley, this season. Some of them have a capacity of 13,000 barrels.

The fruit dealers report trade brisk. A large quantity of stock is being handled weekly, and the consumption of fruit is increasing very greatly in this city. During the present year, more than a dozen new fruit stores have been opened in Halifax, and while they are not large, all appear to be doing a good trade.

There is a slightly better demand for eggs since last report. There is an unusual scarcity of fresh laid stock since last week, and as a consequence the price is stiffer. New laid eggs are selling at 21 cents, and if the scarcity continues the price will continue to advance. Butter is in good supply, and there is ample stock on hand to meet all the local de-

mand at the present time. Prices are steady and they will likely remain so for some time.

The world's consuming fish markets are more or less bare of fish just now. This is particularly true of Portugal, Italy, and Northern Brazil. A combination of circumstances contributed to this unusual state of affairs; the principal causes being a late season for new cure, and unprecedented consumption (due to low prices) on the record catch of last year. On August 1, Newfoundland warehouses were virtually bare, compared with 60,000 qtls. on hand on August 20, 1908, when the season for new cure is supposed to commence. In Halifax fair stocks were held, and general distributing demand is rapidly clearing up the old cure. Naturally, prices are tending upwards, and demand will exceed supply until possibly the end of September, when a re-action is looked for.

The Newfoundland shore fishery to date is a fairly good one. Fish generally strike in plentifully, when they show up. Last week in the Straits, the fishermen could hardly handle the catch. The Labrador fishery to date is more or less uncertain—ice greatly impeding the Northern floaters—but the season there does not end until early September, and ten days good fishing is all that is required, to bring the Newfoundland catch up to that of an average voyage. Local bankers are making record catches. The fleet, however, is small, but at \$4.00 a qtl. the business pays well, when catches are good. Herring are reported east and west, and mackerel are also found in stray schools. Demand for both articles is good.

**MONTREAL.**

Aug. 17.—Samuel D. Stewart, local representative of H. J. Heinz, died last week. He was a director of the Canadian Commercial Travelers' Association.

It is estimated that the apple crop around Montreal will be an enormous one this year, and that within the next three months there will be a half million barrels of apples packed. On the island and mainland, within a radius of about forty miles is the great apple growing district.

The city by-law dealing with the inspection of bread, pastry and similar articles of local manufacture, is silent upon the minimum weight of the loaf, and as a consequence the bakers are not held to any fixed weight for the bread placed upon the market. It is probable the council will add a section to the by-law fixing the weight of the loaf. The bill for this purpose is now pending. The weight usually adopted by the bakers here varies from 32 to 28 ounces, according to the kind of loaf.



## Review of Ontario Grocery Trade Happenings.

**An Inferior Quality of Lard Being Sold in Kingston—Collection System Established in Peterboro—Over supply of Tomatoes at Guelph—Ottawa R.G.A. to Resume Work—Good Potato Crop Around Perth.**

### PETERBORO.

August 18.—The grocers are enjoying one of the best seasons of the year. This is the time when preserving is at its height and as a consequence sugar is in great demand. In fact everything connected with the laying in of the store of winter fruits, pickles, etc., is obtained from the grocer all but the preserving kettles and in many cases the grocer is carrying this line. The new vegetables are selling well and together with fruit are rapidly disposed of. Plums are coming in just now and the grocers vie with the fruit dealers in catching the trade of their own customers. In this regard the general report is that they have been successful with the result that the majority of the grocers are handling more fruit than in past years.

Ald. Geo. A. Gillespie was presented with a son one day last week and during the same 24 hours received a new auto which he had arranged to purchase.

Peterboro merchants including the grocers have exhausted their patience with deadbeat customers and have recently inaugurated a scheme by which a man will be engaged to collect debts and will place delinquent payers on an Indian list. The success of this system in other cities and towns has been one incentive to the local business men and there is an unanimous opinion that it will be beneficial to the trade in this city. Speaking to a grocer your correspondent learned that the trade journals have been instrumental in educating the merchants to this point and he himself stated that he had been impressed by the accounts that had appeared in *The Grocer* of results that had been obtained in other places. The system will be commenced shortly.

Fresh potatoes are reaching the normal price now after being high throughout the early part of the season. Up to the present they have been dearer than in other years for some reason that is not exactly known or at least has not been explained. New apples are coming in and are in good demand.

Market quotations of late have been favorable to the grocer. The prices are above the normal and the supplies are apparently none too plentiful on the Saturday market with the result that the trade is driven into the stores.

### KINGSTON.

August 18.—The sympathy of all is extended to the merchants who undertook to supply groceries to government institutions at low prices. The advance in products is ruinous to them in the extreme. A local man tendered ton of beans lately to an institution for which he paid \$2.25 a bushel, while the contract price was \$1.80.

Travelers are reported to be offering bakers all kinds of substitutes for lard. If butter is imitated the government bull-dog is let loose and why not sic him on the lard imitators. Any old kind of grease seems to be allowed. The government pretends to be anxious about the people getting pure food

stuffs and pure drinks, yet the other kinds are as thick as weeds in a garden.

A grocer remarked recently that the United States strawberry box was better made and stronger than the Canadian box. The rounded corners, full quart and no broken boxes to lift up and replace, were characteristics worthy of the notice of the fruit inspector. Broken packages are troublesome to the express companies as well as to the dealers.

"A good looking grip-holder looked up at me," said a retail grocer the other day, "and with a sweet smile he said: 'Sign this document for 5,000 lbs. coffee and I will ship you an electric mill worth \$75 free; you will increase your trade and save muscle. Your girl clerks can touch the button and grind to suit the trade.'" "Well," he answered, "I shall think it over; I've been taken in in nine swindles lately and I want to turn the mill in my head a few times." He thinks he will make out a form for the coffee dealers to sign something like this: "I do solemnly swear that not one ounce of chicory or any coffee bean other than pure Mocha or Java, etc., will be sent you in the 5,000 lb. deal, so help me Maracaibo."

### PERTH.

August 18. Perth had almost an over supply of new potatoes about 10 days ago and prices kept coming down until some farmers sold them at 50c a bushel. Three weeks ago the price was 50c per peck. It looks at present as if the crop would be a record-breaker, and potatoes consequently may be quite low this fall.

In looking over a local paper of a date 10 years back, one is surprised to notice that a large percentage of those merchants advertising then, are to-day out of business. In this town almost 50 per cent. have disappeared from business life in a little over ten years.

Why not push collections now instead of next January when everyone else is at the same work? If people ever have work they are likely to have it now. Money is therefore circulating more freely and "those back accounts" should be more easily collected than at other seasons of the year.

The Boyde Caldwell Co., Lanark, have sold their business to Walter Robertson, a man who has been connected with it for many years.

Some new honey has been offered for sale. The price for clover honey is about 10c.

### LONDON.

August 18.—Grocery travelers are back on the road again this week, and business, which has been rather quiet, has begun to look up.

Brokers' advices report raw and refined sugars firm and advancing in England. India and Ceylon teas are also firm. First crop Japans has been nearly all sold out, and dealers are daily

expecting quotations for second crop. Coffees are firm and other staples unchanged.

Retail grocers report trade rather quiet, due to the fact that so many citizens are away holidaying. The backwardness of the various fruit crops also affects retail trade.

The proposed grocers' "Donnybrook" at Dorchester has been postponed until the first Wednesday in September, which is to be made the final week half-holiday of the summer, although the east end merchants have decided to close on both the first and second Wednesdays.

President Ed. Ryan, of the Retail Grocers' Association, is one of the proudest men in London, because the annual picnic of the Irish Benevolent Society, of which he is president, held on Thursday last at Port Stanley, was the biggest in that society's history.

The past week has seen a marked change in the tomato crop prospects in this district. Last week tomatoes were selling at 60 cents a basket, and that the sales were not any too brisk. On Saturday they were selling at 75 cents to one dollar for the same article, or even not so good. The dry weather is blamed for it all, the growers stating that the tomatoes are dropping on the vines, and that they are also affected by a rot. They are also running to small sizes, and in every respect the quality is inferior to that of a week ago. The demand for the tomatoes is beginning to make itself felt as the season progresses, and if a fair amount of rain comes before the damage becomes too extensive, there may yet be a fair crop. The heavy rains the beginning of this week are expected to work wonders among the plants.

J. A. Henderson, grocer, corner Colborne and Grosvenor Street, has sold to two of his employes, Mizzen and Sargent.

R. C. Eckert, until recently with Gorman, Eckert & Co., has been caught by the lure of the west, and it is understood, will go out there shortly to look around.

### CHATHAM.

August 18.—Arrangements for the merchants' picnic to Erie Beach, on August 26, formed the chief theme of discussion at the regular monthly meeting of the Merchants' Association on Tuesday evening last. Everything is progressing finely. A good list of events, with substantial prizes attached, has been provided. A mid-day parade will take place on King Street, at 12.30, following the general closing of the stores; after which clerks and merchants will depart for the lake.

W. M. Murdock, official collector of the Merchants' Association, tendered his resignation at last week's meeting, in offer of a "better thing" financially being come his way. The resignation was the subject of long and earnest discussion, but the majority of the merchants were strongly opposed to a change in the collectorship, provided Mr. Murdock could be retained. A committee was appointed to confer with him, the result of the conference being that Mr. Murdock decided to stay. The work of the collection department, hitherto divided between Mr. Murdock and Mr. Powell, official secretary of the association,

it is understood end of the Mr. Murdock department n

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## GUELPH.

it is understood, to be combined at the end of three months and all placed in Mr. Murdock's hands. The collection department now numbers 66 members.

This is the season when the grocers take to the woods, the waters or elsewhere for their holidays. Last week Fred Ward, of Harry Andrew's grocery was on duty, while on Monday Mr. Andrew was fishing at Ericau with Dr. Anderson of Detroit. J. H. Bogart, the Queen St. grocer, is on a trip up the lakes, and Wm. Anderson is spending the week at Bay City.

The King Edward grocery is now getting in melons from Leamington, having pretty nearly a cinch on the Chatham end of the supply. They handle 10 crates a day.

Tomatoes have hitherto been selling strictly by the pound. On Monday, however, H. A. Andrew offered them at one a peck. This is the first year on record that selling by the pound has been so general.

Howard Gillies, for some time past a member of H. A. Andrew's grocery staff, has dropped groceries for banking, joining the Dominion Bank staff.

Blackberries have been in for some time past, and will probably see their flush this week. The price has been remarkably steady, scarcely varying from 12c. a box or \$2.75 to \$3 per crate.

Wm. Potter, the Queen St. grocer, and John McCorvie, of John McCorvie & Son, have returned from attending the I.O.O.F. convention at Ottawa, as delegates from the local lodges.

Tilbury merchants have come to an agreement to ask their customers to leave all orders for groceries before 9.30 at night. No order taken after that hour will be delivered the same night. This move is designed to do away with late Saturday night deliveries, which are an evil in Tilbury, as elsewhere. One Saturday night recently—or rather, Sunday morning—deliverymen were on the streets till 1.30.

B. Kaplan, general store keeper, of Cottam, has made an assignment to M. Masuret & Co. The creditors' meeting takes place on Aug. 23.

B. R. Elliott's general store is being moved from the north side of the M.C.R. to the corner of Main and James Sts.

The new T. B. Adams & Co. general store at Harrow is progressing rapidly and premises to be a handsome structure. The Adams company contemplates the introduction of an early closing scheme, the intention being to close every evening except Wednesdays and Saturdays at 6 o'clock.

Harold Cousins, of the O'Flynn & Burgess grocery, Wallaceburg, is away on his holidays, his place being taken by Russell McCarron.

The King Edward grocery has an interesting sideline in the shape of genuine home-made bread. It is baked by a lady in the neighborhood, and sells at 6 cents a loaf, the weight being somewhat more than the baker's loaf. At present the grocery sells about 15 loaves daily, though the trade is a growing one.

Wilfred McCorvie, of John McCorvie & Son, returned last Thursday from a trip through the Canadian Northwest to the Seattle Exposition, returning via Los Angeles, Denver, Salt Lake City, and other American points. He was accompanied by Will Foreman. Mr. McCorvie had an enjoyable trip and speaks highly of the Canadian exhibit at the Exposition.

August 18.—The travelers of the R. and J. H. Simpson Company, all having had their two weeks' holidays, have returned to work again and started out yesterday morning on their accustomed routes.

W. C. Benson, of Benson Bros., the Lower Wyndham Street grocers, has returned from Ottawa, where he has been attending the Oddfellows Grand Lodge, as a delegate from Guelph.

The price of butter went up on Saturday on the Guelph market. It was selling at from 22 to 21 cents a pound. Eggs were from 20 to 22 cents a dozen. Green groceries were about the same in price as last week.

The Clerks' and Salesmen's Association held a meeting last night at which they made further arrangements for their big Clerks' Day at Exhibition Park on the 26th of this month. They have engaged the Guelph Musical Society band and are arranging for a big programme and amusements. It is their intention to try and raise enough money to pay off all the debts incurred by their proposed excursion to Hamilton which had to be called off on account of wet weather.

Miss Tunks of the crockery department of Benson's down town grocery is away on her summer holidays.

Guelph was loaded with tomatoes on Saturday last. A local fruit dealer had a lot on hand on Friday and got as many as possible into the stores for the Saturday trade, and then a great many came into the market from the Hamilton growers and other sources. Owing to the fact that the merchants did not buy any up on the market the prices came down there very quickly, and soon tomatoes were selling retail as low as the merchants had bought them wholesale. Not only that but hucksters who failed to get rid of what tomatoes they had on the market peddled them around from door to door and there was hardly a grocer in town but had a good quantity of tomatoes on hand on Saturday night in spite of the fact that they had them ticketed at what should have been alluring prices. It is doubtful if any of them suffered much of a loss, but the overloading of the market was very noticeable. One local grocer told your correspondent to-day that he thought they all pulled out all right, but that there was not the life in the trade that there would have been under more favorable circumstances.

There is very little small fruit on the market at present. Green corn, cantaloupes and other delicacies of the late summer season are coming in and local grocers are enjoying a fairly brisk sale of these. There are some apples sold in local groceries but they are poor as usual so early as this.

Walter Scriven, of the staff of Anderson's Lower Wyndham Street grocery, is holidaying in Woodstock and Ingersoll.

R. Millar, who has charge of the grocery department of Williams' store, states that local celery is coming in now, replacing the Californian product, and from what he has seen of it so far the local product is of exceptionally good quality.

W. Metcalfe, the Queen Street grocer, has been developing his corner grocery business in such a manner that the residents of his part of the city are thinking twice before they go past his store

to shop up town. It is not so very long ago that he started business with a little push cart as a delivery wagon, but only last week he put on a regular delivery service, a good horse and neatly painted rig.

There is some talk among the members of the local Retail Merchants' Association with respect to procuring a down town office for D. A. Scroggie, their official collector. Mr. Scroggie stated to your correspondent that he did not know just what steps had been taken, but he admitted that it would be a great convenience to him if he had a down town office.

This is the time of the year when local merchants are being asked to assist the various Fall Fairs throughout the country and it would be well for the Association to remind its members that it is a foolish practice to contribute to fairs outside of the one held in their own city. The local fair is the only one that is of any value to them and the practice of contributing to little one horse agricultural exhibitions throughout the country does not benefit them either in advertising or in bringing trade.

## BRANTFORD.

Aug. 18.—Mayor Wood, head of the Brant Milling Co., has returned from an extended business trip to the eastern provinces.

The Canadian Machine Automatic Telephone Co., is now installing telephones in this city. A public demonstration was held at the offices of the company on Tuesday night, when citizens were afforded an opportunity to witness the system in working order. As yet the business men, the grocers included, are not anxious to put in the phones until several hundred householders are secured.

W. F. Cockshutt, ex-M. P., a former local grocer, and who now conducts a seed store in this city, has been named as representative of the Toronto Board of Trade at the Chamber of Commerce Congress of the Empire which is to be held in Australia this fall. He has left on the trip. At previous gatherings he has been a notable figure in the leading debates.

The Palace restaurant which was opened by Greeks in this city some months ago is no more. This week it was closed up by the bailiff for rent. The liabilities outstanding are about \$1,200, and the fixtures will be sold by auction to aid in meeting them.

The circus on Saturday was a great boon to trade in all lines. Saturday is always a big day in Brantford on account of the market, and this time there were 10,000 outsiders, mainly from the surrounding country, in the city for the day. The hotels and restaurants did a big business, the grocers, of course, also profited.

Trade continues good for the summer months. The industrial conditions are more favorable here at the present time than in other centres, mainly because all of the factories are running with large staffs, and in addition the city is undertaking exceptional outside work on the



THE CANADIAN GROCER

streets and sewers. A great deal of street paving is being laid and the Brantford Street Railway is being extended and rebuilt. This all means money, and as a result the merchants are benefiting.

OTTAWA.

August 18.—An exceptionally large market was in evidence on Saturday last. Vegetables were again the chief offering, but there was a fairly good supply of lamb and mutton. Raspberries were scarce, the season being practically over. Blueberries are coming in, but in no large quantities. New Brunswicks have been selling at 10c to 11c per quart box, but the American markets offer 14c, and away they go over there. The supply at present is coming from the Ottawa valley, principally around Mattawa, and the price is \$1.10 per 10-quart basket. Potatoes saw a further drop and could be bought for 75c and 80c per bag, just half what was demanded two weeks ago. Corn is plentiful at 12½¢ a dozen. Tomatoes (local) are \$1 a pail, while western can be bought for 35c per 11-quart basket.

The winter sport of snow-balling seems rather out of place in the middle of August, but the flaky snow was flying freely on Nicholas Street, at the Dominion Fruit Exchange, one day last week. About a cart-load of snow was dumped on the street from the Ottawa cold storage building, and the dealers, waiting for the auction to commence, had quite a pitched battle. It was a unique sight on a midsummer day.

At the Cheese Board meeting on Friday last there were 361 white and 746 colored cheese boarded, which was 65 more than for the same week last year. There was one difference, however, and that was that the price last year was 12½¢, while this year it is 11 7-16¢.

Charlie Scott, of F. A. Scott & Sons, and Joe Harper, of H. N. Bate & Sons, have been enjoying their holidays in Kingston for the past two weeks. While in that city both young men made a heroic rescue by stopping Kirk & Lee's grocery wagon, in which were two young ladies. It is rumored around that Mr. Scott will shortly take up his abode in the Limestone City.

The Ottawa Retail Grocers' Association will commence their semi-monthly meetings again in September, the Board of Trade room having been secured for that purpose. There is a big winter's work for the boys, if they will only attend. The one question in particular which must be taken up and dealt with is the peddling nuisance. It means so much to the grocer, and the quicker these people are taken in hand, the better for the retailer.

Organizer Edey, of the Retail Merchants' Association, has been in the city for the past two weeks. His work seems to be confined to the drug trade.

BRACEBRIDGE.

August 18.—Tomatoes this year do not seem to be up to the standard. There

is too much waste in the handling of them. Even the home crop, which is very large, has the same fault. Some growers claim the extra hot dry weather experienced the last three weeks is the cause. At any rate the grocers who handle large quantities are the losers. One merchant here states that out of fifty baskets he has lost eighteen in picking them over.

Huckleberries are arriving in town in wagon loads. The price local merchants are paying is from five to six cents per pound. The quality this year is excellent. Wild raspberries are also plentiful, selling at ten cents per Imperial quart.

The grocers' section of the Board of Trade held another successful meeting the other evening. Matters pertaining to the trade were discussed and progress made. One important question taken up was the advisability of cutting out the delivery on Saturday nights. It is hoped this will become the law.

Eggs up in this section are becoming firmer all the time, that "fruit" selling on Saturday at 25c per dozen. Good fresh dairy butter is also bringing the same price.

The Sharon Fishing Club, of Sharon, Pennsylvania, composed of business men of that city, are at present at their summer home on Lake Muskoka, near this town. Last Thursday night they entertained some of our merchants and our citizens' band. Needless to say, a happy time was spent. Business cares were forgotten, and a beautiful sail home in the moonlight terminated an eventful evening. Hurrah for the merchants from Yankee land!

Spring chickens are beginning to make their appearance on the market. These broilers are readily sold to the many tourists, who make Bracebridge their market, at good prices, making that trade a profitable one both for the grocer and farmer.

HAMILTON.

August 18.—Wednesday, Sept. 1, has been decided upon as the date of the annual "hump" of the Retail Grocers' Association. It is expected it will be held at Oaklands. Committees named to attend to the event were: General—Jno. O. Carpenter, W. Smye, R. M. Hill; transportation—Jas. Kirkpatrick, A. G. Bain; amusements—Jno. Forth, Ed. Hazell; games—J. M. Semmens, A. Lavis. A request from the Young Women's Christian Association for a grant towards the building fund was received, and J. O. Carpenter gave notice of a motion to be introduced at next meeting to give a grant.

Robertson Bros., confectionery manufacturers, have purchased buildings on Mary St. for the purpose of manufacturing here.

BERLIN.

August 18.—Edward Dunke, of Dunke & Co., speaking of the fruit season said that up to the present it has been the best in several years, this applying particularly to raspberries, the crop of these being the biggest he can remember.

Indications are that there will be a bumper apple crop. Plums are going to be plentiful also.

J. A. Good is again running the Market Grocery and is continuing his "China Palace" in connection with it.

Henry Stuebing, of Stuebing & Sons, grocers, is an enthusiastic lawn bowler and spent his holidays this year participating in the tournaments at London and Berlin. He is also something of a poet composing a poem of which the following is a representative stanza: If you wish to have a jolly time, Then take your bowls and fall in line, And play a game on the bowling green, It's the grandest game that can be seen.

TORONTO.

Aug. 18.—The peddling business, especially in Toronto, where it is entirely overdone, is always a source of annoyance to the legitimate retail trade but it has special reasons to be up in arms against the beastly yelling and yelping and calling out prices of goods, which are generally of an inferior quality within hearing distances of grocer stores. It is not only unpleasant to the merchants, but also to their customers. It would be entirely beneath the dignity of a merchant to be yelling in front of his store. If he did so he would likely be taken in charge by the police, as insane, or for taking undue advantages of his competitor, or for being a nuisance. But why is the peddler allowed to do it? If the peddling nuisance cannot be stopped, by all means save the people, especially the storekeeper, from this howling annoyance.

The merchants are also complaining about the lax way the law regarding peddlers is enforced. A peddler by paying \$1.00 a year is allowed to have a helper, but he has no right to make sales or in any way be a peddler. He has only to drive the horse, weigh or measure goods. These men are however, selling and are in every sense of the word peddlers, without paying their licenses. The licenses in the city are only \$10 a year where in the estimation of many they should be at least \$100 and no one should be allowed peddler's privileges without paying his license. Peddling has become such a strong rival to the ordinary retail trade that steps should be taken before another year to make them pay a fair share, in proportion to their business, of the rents and taxes now resting on the retail merchants.

I. B. Spooner, 72 Sussex Ave., is not the only grocer who is annoyed from the constant yelling of the fruit peddlers. The whole city seems tired of it, and would like to see it stopped.

A. Provan's store, 134 King St. East, under the management of Mr. Arthurs, is undergoing a complete overhauling, and will in a short time appear in its new garb. This will greatly add to its appearance and should correspondingly increase the business. A little money spent in paint and paper during the slack weeks in brightening the shops is always a good investment.

Bail & Brown, 418 Church St., who recently bought out W. J. Fawcett, have made a wonderful improvement in the appearance of the store and the trade is rapidly coming their way.

A. O. McArthur, 21 Herrick St., has bought the Galloway business and is putting new life into the place.

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# AYLMER SYRUP FRUITS IN GLASS

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We have pleasure in advising that we are now marketing Fruits in Pint Glass Jars, put up in Heavy Syrup.

The Manager of our Preserving Plant has had many years experience in the Old Country, and several years experience in one of the best and most important Fruit Preserving Plants in the United States.

These Fruits are guaranteed to be absolutely pure in every respect, consisting only of the finest



several years experience in one of the best and most important Fruit Preserving Plants in the United States.

These Fruits are guaranteed to be absolutely pure in every respect, consisting only of the fruit itself and a syrup made from the finest quality granulated sugar.

The jars have glass tops, not metal tops, and are hermetically sealed with rubber rings. No coloring. No preservatives. The process is precisely the same as that used by all good housewives. These Fruits are guaranteed equal to the finest home-made.

Place your order at once  
as stocks are limited.

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**CANADIAN CANNERS**  
LIMITED

THE CANADIAN GROCER

Other vegetables are firm at last quoted prices.

A telegram received by a wholesaler on Tuesday stated that the "Fraser pack of salmon was not satisfactory—fear serious shortage in falls." Salmon prices as named a week ago show no change.

Quotations on vegetables and fruits (new pack) are as follows:

Beans	.....	.75	.80
Corn	.....	.75	.80
Peas	.....	.80	1.40
Tomatoes	.....	.77 <sup>1</sup> / <sub>2</sub>	.80
Strawberries	.....	1.32 <sup>1</sup> / <sub>2</sub>	1.37 <sup>1</sup> / <sub>2</sub>
Raspberries, 2's	.....	1.60	1.65
Peaches	.....	..	1.55
Lawtonberries	.....	..	1.50
Red pitted cherries, 2's	.....	1.60	1.65
Gallon apples	.....	2.35	2.40
Bartlett Pears	.....	1.45	1.50
Lombard plums, 2's	.....	.85	.90

Clover Leaf and Horseshoe Brands.

Salmon:

1 lb. talls per doz.	.....	1.72 <sup>1</sup> / <sub>2</sub>
1 1/2 lb. flats per doz.	.....	1.15
1 lb. flats per doz.	.....	1.87 <sup>1</sup> / <sub>2</sub>

Other salmon prices are:

Humpbacks, per doz.	.....	95	1.00
Cohoos, per doz.	.....	1.35	1.40
Red Spring, per doz.	.....	1.50	1.55
Red Sockeye, per doz.	.....	1.55	1.65

It will be interesting to compare the above first prices on fruits with the following which prevailed last year:

Raspberries, group 2	.....	\$1.90
Peaches, group 2	.....	1.65
Lawtonberries, group 2	.....	1.90
Red pitted cherries, gp. 2	.....	1.90
Gallon apples, std., group 2	.....	2.50
Bartlett pears, group 2	.....	1.85
Lombard plums, group 2	.....	.95

ONTARIO MARKETS

POINTERS—

Tea—Market firm.

Sugar—Upward tendency.

Currents—Strong primary market.

Toronto, Aug. 19, 1909.

The wholesale trade on the whole is satisfactory. Some even say that it is "first class" and others that it is "A1." Travelers are all on the road again and are fully making up for the time they rested from their toils. While the retailers often get tired of them they are glad to see them back again.

Brokers are of the opinion that sugar will advance in the near future in view of the strong condition of raws and the good demand by consumers. Spices seem to be waking up and more than usual are moving, including pickling spices. The tendency is towards a firmer market in peppers and ginger.

The tea market is on the upward incline, prices being firm for some weeks.

SUGAR—Although no advance in the price of sugar has taken place this week the feeling is so strong, that it would be no surprise to any if a raise would take place any minute.

St. Lawrence "Crystal Diamonds," barrels	.....	5 50
" " " 1 barrels	.....	5 50
" " " 100 lb. boxes	.....	5 70
" " " 50 lb. boxes	.....	5 80
" " " 25 lb. boxes	.....	6 00
" " " cases, 20.5 boxes	.....	7 65
" " " Dominos, cases, 20.5 boxes	.....	7 65
Paris lumps, in 50-lb. boxes	.....	5 80
" " " in 100-lb. " "	.....	5 70
" " " in 25-lb. " "	.....	6 00
Red Seal	.....	7 15
St. Lawrence granulated, barrels	.....	4 75
beaver granulated, bags only	.....	4 45
Red path extra granulated	.....	4 75
Imperial granulated	.....	4 45
Acadia granulated (bags and barrels)	.....	4 65
Wallaceburg	.....	4 65
St. Lawrence golden, bbis	.....	4 35
Bright coffee	.....	4 65
No. 3 yellow	.....	4 55
No. 2 " "	.....	4 45
No. 1 " "	.....	4 35
Granulated and yellow, 100-lb. bags 5c. less than bbis	.....	4 35

SYRUP AND MOLASSES—These staple articles, although used rather sparingly in Ontario, are used in large quantities in other parts, where prices fluctuate more frequently. Here, especially during the warm weather, they receive little attention, and prices remain unchanged.

Syrups	.....	0 30	0 35
Medium, corn	.....	0 40	0 45
Bright, corn	.....	..	Per case
2 lb. tins, 2 doz. in case	.....	2 50	
5 " " " "	.....	2 85	
10 " " " "	.....	2 75	
20 " " " "	.....	2 70	
Barrels	.....	0 03 <sup>1</sup> / <sub>2</sub>	
Half barrels	.....	0 03 <sup>1</sup> / <sub>2</sub>	
Quarter	.....	0 03 <sup>1</sup> / <sub>2</sub>	
Pails, 3 1/2 lbs. each	.....	1 80	
" 2 1/2 " "	.....	1 30	
Maple Syrup	.....	..	
Gallons, 6 to case	.....	4 80	
" 12 " "	.....	5 40	
Quarts, 24 " "	.....	5 40	
Pints, 24 " "	.....	3 00	
Molasses	.....	..	
New Orleans, medium	.....	0 31	0 33
" " " bbis	.....	0 29	0 31
Barbadoes, extra fancy	.....	0 45	0 45
Porto Rico	.....	0 45	0 62

DRIED FRUITS—Prunes are about the only line in dried fruit that have any sale. Reports of the new stocks are beginning to come in. Reports from Greece indicate an extra strong market. Prices steadied down after the flurry of a short time ago. Buying for importation has been brisk due to news of damages by rain, and prices vary as much as 1c 3d according to different shippers. These conditions will not affect the price of the old fruit which is still on hand.

Prunes	.....	Per lb.
30 to 40, in 25-lb. boxes	.....	0 10 <sup>1</sup> / <sub>2</sub>
40 to 50 " " "	.....	0 09
50 to 60 " " "	.....	0 08
60 to 70 " " "	.....	0 07 <sup>1</sup> / <sub>2</sub>
70 to 80 " " "	.....	0 07
80 to 90 " " "	.....	0 06 <sup>1</sup> / <sub>2</sub>
90 to 100 " " "	.....	0 06
Same fruit in 50-lb. boxes 1 cent less	.....	..

Apprecots	.....	0 13 <sup>1</sup> / <sub>2</sub>
Standard	.....	0 14 <sup>1</sup> / <sub>2</sub>
Choice, 25 lb. boxes	.....	0 15
Fancy, " "	.....	..
Candied and Drained Peels	.....	..
Lemon	.....	0 10 0 11 Citron
Orange	.....	0 10 <sup>1</sup> / <sub>2</sub> 0 12
Figs	.....	..
Elemes, per lb.	.....	0 08 0 10
Tapnets, " "	.....	0 03 <sup>1</sup> / <sub>2</sub> 0 04
Bag figs	.....	0 03 <sup>1</sup> / <sub>2</sub> 0 04
Dried peaches	.....	0 08 0 08 <sup>1</sup> / <sub>2</sub>
Dried apples	.....	0 07 <sup>1</sup> / <sub>2</sub>
Currents	.....	..
Fine Filatras	.....	0 06 <sup>1</sup> / <sub>2</sub> 0 07 Vostizas
Patras	.....	0 08 0 08 <sup>1</sup> / <sub>2</sub>
Uncleaned 1c less	.....	..
Raisins	.....	..
Sultana	.....	0 07 <sup>1</sup> / <sub>2</sub> 0 09
" fancy	.....	0 11 0 12 <sup>1</sup> / <sub>2</sub>
" extra fancy	.....	0 14 0 15
Valencias	.....	0 05 <sup>1</sup> / <sub>2</sub> 0 05 <sup>1</sup> / <sub>2</sub>
Seeded, 1 lb. packets, fancy	.....	0 08
" 12 oz. packets, choice	.....	0 08
" 12 oz. " "	.....	0 07
Dates	.....	..
Hallowees	.....	0 05 <sup>1</sup> / <sub>2</sub> Fards choicest
Sairs	.....	0 05 " choice

TEA—The tea market has been somewhat disappointing to the tea dealers in general. In anticipation of a change in the United States tariff, large quantities of tea were bought up in speculation,

and when the tariff did not come their way, it was supposed that tea would decline, but instead, it has taken an upward turn.

COFFEE—Coffee is gradually following tea, in being put up in packages, by expert blenders. It is interesting to hear experienced coffee men talk about the almost endless varieties of coffee, and the skill and knowledge required in blending to make a real first class coffee from the different kinds.

Rio, roasted	.....	0 13 0 14
Santos, roasted	.....	0 15 0 17
Maricao, roasted	.....	0 16 0 18
Mocha, roasted	.....	0 25 0 28
Java, roasted	.....	0 27 0 30
Rio green	.....	0 11 0 12

SPICES—With the exception of pepper and ginger, which are higher on the primary market, there is no change in the values of spices. Pickling spices are in demand, and business is brisk.

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

RICE AND TAPIOCA—The market is steady with nothing of any consequence to report, and there is no change in sight.

Rice, stand B	.....	Per lb.
Standard B. from mills, 500 lbs. or over, 1 c to b	.....	0 03 <sup>1</sup> / <sub>2</sub>
Montreal	.....	2 85
Rangoon	.....	0 03 <sup>1</sup> / <sub>2</sub> 0 03 <sup>1</sup> / <sub>2</sub>
Patna	.....	0 05 <sup>1</sup> / <sub>2</sub> 0 05 <sup>1</sup> / <sub>2</sub>
Japan	.....	0 05 <sup>1</sup> / <sub>2</sub> 0 06 <sup>1</sup> / <sub>2</sub>
Java	.....	0 06 0 07
Sago	.....	0 05 0 06
Seed tapioca	.....	0 15 0 16
Tapioca, medium pearl	.....	0 05

NUTS—Nuts are quiet; no changes in prices and very little doing.

Almonds, Formigetta	.....	0 12 <sup>1</sup> / <sub>2</sub>
" Tarragona	.....	0 13
" shelled	.....	0 28 0 30
Walnuts, Grenoble	.....	0 14
" Bordeaux	.....	0 11
" Marbots	.....	0 12
" shelled	.....	0 23 0 26
Filberts	.....	0 12 0 12 <sup>1</sup> / <sub>2</sub>
Pecans	.....	0 16 0 18
Brazils	.....	0 15
Peanuts	.....	0 10 0 12

BEANS—Until the new crop will be available which will not be before the middle of October, the price of beans will be high. They are scarce and all will be needed. They are selling at \$2.40 a bushel.

EVAPORATED APPLES—These are out of season but the stock is so well cleaned out that even the small orders that come in, cannot be filled.

CUTTING OUT THE MEASURE.

Selling by weight seems to be increasing in favor among the grocers. The Illinois Legislature, at its last session, passed a measure enabling town or city officials to pass ordinances requiring dry groceries and vegetables to be sold by weight instead of measure. Several of the associations throughout that state have taken the matter up with local councils.

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Ingersoll store window to the store by merchant. This, however, trade more other. A good is not from the be the other h attractive a has been ex will be a bu An Ingers



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## An Ingersoll Window and Store Front Display

**Neatly Printed Price-Cards Utilized—Flowers and Vegetable Plants Temptingly Shown Along The Sidewalk—Staple Lines Should Not Be Forgotten—Suggestion For a Coffee Window.**

Ingersoll, Ont., August 17.—That the store window is nearly always an index to the store interior is recognized now by merchants in all classes of business. This, however, applies to the grocery trade more particularly than to any other. A grocery window slovenly dressed is not going to draw much custom from the better classes of people, but on the other hand if the window display is attractive and shows that cleanliness has been exercised that display naturally will be a business getter.

An Ingersoll grocer who takes especial

are making a study of salesmanship from the scientific standpoint.

### Display of Staple Goods.

There are many grocers who think that in making window displays it is not necessary to include the popular staples which are asked for every day, but simply display those goods for which the call is limited and on which a larger business is desired.

While it is of course essential that the unpopular goods, especially those of merit and on which a good margin of

Cover bottom with yellow or red crepe paper.

Place half a dozen imitation palms well towards back of window.

Between palms fill in space with package or can coffee to make background—preferably red packages or cans.

On bottom place coffee in fancy dishes (or cups with saucers) filled with various grades and kinds of coffee—green to fully roasted.

Between dishes place cans of coffee, with small, paper napkins on top; dishes on top of cans with various kinds of coffee labeled from different sections grown, or kind.

In centre place latest design coffee can, sugar bowl one side, cup and saucer other side.

On top of a can place a card reading, "Coffee from the tropics to the cup. We



Reproduction of a Photograph of a Window Display in F. McDougall's Store, Ingersoll, Ont.

interest in looking after his store front is F. McDougall, who recently came here from Fenelon Falls.

In a recent display, a cut of which is shown here, Mr. McDougall had an interesting store front. The window proper showed bacon, canned goods, flour and breakfast foods in the background with pineapples at the base. Price cards, which should be used wherever possible, can be seen and this feature is a strong one from a selling point. Outside the curb-stone are displayed vegetable plants and flowers, both of which the proprietor sells a considerable quantity.

That a large business is done by the McDougall store may be judged from the staff. They are all live employees who

profit can be realized, should be given liberal space in the window, it is just as important that the popular staples be given a large share of attention in this respect.

It is an established fact that advertising, no matter in what form so long as as it is good, tends to create sales, and this applies just as much to the sale of staples as other goods, and as the display window is considered one of the best advertising mediums the merchant can use, the popular staples should not be kept from it.

To make a display of coffee The Twin City Commercial Bulletin suggests the following plans:

are selling a very good grade at — cents." or "Coffee to suit every taste and purse. These prices (quoting prices) convince you of their cheapness, and a trial will convince you of their exceptionally good quality for the price."

The above should make a very tasty and impressive display, creating a somewhat tropical effect. The people will talk about it and that means additional advertising for you.

You can't cure hams with a hammer.  
Nor open a clam with a clammer.

Pick plums off a plumber.

Do not let your hammer be a hammer.

No, really too, he likes to hammer.

minor- and I's dotted.

# The Traveling Salesman: Is He an Absolute Necessity?

A Claim That Personal Representation Under a Competent Sales Manager is Cheapest and Best System—Catalogues do not Answer Questions—Specific Instances Conveying Practical Lessons—Salesman's Connection With House He Represents.

By Irwin Ellis.

"Away out west the other day," said the traveling salesman, "I met a fellow in the hotel lobby who wanted to buy somebody a drink. He was tickled to death about something. Curious to know what it was I let him buy a drink for me, at which he explained that he, too, was a traveling salesman and that day had made his first sale in six months—a church organ costing about \$4,000.

"I expressed just a little surprise—that a total of \$4,000 sales in six months didn't look particularly big to me—when he broke in with the statement that only three to four such sales a year were expected of him by his house. Salary, traveling expenses, and commissions for twelve months, with a total of only \$12,000 to \$16,000 annual sales!

"O, yes," he admitted, instantly, "it costs the house more to sell an organ than it costs to build it."

It was this incident related by the traveling man which resulted in canvassing the question of the traveling salesman at large; his position as to permanency in the commercial world; whether he may be in course of elimination or whether in the evolution of modern business he may be accepted as at least a necessary evil.

## Experience Teaches Its Lesson.

In the case of the church which bought the \$4,000 organ, for example, one may get the view of the purchaser. Probably the church treasurer never has thought for a moment about the money the church paid the manufacturing house, merely for the privilege of buying that particular organ from that particular salesman. But the church paid that bill—paid \$4,000 for an instrument which, if the sales cost might have been eliminated, probably could have been bought for \$2,500 easily.

Here, then, before the beginning of negotiations, was a church away out west which wanted to buy a pipe organ. Away back east was a manufactory which had just the kind of organ that church would like to buy. Years ago the manufactory had discovered to its satisfaction that a church out west wouldn't come under those circumstances to the manufactory back east. Probably for ten years or more the manufactory had salesmen stopping two or three times a year in this particular section of this particular church, looking for sales which they couldn't and didn't make. But out of this experience the manufactory had learned that a good salesman ought to sell three or four of these organs, year after year, and the sales cost

the house had discovered that it could sell an instrument costing \$2,500 to manufacture, for a net \$4,000.

If the treasurer of that particular church chafes to see and recognize this little story of their \$4,000 organ, is he going to feel a little sore about it?

It was along the line of this thought that I have been seeking some information of men who are past masters in the problem and the art of salesmanship. I have found some differences of opinion, some contradictions, but after all it appears that the ultimate consumer must look forward to paying his sales costs for a long time to come.

Salesmanship in general is a broad term. It may range in detail from the establishing of a huge stamp mill and smelter plant, costing hundreds of thousands of dollars, down to selling a country drygoods merchant \$150 worth of general merchandise. But regardless of the commodity sold, the part of the salesman remains virtually the same—that of advisory counsel to the buyer who can command confidence of the potential buyer to buy the particular goods which the salesman represents.

## Typical of the "Art."

Here is a typical situation described for me by a past master in the art of salesmanship. In its interpretation one may get the highest definition of the salesman and his part in the passing of a commodity from the manufacturer to the ultimate consumer.

"I was selling a line of millinery," he said. "Before I met Jones, of Jonesville, by appointment in the sample rooms of the Jones House, I had spent an hour running through my samples, laying out perhaps a dozen styles from all the others on a separate table.

"I knew Jones and I knew Jones' trade. I was representing a house which couldn't have afforded to sell Jones \$5,000 worth of hats, knowing that he would be stuck with them. I'd rather have refused to sell him a dollar's worth on any account. Jones had reason to know this, too. Therefore when Jones came in and I directed him to the special table containing the goods that I'd selected for him, he took notice at once.

"There's the stuff for you," I said, confidently. "Don't accuse me of a swelled head, either. The fact is I know more about this thing than you do. Lord knows, I ought to; I've been six months in Paris and in the home factory three months, just before starting out on the road. You don't think I want to stick you, do you? Then if you want some of

the knowledge that I've been nine months in getting, here it is."

"Well, don't you think I could sell hats on that basis?" Here and there would be a shape that Jones would take off the table as something that he had tried out before and wouldn't go, but in the main I sold Jones the hats I thought he ought to buy to the best interests of both of us. I was assuming some of the responsibilities of Jones' business for the coming season, but that was what I was paid for, I wouldn't have been a salesman if I couldn't have done it. In making a choice for him an hour before he came to the sample room I prepared to assume certain responsibilities in his coming season's business. But I kept within the line of honest dealing.

"Don't load up to the ceiling," I would advise. "I'm coming back this way in about four or five weeks. Take a dozen of these—two dozen of these—five or ten of these. You'll know more about what I know when I come back the next time."

"Don't you appreciate the part the real salesman plays in the business of the country, when he assumes as much as this and makes good on his knowledge? Most business men don't know exactly what they want. Not knowing, they like to confer with some one who has some ideas that they can accept in good faith. The salesman who is a salesman must have these ideas, he must make good on them, and, having made good, he has that buyer's confidence until he betrays it willfully."

## Salesmen Literally House Itself.

Literally a salesman for a house appearing before a customer is the house itself and something more. His powers for good and for bad are limitless, according to the man himself. One crooked salesman in a week may so queer the reputation of a house through a territory that not five years of efficient service by a successor can recover its old prestige. Yet that house which has fifty salesmen over its territory is open to fifty individual, personal interpretations by its customers. Next to the house's stock, open accounts, and plant, this sales territory is its most valuable asset, but it is forced to give over that territory to fifty individual men, any one of whom has power to ruin, almost as much through ignorance as through intent.

It is recognition of the value of sales territory to the industrial and commercial world, which in the last decade has developed the sales manager. In the beginning this sales manager in embryo was the individual in the house to whom

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traveling salesmen reported matters that seemed to them to need reporting; he was the head of the sales department to whom the dissatisfied customer was allowed to kick. But as salesmanship has developed and as competition in territory has grown, the progressive house has had forced upon it the necessity of a staff of salesmen which shall represent the house.

"We've got to train these men," decided the wise management. "If we are more and more to delegate to the salesman everything that the house is, it is up to us to know everything we can about that traveling delegate and have him know everything about us."

#### Sales Manager Supreme Ruler.

The sales manager is the supreme ruler of the destiny of a business. Having on the face of things the powers of a czar, he had to assume the role of a tactful, diplomatic arbitrator and director. He had to stand by his salesmen who proved worthy, while he had to satisfy the customer who might have felt himself aggrieved and wronged. Salesman himself, he had to have the power of imparting sales methods to competent men, willing and able to learn. He sought out a man's weak points and showed him wherein he was lacking. In a word, he was a maker of salesmen.

It was in the larger, more progressive houses that the sales manager developed. This fact put the larger number of individuals under his direction and gave him the larger task of molding widely differing natures to his ends. One, two, or three of these individuals inevitably must be of a character to overshadow all the other ninety-nine, ninety-eight, or ninety-seven of the 100 salesmen, but at the same time that one hundredth poorest man in the list must be good enough to represent the house. Do you see the task?

Necessarily this has increased the cost of salesmanship. Years ago the mail order house evolved, doing away with the whole question of salesmanship in its particular field. Later, one or more great jobbing houses, questioning the necessity of the traveling salesman in reaching sales territory, adopted the catalogue idea and have pushed it. They have had their measure of success. Are they finally to displace the traveling salesman?

I asked this question of a man who ought to know. His answer was crisp and decisively in the negative.

"Never," he said, "so long as human nature is constructed as it is now."

There are at least two points in support of this opinion. In the first place, the potential customer who isn't quite sure of what he wants may have his catalogued lists before him, when the personal representative of a competing house steps in. The catalogue can't answer questions, while the salesman can. Not only this, but the personal salesman, accordingly as he is equipped for selling, can talk down points in the catalogue

which the potential buyer may have accepted.

#### Is Catalogue Really Cheaper?

But, again, expensive as the personal salesman may be to a house, it has been questioned if the catalogue and its train of postoffice correspondence is any cheaper. Where the catalogue house has its own printing and binding plant it costs money to put out a catalogue, and when postage stamps are affixed other dollars pile up rapidly.

"But more than this," said an authority, "anything which might result in destroying the idea of personal salesmanship in favor of the catalogue must promise in a few years to concentrate the business of the whole country in the hands of a few great houses. There are no numerous small mail order houses scattered all over the country; two or three great corporations have swallowed the whole field of the direct consumer. It is the continuance of the personal sales representative which must keep room for the scores of institutions that are in existence and in healthful competition. To me, speaking from some limited experience with the catalogue idea I believe that the cheapest, best, and altogether the most satisfactory publicity for the business house is found in the idea of personal representation under a competent sales manager big enough for his job."

#### OLIVE OIL TO BE COSTLY.

It is estimated that the entire Turkish output of olive oil will not exceed 900,000 quintals (Turkish), or, say, 50,000 tons. It is, therefore, stated to be relatively insufficient to meet the requirements at home and foreign demands. The olive oil crop in Greece, Crete, Italy and Morocco has completely failed. The crop of Tunis is estimated at about 10,000 tons, or about one-fourth of its average crop. As far as Spain is concerned, opinion is divided, but it is believed that the country possesses a considerable stock of last season's oil and that the present crop will reach about one-third of that of a good year. Spain is the largest olive oil producing country in Europe. A good harvest gives about 500,000 tons oil. Its home consumption is considerable, and it is probable that the high market price will prevent its exportation to a large extent.

#### USE OF PRICE TICKETS.

Every retail store uses some price tickets. A few stores use many price tickets. Not one retail merchant in a hundred uses price tickets enough. The average store does not use one-tenth as many as it ought.

No store uses "enough" until shoppers can tell the price of every article without having to ask the question. The purpose of price tickets is to interest people in other goods than those which they have decided to purchase.

You use price tickets in your windows to attract attention of passers-by, of whom probably only a small minor

ity can by any possibility be persuaded to purchase.

Why is it not infinitely more important to price mark goods in your store so that people who come in will buy other wares as well?

#### PERSONAL.

Geo. H. Campbell, manager Toronto branch Red Rose Tea, returned this week from a fishing expedition to Sturgeon Lake, where he has a cottage. Mr. Campbell is a fisherman of repute; he knows all about the art of hooking the finny tribe and of telling how the big 'uns escaped.

W. J. Crawford, grocer, Ripley, Ont., returned last week from an extended trip to the Seattle Exposition, the Pacific coast, and also Nova Scotia. While in Toronto on his way home he made a visit to the office of The Canadian Grocer. Mr. Crawford has the right idea about work and pleasure. He does not hesitate to "take a day off" occasionally and he finds his business goes on just the same.

#### TRADE NOTES.

The man who is behind the times has a view that should be stimulating.

Partnership of Hennigar Bros., Wolfville, N. S., grocers and butchers, has been registered.

An Ottawa despatch says that the United Soap Co., of Brantford, Ont., is desirous of locating a branch in Hull, Que.

George Hortop has been admitted to the firm of Frederick Dane & Co., Toronto, grocery brokers, the company to be hereafter known as Dane, Hortop & Co.

J. J. McDonald has opened a new grocery store in Goderich, Ont. He has been for six years in the employ of the Grand Trunk, as conductor and yardmaster.

Frank W. Jackson, New York, representing the Greek Currant Co., was in Toronto on Monday and Tuesday of this week and appointed W. G. A. Lambe & Co., grocery brokers, the company's agents.

#### IMPEACHING HIM.

The attorney for the defence proceeded to cross-examine the witness, says the Chicago Tribune.

"Mr. Chucksley," he said, "what is your occupation?"

"I am a grocer."

"Do you sell any real Mocha or Java coffee?"

"Why—er—"

"That is all, Mr. Chucksley. You may step aside."

In a recent issue of The Grocer there appeared a cut of Theo. Miles, a traveler for Boeckh Bros., Ltd., Toronto. By an error his Christian name was made to read "Theodore." Of course Mr. Miles is well enough known to the trade in Toronto and district, even if his name had not appeared beneath the cut at all. But, like all who have had an English military training, and properly too, he likes all his T's crossed and I's dotted.







## THE CANADIAN GROCER

### TO TAKE AND KEEP CUSTOMERS.

The simplest way of answering the question, "How can a travelling salesman make new customers?" is to show how he never will be able to make or hold customers, thus:

By dressing shabbily and being unclean.

By having a whiskey or tobacco odor when entering a store.

By going into a strange store with soiled shoes, unclean hands and black finger nails; or having a cigar in his mouth.

By becoming discouraged too soon.

By treating salesmen or clerks uncivilly.

By handling a line of goods that does not give satisfaction.

By having a peevish or morose face when entering a store. A traveling man, to get orders, must take sunshine into the store, even on a rainy day.

By bothering the merchant when he is busy selling goods or writing at his desk.

By being too intrusive.

By telling vulgar stories.

By not being able to gain the confidence of the buyer.

By having two or three prices.

By leaving town without having canvassed the field thoroughly.

By playing poker.

By talking ill of a competitor or his goods.

By taking "no" for an answer. A new man always gets a "no" if he requests the buyer to look at his goods in the sample room.

By spending time fishing, card playing or looking at baseball games when he should be hustling for orders.

By misrepresenting his goods.

By changing firms or his line of goods every year or two.

If a young man avoids these and other stumbling blocks; if he has a good share of common sense, tact, determination and perseverance and knows how to approach different characters, it is certain that he will be able to make many new customers every year. — From an article in Modern Methods.

### PERSONAL NOTES.

An official lecturing in Bombay the other day, stated, "It may surprise some of you to learn that an average sample of Bombay milk contains more than ten times as many living bacteria, as are to be found in an average sample of crude London sewage."

A meeting of the creditors of J. R. Schmidt, general merchant, of Millbank, who assigned some time ago, was held during the week in the offices of Richard Tew & Co., Toronto, but adjourned for three days in order to allow Mr. Schmidt to prepare a cash offer. The liabilities amount in all to about \$16,000, with the

assets about the same, the creditors belong mostly in Toronto and Hamilton.

Mr. and Mrs. McDowall, of McDowall Bros., Dunville, Ont., returned home last week from a pleasure trip to Ottawa. From Toronto they took the R. & O. boat to Prescott, and thence by the picturesque Rideau canal to the capital. While quiet and unassuming, Mr. McDowall is one of the most enterprising grocers in Ontario, and is a prince of good fellows.

The management of the "New Systems" store at Winnipeg, have dispensed with the "New Systems," and at present they are auctioning off part of the stock, preparatory to the moving of the remainder of the goods to a new site on Portage Avenue, where a general store will be operated on the ordinary plan.



## Importers, Roasters and Grinders of Coffee and Spices

Manufacturers of  
Jams, Jellies, Pickles,  
Sauces and  
Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT  
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

**Empress Manufacturing Co.**

Limited

VANCOUVER, B. C.

TRY  
A  
CANADIAN GROCER  
WANT  
AD.

IF you want a new clerk.  
IF you want to rent your store.  
IF you want a situation.  
IF you want to sell your store.  
IF you want to buy a store.

THEY  
BRING  
RESULTS

See page 18.



THE CANADIAN GROCER

# Manufacturers' Agents And Brokers Directory

## BRITISH COLUMBIA

**VICTORIA**  
**FRUIT GROWERS' ASSOCIATION**  
are the largest packers and shippers of  
first-class Fruits of all kinds in British  
Columbia.  
OFFICE AND WAREHOUSES  
COR. WHARF AND YATES STS., - VICTORIA

**W. A. JAMESON**  
**COFFEE CO.**

MANUFACTURERS

Coffees, Teas, Spices, Etc.

"Feather-light" Baking  
Powder

Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

**F. G. EVANS & CO.**  
139 Water St. VANCOUVER, B.C.,  
Wholesale Grocery Brokers and  
Manufacturers' Agents

Correspondence Solicited.

**THE CANADIAN GROCER**  
British Columbia Office at Room 15, Hartney Chambers,  
Cor. Pender and Homer Sts., Vancouver.  
H. HODGSON Manager

**ALEXANDER MARSHALL**  
Wholesale Merchandise Broker  
VANCOUVER  
Representing—Lever Bros., Ltd.; Postum Cereal  
Co., Ltd.; Charlottetown Condensed Milk Co.

We have Competent Salesmen  
Best facilities for Distributing and Storing  
**W. HARRY WILSON & CO.**  
330-332 Cordova St. W. VANCOUVER, B.C.

R. ROBERTSON J. Y. GRIFFIN  
**R. ROBERTSON & CO.**  
25 Alexander St.  
VANCOUVER, B.C.  
Wholesale Brokers  
GROCERIES FRUITS  
PRODUCE GRAIN  
Importers and Exporters

Reference—Bank of Montreal.

Write us for information about B.C. trade.

Cable Address—"Robin," Vancouver.

Codes—A B C, 5th Edition; Revised Economy; Modern  
Economy; Utility and Dowling's.

**EDMONDS & BAKER**  
MANUFACTURERS' AGENTS  
AND GROCERY BROKERS  
100 Loos Bldg., VANCOUVER, B.C.

Open for a few more good agencies. We get results.  
CORRESPONDENCE SOLICITED.

**McLEOD & CLARKSON**  
Manufacturers' Agents and Wholesale Commission  
Agents  
144 WATER ST., VANCOUVER, B.C.  
Can give strict attention to a few first-class Gro-  
cery Agencies. Highest References.

Wholesale Manufacturers' Agents  
Correspondence Solicited.  
**F. R. McINTOSH & CO.**  
Vancouver, B.C.

W. C. FINDLAY W. CARTER  
**E. A. MARSHALL & CO.**  
Manufacturers' Agents  
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.  
We have an established connection and can handle a  
few more good agencies to advantage.  
Highest References.

**JOHN J. BOSTOCK**  
Wholesale Broker  
SALMON Canned and Salted  
HERRINGS HALIBUT  
LOO BUILDING. VANCOUVER, B.C.

### EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to  
register their names with the MacLean Pub-  
lishing Co., at any of their offices. Inquiries are  
occasionally made by manufacturers and whole-  
sale houses who contemplate establishing their  
own advertising department

## Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another  
to make adjustments incident to closing the sale.

Winning the buyer's favor is the work of trade-paper advertising.  
Under ordinary conditions it should not be expected to do more.

# DO YOU WANT

to buy or sell anything, to engage a clerk or sec-  
a situation? Try a Condensed Ad. in The Canadian  
Grocer, it will bring results. Two cents per word  
for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

Western Grocers Issue Weekly Price Bulletin

This Gives Store News of Interest to Consumers—How Paying Delivery Man High Wages Brings Business — Johns Bros. Have Their Own Farm for Source of Fresh Meat Supply—No Price Cutting.

Victoria, Aug. 18.—Fifteen hundred copies of the "Hustler," a bulletin sent out weekly, and giving news of the happenings in the store as well as a list of prevailing prices, constitutes one of the innovations in the retail grocery store of Johns Bros., Burnside Road, Victoria, B.C. A glance at the reproduction herewith of one of these bulletins, shows that Johns Bros. are progressive, up-to-date advertisers. The "Hustler" is 12 inches by 9 inches in dimensions, is invariably illustrated, and is printed and run off on the firm's own press by one of the store assistants.

The story of the development of Johns Bros.' business demonstrates clearly the advantages of constant attention and advanced business ideas, and the application of them. While the publication of the "Hustler" is an important feature in the store system, it is not the only one. One progressive method could not possibly produce the success which has attended this firm's journey through the business world.

Owen Sound, Ontario, was the birthplace of the Johns Bros. Their original occupation was that of machinists. They entered the grocery field 20 years ago

with no knowledge of the trade whatever.

The combined capital was \$800; to-day they are worth in the neighborhood of a quarter of a million dollars.

Meat From Their Own Farm.

An idea of the extent of the business they carry on may be gleaned from their method of supplying their meat market, which they have added to the grocery department. They own a farm of 200 acres—this is the source of supply for all fresh meats; and it is an important factor in interesting the consuming public.

A large grocery stock is carried, the store being superintended by A. Johns, 44 years of age. His brother does not now take any active part in the store.

"Our success is due," said A. Johns, "to our application to business; sticking to work; paying clerks a good wage and expecting them to do their work well."

For example, one time Mr. Johns had a boy engaged at \$9 per week to drive the delivery waggon. Now he employs a man at \$75 per month, because he says, the man is polite and accommodating. He not only holds the business the firm has, but he brings new customers. On the other hand the boy was slipshod in his manner and did not study customers. In this way the Johns' business has

JOHNS BROS.' HUSTLER  
OUR WEEKLY STORE BULLETIN.

VICTORIA, B. C., MONDAY, MAY 3, 1909.



Brooms and Brushes

of every description are now in demand. If you are needing any thing in this line it will pay you to look over our large stock.

- Corn Brooms 25c 30c 35c 40c 45c and 50c
- Cooling Brooms 40c and 50c
- Hair Brooms 75c \$1.00 \$1.50 and \$3.25
- Stalk Brooms 80c and \$1.00
- Scrub Brushes 15c to 35c
- Window Brushes 50c to \$1.00 each
- Stove Brushes 20c to 40c
- Tray Brushes 50c
- Horse Brushes 35c and 50c
- Wall Brushes 25c to 85c
- Banister Brushes 35c and 50c
- Shoe Brushes 25c and 35c
- Daubers 15c each
- Sanitary Brushes 50c and 75c
- Mop Handles 25c
- Self Wringing Mops 50c each



MEATS.

This week we have also a SPECIAL SALE OF BACK BACON AND PICNIC HAMS.

- Back Bacon 17c per lb.
- Picnic Ham 12 1/2c per lb.

We can demonstrate to your satisfaction that *Our Choice Baking Powder* is positively the best on the market. Sold in 16 oz. tins for only 25c.

The following testimonial speaks volumes for the quality of *Hygienic Flour*:

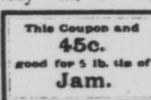
*Johns Bros.*  
Gentlemen—Mrs. Bradford has had splendid results in making bread, cakes and pastry from *Hygienic Flour*. Will thank you to send along another sack in preference to any other.

Respectfully yours,  
John J. Bradford,  
2412 Work Street

Try this flour and be convinced yourself that it is the best.

To anyone returning this coupon with 45c. on Saturday, May 8th, we will

give a 5 lb. tin of Jam, STRAWBERRY, RASPBERRY, PEACH, PLUM or BLACKBERRY, regular price 55c. & 65c.



The Soap Contest, which ended on Saturday evening, drew crowds of people. The correct weight of the soap was 986 lbs. The lucky ones were as follows:

- William Souder, 2 Amherst Street 984 lbs.
- Mrs. W. McCarter, 220 Government St. 982 lbs.
- S. Hancock, Maywood 980 lbs.
- Florence Wood, 240 Washington Ave. 980 lbs.
- Mrs. James Hamilton, 547 Toronto St. 980 lbs.
- Mrs. A. J. Bird, 545 Hillside Avenue 980 lbs.
- Willie Sprague, P. O. Box 740 980 lbs.
- Mrs. A. J. Bird, 545 Hillside Avenue 980 lbs.
- Mrs. Jas. Hamilton, 547 Toronto Street 979 lbs.
- Miss Alice Pritchard, 614 John Street 980 lbs.
- D. Todd, Maywood P. O. 980 lbs.
- J. Wooding, Hazelton 974 lbs.
- Mrs. William Campbell, 300 West St. 976 lbs.

This week we are having a Slaughter Sale of Toilet Soaps. It will pay you to buy enough now to last you for a long time, as a chance like this seldom occurs.

- Large bars Castile Soap 20c each
- Large Toilet Soap, large cakes, 5c "
- White Rose Toilet Soap 5c "
- Carbolic Toilet Soap 5c "
- Genuine Old Brown Windsor, 8 for 25c
- Oatmeal Toilet, 40c box for 25c
- Golden West, 40c box for 25c
- Sweet Red Clover Soap, 40c box 25c
- Violettes des Alpes, 40c box 25c
- Savon au Muguet, 40c box 25c
- Carnation, 40c box 25c
- Pine Tar Toilet Soap, 6 cakes for 25c
- Balsam Tar " 4 cakes for 25c



The warm weather is now at hand, bringing with it the usual swarms of flies. Are you aware that flies carry contagion? Keep them out by using our

Adjustable Window Screens.

Sold in four sizes, 25c., 30c., 35c. & 40c.

WIRE NETTING.

Wire Netting in 50 yd. rolls, 1 ft. \$1.00, 2 ft. \$2.00, 3 ft. \$3.00, 4 ft. \$4.00, 5 ft. \$5.00, and 6 ft. \$6.00.

B. & K. CHICK FOOD

for young and growing chickens, Wheat, Corn, Barley, Oats, etc.

Bread made from *Hygienic Flour* keeps moist seven days.

*Hygienic Flour* is pure, sweet, and makes more bread per sack than any other. Every sack is guaranteed & trial order will guarantee. Only \$1.75 per sack.

JOHNS BROS., Grocers and Butchers, Cor. Douglas St. and King's Road. 'Phones 433 & 1612.

Reproduction of a Copy of Johns Bros.' "Hustler," reduced from 12 x 9 size.



Front of Store of Johns Bros., Victoria, B.C., Worth a Quarter of a Million Dollars And Who Began With \$800 Capital.

progressed and the extra expenditure in employing a good delivery man has been well rewarded.

Not a Price-Cutter.

The price-cutting evil has no sanction in the Johns' store.

Mr. Johns believes in maintaining a price that will produce a fair profit, and he keeps quality goods.

The firm is one of those, which through its industry, has kept well up with the leaders in the grocery trade of Western Canada and it has by no means finished growing yet.

NOTICE.

W. A. Gay recently employed from our Vancouver office is no longer authorized to transact any business on our account. We would thank our readers for information regarding his whereabouts.



## Was it Advisable to Discontinue Selling 25c. Package Tea?

**A  
Fifth  
More  
Red  
Rose  
Tea  
Sold  
Without  
the  
25c.  
Grade**

The sale of Red Rose Tea during the first half of this year was 19 $\frac{2}{3}$ % more than during the same months of 1907 and shows a very heavy increase over 1908. During 1907 we were selling the 25c grade and it was our banner year up to that time.

The large increase this year, without a 25c grade, proves conclusively that people appreciate better tea and are willing to pay for the higher quality. We did not ask the consumer to pay 30c for a 25c tea; but entirely discontinued the 25c grade, and kept the quality of our 30c tea fully up to the high standard we have maintained for years.

Do you not think that if YOU put the same energy into selling the better grades of tea that you put into selling 25c. tea YOUR TEA TRADE would show a very decided improvement?

Red Rose Tea stands higher than ever in the estimation of the Canadian public; more of it is being used than ever before and better grades.

It will pay you to push

## Red Rose Tea

Quality is remembered longer than price!

**BRANCHES:**

Toronto—3 Wellington East  
Winnipeg—315 William Ave.

**T. H. ESTABROOKS**

**ST. JOHN, N.B.**

## Business Methods that Proved to be Money Makers

**Disadvantages of Price-Cutting—How a Montreal Grocer Overcame Shortage in Shelf Room—Erects a False Wall—Growth of a Cardinal Business Due to Advertising—Value of Quality.**

Hamilton, Aug. 17.—“If anybody is willing to give a dollar bill for 95 cents, the public is always willing to take advantage of the offer,” remarked a grocer, in discussing the merits and demerits of the price-cutting system. He did not believe that slashing prices was at all necessary. It only served to injure the manufacturer and wholesaler, and the retailer as well, because the majority of grocers do not care to handle an article which does not show a fair profit.

“The greatest blessing that can fall upon any retailer,” he continued, “is to get the money for the goods before they leave the store. Sell often, get the cash, make quick payments and then you know where you are at—not nearly—as most of us are situated at present.

“There are so many failures now-a-days, and I believe a great many of these can be indirectly traced to slipshod business systems. The cash system is the only one and it is coming and coming as fast as it can.”

Montreal. Upon entering, one is struck by the apparent width of the top shelf. Upon investigation it is found that these shelves are not on the wall proper, but are built up on a false wall about two feet in front, and in this way an enormous amount of shelf room is obtained.

It is observed that this grocery is remarkably free of boxes and other disfiguring objects scattered around the floor. Of course, in small stores where the grocer is cramped for room it becomes necessary to do this, but where there is a large store, most of the goods can be confined to the shelves. The grocer in question explained that he put his most attractive goods on the front shelves and the less so in the rear, out of sight. The clerks are not permitted to leave the front store. If anything is required from down cellar or from the rear, there are speaking tubes provided, by means of which they can make their wants known to men in these parts of

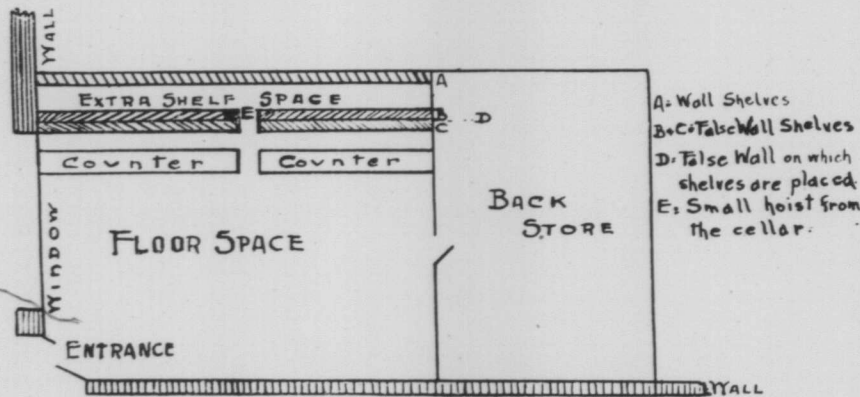


Diagram Showing False Wall Shelves In a Montreal Grocery Store.

The speaker maintained that business generally was being placed on a better basis. In former years there was some reason for tardy methods. Farmers secured money only about once or twice during a year—after the annual threshing, in particular—and the merchants then, and not till then, got their money.

“Nowadays farmers can get money every day if they want to, with the introduction of so many side-lines on the farm, and we are being paid more regularly—for which we are truly thankful.

“We have reduced our bad debts wonderfully in the last few years. If we hadn't done so the probability is that we would have been up Salt Creek long ago.”

### UNIQUE SHELF ARRANGEMENT.

Montreal, Aug. 17.—A bright idea in interior arrangement of a store may be seen in a large grocery store in Mon-

the store, and they are immediately supplied.

The wonderful precision in the arrangement of the stock enables the clerks to execute orders with the greatest speed. It is also the duty of the back storeman to keep the front shelves supplied with goods, and in the morning nothing is missing to give an incomplete idea to the eye.

### QUALITY IS ESSENTIAL.

Kingston, Aug. 17.—A local grocer, who happened to be in a retrospective as well as a prospective mood, in discussing the grocery business, said that the volume of business, speaking of each individual customer, was decreasing. This was not to be taken as an indication of a decrease in the amount of money spent, but rather in the character of goods now bought. At the present time quality is the first essential, quantity becoming less considered. This

is interesting, as it indicates a phase in the development of dietetic knowledge.

It is generally conceded by the medical profession that the great majority of people eat much more than is necessary for the upkeep of the body. This condition is reflected, as was suggested by the grocer in the changing character of the grocery trade.

### AN \$8,000 BUSINESS INCREASE.

Cardinal, Ont., Aug. 17.—“Advertising did it.”

That's what F. F. Adams, general merchant, says about his business, which last year totaled more than \$23,000, when four or five years ago it was not more than \$15,000.

Mr. Adams is a thorough believer in the feasibility of placing one's name before the public as much as possible, if he desires to increase his business.

He has struck a new idea for getting next to the farmers' trade. He “gets in right” with the cheese factory makers and is able to use the factories for the distribution of dodgers to farmers who happen to call there. These are printed regularly and they give the current store news in the most attractive form. Mr. Adams claims to have secured considerable new business from the country through their use. There is no newspaper published in Cardinal, but the Adams ad. appears in the columns of the paper in the nearest town, which circulates extensively in and around that village. The population of Cardinal is about 1,200, so that a yearly business of \$23,000 speaks well for the thrift and enterprise of Mr. Adams.

The debt question is given a good deal of attention. Cardinal is a factory centre, employes being paid every two weeks, and although Mr. Adams lost some money when he first began business ten years ago, he carefully watches the dead-beats now.

Commenting on the mail order business, he contended that general merchants all over the country are losing trade, in dry goods especially, to the department stores.

“The trouble is,” he remarked, “they do not keep the assortment they should to meet the mail order competition. If they carried the variety of stock, more business would be done, because they can sell goods just as cheaply.”

The Adams store carries staple lines of crockery and does a comparatively large trade in it. It is a paying investment.

### TO IMPROVE TRADE.

Equip, decorate and arrange everything so that a visit to your store is really a pleasure. Do not keep your customers waiting unnecessarily. Be courteous and accommodating—put yourself out a little bit to make the women folks feel that they are welcome whether they buy or not. There may be little immediate profit in this suggestion, but it gets you acquainted, and personality furnishes the keynote of your business success.



# Where Great Wealth Abounds! Do You Wish to Share in it?

**You May Do So** by letting us act as your representatives in the Great West. We can help you in finding a proper outlet for your goods. Look at these startling figures, and such a marvellous growth is typical of the three great prairie provinces.

**What  
Winnipeg  
Has**

18 Chartered Banks ; 41 City Branches  
Greatest Grain Market in the Empire  
90 Millions Wholesale Turnover Annually  
Largest Individual Railway Yard  
150 Profitably Operating Factories  
An Assessment of 116,000,000 Dollars  
The Shops of Three National Railways  
A Population Doubled Within 5 Years

Let Us Assist You to Augment Your Trade

We Have the Facilities and the Experience

WE INVITE CORRESPONDENCE

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

**Calgary**

**Winnipeg**

**Edmonton**

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

### Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGAANTH

GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

### R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

**Warehousemen, Forwarding Agents and  
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg

## Currants !!

I am Agent for

**LYBEROPULOS,**

Patras, Greece

and offer New Crop.

**BARRELS AND HALF CASES.**

Write for Prices, Import.

Owing to unfavorable weather prices are very firm.

**W. P. DOWNEY,**

24-26 St. Peter Street, - - MONTREAL



Here is one of the many letters  
we have on file

Hamilton, June 23rd, 1909

Messrs. Gunns Limited  
78 Front St. East, Toronto, Ont.

Gentlemen:—

Ship me at once, ten tubs of Easifirst, and a further shipment of forty tubs next week.

I am retailing this lard over the counter for household use, and it is giving excellent satisfaction. Practically every sale I have made has resulted in repeat orders, and many of my customers prefer it to any other lard on the market. Easifirst is one of the best sellers we have on our list, and we are not handling any other lard, either wholesale or retail.

Yours truly,

Bessey & Falconbridge

Signed, J. M. Bessey

**Easifirst** will increase your business and  
double your profits

WRITE US FOR PARTICULARS

**GUNNS Limited** WEST TORONTO

## Cooked Hams

This is the very best time of  
the year to have these on your  
provision counter.

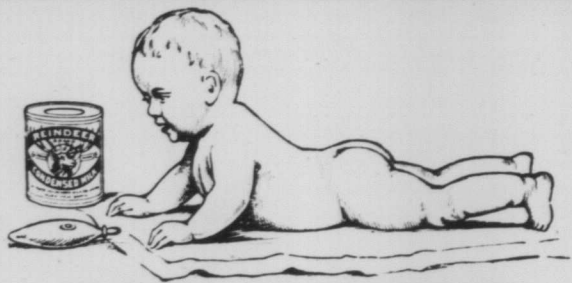
NICELY COOKED  
NICELY PUT UP  
AND READY FOR  
THE TABLE.

We select these Hams with  
great care. You will find them  
reasonable in price and trade  
winners.

**F. W. Fearman Co.**

LIMITED

HAMILTON, ONT.



One of our Patrons  
**EVERY MOTHER**

in the land will thank you for selling her  
a tin of the Richest and Best Condensed  
Milk in Canada, which is



**"REINDEER"**

7½% Richer than any  
other brand of Milk sold  
in Canada.

**THE MILK TO SELL**

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

## Breakfast Bacon Skinned Backs Hams and Rolls Pure Lard

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

**The WM. RYAN CO.**

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

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Plate beef,  
Dry Salt  
Green laco  
Long clear  
Long clear



Produce and Provision Situation of the World

Canada Losing Her Hold on English Hog Market—Not Producing Enough to Meet the Demand and Other Countries Stepping in—Butter Export Trade Falling off—Cheese Trade Better.

The hog situation is still a puzzling proposition to the provision dealers of Canada. While they are constantly short in the supply of hogs, they see that the English market is drifting away and is taken possession of by other countries. Even China is now taking a hand in it, and is threatening to be a dangerous rival. In the meantime, however, our packers find a ready market at home for all the product they can manufacture from the limited supply of hogs at their disposal. Some of the packers are inquiring about the "commission" of farmers who were sent to Denmark and other European countries to look into this state of affairs, and are waiting to find out whether they have discovered anything that will save the situation.

There is a great deal of uncertainty entertained in reference to the shaping of the butter market. It is the prevailing opinion that the make of this year is equal to last year, and yet the quantity exported is far below last year. From this we must conclude, making a fair allowance for a larger home consumption, that there must be an unusually large quantity in the hands of dealers. With this in view, creamery butter, which is the only kind now bought for export, has declined, and is not selling at the figure that was paid for June butter, the bulk of which is still in storage.

The exports of cheese, however, so far have exceeded last year's, and the prices are firm with an upward tendency.

MONTREAL.

PROVISIONS — Little change has taken place in the provision market. Canada short cut back pork is easier in tone, and quotations have declined \$1. Dressed hogs are also somewhat easier being quoted at \$12.25, despite the fact that trade is fairly good. Hams continue to sell well. Lard is moving more freely, but altogether trade is quiet.

Pure Lard	
Boxes, 50 lbs., per lb.	0 14 1/2
Cases, tins, each 10 lbs., per lb.	0 15 1/2
" " " " " " " "	0 15 1/2
" " " " " " " "	0 15 1/2
Pails, wood, 20 lbs. net, per lb.	0 15 1/2
Pails, tin, 20 lbs. gross, per lb.	0 14 1/2
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 37 1/2 lbs., per lb.	0 14 1/2
Compound Lard	
Boxes, 50 lbs. net, per lb.	0 09 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10 1/2
" " " " " " " "	0 10 1/2
" " " " " " " "	0 10 1/2
Pails, wood, 20 lbs. net, per lb.	0 10 1/2
Pails, tin, 20 lbs. gross, per lb.	0 09 1/2
Tubs, 50 lbs. net, per lb.	0 10
Tierces, 37 1/2 lbs., per lb.	0 09 1/2
Pork	
Heavy Canada short cut mess, bbl. 35-45 pieces	27 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 00
Heavy clear fat backs, bbl. 40-50 pieces	29 00
Heavy flank pork, bbl.	26 00
Pickled rolls, bbl.	26 00
Plate beef, 100 lb bbls	7 25
" " " " " "	14 00
" " " " " "	20 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 13
Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 14 1/2

Hams	
Extra large sizes, 25 lbs. upwards, lb.	0 14
Large sizes, 18 to 25 lbs., per lb.	0 15
Medium sizes, 13 to 18 lbs., per lb.	0 15 1/2
Extra small sizes, 10 to 13 lbs., per lb.	0 15 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16 1/2
" " " " " " " "	0 16 1/2
Breakfast bacon, English, boneless, per lb.	0 16 1/2
Windsor bacon, skinned, backs, per lb.	0 18 1/2
Spiced roll bacon, boneless, short, per lb.	0 15
Picnic hams, per lb.	0 14
Hogs, live, per cwt.	8 60
" " " " " "	8 90
dressed, per cwt.	12 25

BUTTER—The export demand still keeps quiet, and in consequence the storage stock is accumulating. This tends to an easier feeling in the trade generally. The local demand continues quiet for dairy butter. The market is unchanged this week.

Creamery, solids, lb.	0 23
Creamery prints	0 23 1/2
Dairy, tubs, lb.	0 17 0 18

CHEESE—The market for cheese is higher in the country, as much as 11¢ being paid this week for Ontarios. The export demand is brisk, and trade in this line is generally good. The quantity manufactured is well up to former years. The market is firm and unchanged.

Cheese, large	0 12 1/2	0 12 1/2
" " " " " "	0 12 1/2	0 13
" " " " " "	0 12 1/2	0 13 1/2
Old cheese, large	0 15	0 16 1/2

EGGS—The market is firm at unchanged prices. The supply of eggs, although light, is improving, points west of Toronto sending more cases. The demand is good especially for finest quality.

Selects, dozen	0 25
No. 1, dozen	0 22
No. 2, dozen	0 17

HONEY—The honey market is quiet. White clover is firm in price.

White clover comb honey (nominal prices)	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 10 1/2

TORONTO.

PROVISIONS—Hogs are easier this week, without any special reason, further than that it so happened. Hogs are still scarce which is proven by the fact that car loads have frequently to be made up at different stations. The stocks in hand are gradually getting lighter, and prices are fully maintained.

Long clear bacon, per lb.	0 13 1/2	0 14
Smoked breakfast bacon, per lb.	0 16	0 16 1/2
Roll bacon, per lb.	0 13 1/2	0 13 1/2
Light hams, per lb.	0 15 1/2	0 16
Medium hams, per lb.	0 15	0 15 1/2
Large hams, per lb.	0 13 1/2	0 14
Shoulder hams, per lb.	0 12	0 12 1/2
Backs, plain, per lb.	0 17	0 17 1/2
" " " " " "	0 18	0 18 1/2
Heavy mess pork, per bbl.	23 00	23 50
Short cut, per bbl.	26 00	26 50
Lard, tierces, per lb.	0 14 1/2	
" " " " " "	0 14 1/2	
" " " " " "	0 14 1/2	
" " " " " "	0 10	0 11 1/2
Live hogs, f.o.b.	7 60	
dressed hogs	11 25	11 50

BUTTER—A slight decline is noticeable in the butter market, especially in creamery, which is offered from 1c to 1 1/2c lower. The disappointment dealers met with last year is not yet forgotten and buyers are particularly careful. Good dairy butter is in fair demand and is maintaining its price. Off flavor

butter is accumulating and is hard to sell, as cotton seed oil is more and more taking the place of baking butter. The recent rains have freshened up the pastures and will help to increase the supply, and as there is already a heavy surplus, and no export demand, prices are likely to remain easy.

Fresh creamery print	Per lb.	0 23	0 24
Fresh creamery solids		0 21 1/2	0 21
Farmers separator butter		0 20	0 21
Dairy prints, choice		0 17	0 18
Tub butter		0 17	0 19
Baking butter		0 15	0 16

CHEESE—There is no startling feature to report in the cheese market. Prices have been steady all summer, with the feeling among dealers that they are a little too high to handle safely. In small quantities to retail dealers the prices may be quoted a quarter of a cent higher.

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

EGGS—Eggs are scarce or rather good eggs are scarce, and bad ones too plentiful. Dealers are figuring up and are finding out that even with an apparent fair profit, they are losing money, through the heavy shrinkage on bad eggs. Prices are very firm and some are asking from 1 to 2c more for selected stock.

Fresh eggs	0 23	0 24
------------	------	------

POULTRY—The poultry trade is picking up and will soon be in full swing. Spring chickens are of a better size and look more like something to eat, than a mere toy. The receipts of all kinds are liberal and business is satisfactory. According to reports the season was favorable to raising young fowl, so that a good supply will soon be ready to draw from.

Early spring chicken, alive, per lb.	0 17
Hens, per lb. dressed	0 12
Turkeys, per lb., large	0 16
Spring ducks	0 10
Old ducks	0 08

HONEY—As far as reports can be secured the honey crop is above the average in quantity and quality. But owing to the greater demand, especially for the Northwest, prices are likely to be firm. In small quantities to the trade it may be quoted as follows:

Honey, 5-lb. pails	0 65
" " " " " "	1 20
" " " " " "	0 11 1/2

SOME SIGNIFICANT FACTS.

The steamship Palermo arrived at London, Eng., a few weeks ago from Hankow, China, with a cargo consisting of the following:

- 21,048 cases of eggs.
- 10,674 cases of wild game.
- 8,118 cases of poultry.
- 12 quarters of beef.
- 4,663 carcasses of pigs.
- 1,345 carcasses of deer.

The factory employes of the Wm. Davies Co., Toronto, held their annual excursion to Niagara Falls on Saturday last. There was a large attendance, the crowd being composed of a coterie of fun-makers, which helped to make the day a lively one. Sports were run off and prizes presented to the winners. The trip was made by boat.



## THE CANADIAN GROCER

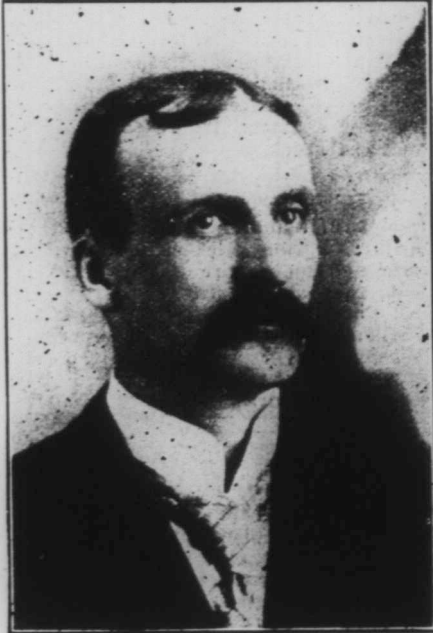
### A SET OF BUSINESS MEN.

New Officers of the La Chambre de Commerce de Joliette, Quebec.

Joliette, Que., Aug. 17.—The election of the officers of La Chambre de Commerce, de la Ville et du District de Joliette, was held on Thursday, the 6th inst. The following list gives the names of those who were elected:—

President, W. Pouliot; vice-president, Jules Breton; secretary-treasurer, L. P. Deslongchamps; directors, E. E. Lepine, A. A. Boucher, H. Beaumier, J. U. Chaput, I. E. Lalonde.

It is needless to recall the numerous advantages and benefits which a lively and well directed Chambre de Commerce procures to commerce, industry and trade generally in a town or country. But it is well to point out that the town and district of Joliette have been particularly favored by the work of their own organization. Transportation,



W. POULIOT,

Elected President of Chambre de Commerce, Joliette, Que.

freight rates, markets and postal service, have in turn been discussed and improved to the benefit of all.

Members this year have been fortunate in the selection of their officers. They have faith in the ability of their President, W. Pouliot, to carry out successfully all matters under his consideration.

Mr. Pouliot, who is the head of Chevalier, Pouliot & Cie., and now president of our Chambre, has won for himself a well deserved reputation as an energetic and enterprising business man, a prudent financier, and expert buyer. Aided by the other directors who also belong to the group most devoted to the welfare of our town and district, he should mark his tenure of office with real success. It is hoped that this association will continue to help trade and render it profitable to the whole community.

### DEVICE FOR TESTING EGGS.

A well-known test for eggs, says the Scientific American, consists in placing the eggs in water, when the bad ones

will float. But of the eggs that sink there is no way of determining which are the fresher ones and how much less stale one may be than another. A very ingenious device has recently been invented which enables one to note the slightest variations in the eggs. The device consists of an aluminum air chamber comprising a main body portion and a stem. The latter is graduated, while at the bottom of the body portion are two spring-wire loops shaped to engage and hold an egg. The device with the egg attached thereto is placed in water and will sink to a depth depending upon the specific gravity of the egg. The freshest and best eggs sink the stem down until the water is on a level with the XX mark. Even if the egg registers 0 it shows that the egg is quite fresh and still has sufficient food strength to hatch a live chick. Mark 4 registers the limit of fair eating. At 8 the egg is fit for cooking only, while 12 shows that decomposition has set in. Not only is the tester valuable in the kitchen but to the chicken raisers as well, as it tells how much nutriment there is in the egg for the support of life in the chick, and during incubation it shows the progress of evaporation in the incubator as compared to normal hygrometric conditions as found in the eggs under the hen.

### PERSONAL NOTES.

Wm. H. Dunn, Montreal, was in Toronto last week on a business trip.

Thos. Kinnear, of Thos. Kinnear & Co., Toronto, is on a vacation to Old Orchard Beach.

J. W. Flavelle, general manager, the Wm. Davies Co., Toronto, is spending a vacation at Sturgeon Point, near Lindsay, Ont.

A. H. Brittain, representing the Whitman Fish Co., Halifax, N.S., was in Toronto on Monday and was among the visitors to the office of The Canadian Grocer.

## BASKETS

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

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

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

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



### T. E. OLDFIELD & CO.

Colonial Importers  
17 Brunswick St. LIVERPOOL  
Desire direct communication with producers of CANADIAN FOODSTUFFS FOR HUMAN CONSUMPTION such as Wheat, Flour, Split Peas, Canned Meats and Fruit, Green and Dried Fruit, Butter, Cheese and General Grocery and Corn Goods. First-class connection throughout Great Britain. Advances made against consignments. Canadian References.

### LA GRANGE & CO.

Commission Merchants and Agents,  
ROTTERDAM, HOLLAND

request offers of Linseed cake and are desirous to enter into correspondence with cake manufacturers in U. S. A. and Canada. First class references given, also in U. S. A.

### WM. BERRY LTD.

MANCHESTER and LONDON, ENG.

Wax-Waterproof  
Shoe Polishes

Dominion Agent

SIDNEY LEAR, 77 York St., TORONTO

## Mi-Linda and Baled Havanas

are the Finest Cuban Lea  
Spanish-made Cigars in the  
world.

Write for prices

## W. H. ESCOTT

Wholesale Broker

WINNIPEG MANITOBA

Let us quote you on your

## APPLE BARREL

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

H. CARGILL & SON

CARGILL, ONTARIO

## SALT

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

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

SPRAQUE

## CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.



# 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.

## IT WILL TAKE YOU ONLY A MINUTE

to explain to your customers why a slight increase has been found necessary in the price of

### Clark's Pork and Beans

The cost of beans has doubled within a few years, and only the best being used in CLARK'S the increase was imperative. Buyers will understand that a **cheap** article is not a **good** article, and is not what they want.

**William Clark**

MONTREAL

Manufacturer of  
HIGH-GRADE FOOD SPECIALTIES

## Valencia Raisins

*A. MAHIQUES PARIS*  
DENIA

*For Quality and Price*

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that  
"the A. Mahiques Paris Brand Fine  
"Selected Raisins purchased from you  
"this year have turned out exceedingly  
"fine in quality. We have compared  
"them with what we considered other  
"first-class brands, and in our opinion  
"they are superior to any Fine Selected  
"we have examined this year."

**Thos. Bell, Sons & Co.**

AGENTS

MONTREAL

## THE CANADIAN GROCER

### EMPLOYER ENTERTAINS EMPLOYEES.

#### Guelph Retail Grocer Gives Picnic to His Clerks—An Impetus for Better Business Relations.

Guelph, Aug. 17.—Last Thursday at 1.30 p.m., McCannell's & Patterson's big four-horse tally-ho left the front of the Noted Tea Store (J. A. McCrea's) with as jolly a crowd as ever tally-hoed out of Guelph. After a delightful run to Elora, a sumptuous luncheon was enjoyed at the Rocks. Jos. Harris, on behalf of the staff, wished a good time to everybody, mentioned the liberality of the wholesalers, and on behalf of the staff presented R. McCrea with a stick pin. Mr. McCrea, in reply, said that the motto on the badge expressed his sentiments exactly: "Better business relations between employers and employees result in the prosperity of both."

The party then adjourned to the baseball grounds, where a delightful list of sports was run off, as follows:

- Boys' 50 yard dash.—1. Stanley Vass. 2. Fred Haek. 3. R. Garrard.  
Men's 50 yard dash.—1. Gus Murray. 2. Will Hooper. 3. Chas. Haek.  
Ladies' Backward Race.—1. Miss Bott. 2. Miss M. Doherty. 3. Miss Long.  
Men's backward race.—1. Chas. Haek. 2. Gus Murray. 3. Will Doherty.

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

#### TO WHOLESALE TRADE:—

Buy your

**Whole Spices,  
Coffees,  
Sardines, etc.,**

from

**H. COLLINGS & CO.**

16 Philpot Lane, E.C.  
LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray  
" KINGSTON, Mr. C. de Carteret.  
" TORONTO, Mr. James Haywood.  
" HAMILTON, Messrs. John W. Bickle  
& Greening.  
" LONDON, Mr. Geo. H. Gillespie.  
" WINNIPEG, Mr. W. H. Escott.

Established 1856

Red Rose Tea race.—1. Miss Bott. 2. Mrs. Murray. 3. Mrs. Vass and Miss Weatherstone.

Boys' all-four race.—1. Wm. Doherty. 2. Roy Garrard. 3. Albert Vass.

Ladies' love race.—1. Miss Hutchinson. 2. Ada Doherty. 3. Mrs. Murray.

By unanimous vote a beautiful \$5.00 pipe, donated by Nerlich & Co., was voted to Joseph Harris, the head clerk of The Noted Tea Store. Mr. Harris is deservedly a favorite with all the members of the staff, and no one begrudged him this mark of appreciation.

### NEW COMPANIES.

Talbot, Limited, St. Germain de Rimouski, Que., have been given a Dominion charter to carry on the business of wholesale and retail merchants in groceries, provisions, hardware and dry-goods.

E. A. Schmidt & Co., Montreal, is a new company formed with a Dominion charter to manufacture and deal in grain, flour, meal, hay, potatoes, etc.

A license to do business in Ontario has been given J. S. Fry & Sons, incorporated in Great Britain. The Ontario Gazette includes in its rights the following:—

To acquire and take over, as a going concern, the business of chocolate and cocoa manufacturers, heretofore carried on at Bristol, London, Sydney, and elsewhere under the style or firm of J. S. Fry & Sons, and all or any of the assets and liabilities of the proprietors of the said business in connection therewith. M. D. Beard, Toronto is the company's attorney.

A company has been formed in St. John, N.B., to manufacture soap in the Coll premises. The new company has

purchased the property and will carry on the business under the name of Coll's Soaps, Limited. The company is composed of P. L. Jordan, Joshua E. Cowan, jr., Wm. H. Turner, Fenwick W. Parker, and Wm. A. Ewing. The capital will be \$10,000 in \$100 shares.

### TRADE NOTES.

The Port Burwell Fish Co. have been dissolved.

A factory for the manufacture of matches has been built at Selkirk, Man.

The Oxford Flour Mills at Norwich, Ont., were burned to the ground recently. The loss was heavy.

Wm. Mullett, Galt, Ont., has opened a new grocery store on Main St. in the building recently occupied by F. H. Chapple.

L. D. Bellefeuille, greener, Alexandria, Ont., has removed his stock, etc., into his newly acquired premises, the Norman McRae building, corner Main and McDougall Ave.

C. S. McCauley has been in the grocery business in Newmarket, Ont., for 3 years and is doing a thriving trade. He says he has had a splendid year so far and hopes the remainder will be as good.

The stock of J. H. Schmidt, general merchant of Millbank, Ontario, amounting in all to about \$8,000, will be sold by public auction on August 25. At a meeting of the creditors a few days ago Mr. Schmidt, who assigned on July 19 was given a few days to prepare a cash offer which was to receive the consideration of the creditors, but the statement of the offer was not forthcoming, so it was decided that the stock must be sold.

#### OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas  
Clean and White  
Quebec's leading Flour and Grain  
House.

C. A. PARADIS, Dalhousie St., Quebec

#### CIE FRANCAISE des PATES ALIMENTAIRES

**Macaroni, Vermicelli, etc.**

Strictly French Manufacture Guaranteed  
Manufactured at  
92 Beaudry Street MONTREAL

#### SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal  
Agents.

#### The GRAY, YOUNG & SPARLING CO., Limited

**SALT  
MANUFACTURERS**

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

# EPPS'S

GRATEFUL AND  
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal  
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND  
ECONOMICAL

# COCOA



## Some Grocers have decided that it is not good business to import Fancy Biscuits

They do not question the quality of Fancy European lines—*before shipment*. But, they know that a long sea voyage depreciates the flavor of any food stuffs. Besides, it ties up cash in considerable quantities placing long orders months ahead. That's how they argue the point. They stock

### CHRISTIE FANCY BISCUITS

because Christie's are immensely superior in *Quality, Purity, Nutriment* and lasting *Goodness* to any fancy lines baked on this continent. Our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, et cetera, are equal in every quality that makes for biscuit perfection to the best fancy lines in the old lands. Then our fancy goods have the merit of freshness. You can get them when you want them.

*N.B.—Our latest fancy lines "Madeira Mixed" and "Cherry Rings" are the delight of biscuit connoisseurs.*

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

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



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

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

## "LUCERNA"

IMPORTED

### Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK CHOCOLATE CO.**

214 Princess Street, - - - Winnipeg

## Popular Lines at Popular Prices

It is biscuits such as these that sell.  
They make your biscuit department pay handsomely.  
We have a reputation for making such goods.

GET PRICES ON OUR LARGE RANGE. IT WILL PAY YOU TO DO SO.

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

You can very easily work up a snug little trade in

# Cowan's Cake Icings

Just get your customers who are not already using them to try a single package.



That will be pretty sure to make them regular users, to their satisfaction and your profit.

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



**SOFT MINTS—50.** boxes.

**ACME PELLETS—5-lb.** tins.

**M. & R. WAFERS—5c.** bags.

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

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

**AGENTS**

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES  
W. H. Dunn, 394 St. Paul St., Montreal

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

BRITISH COLUMBIA, Shellcross, Macaulay & Co., Vancouver

By Royal



Letters Patent

# NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:  
The Smith Brokerage Co., Ltd., St. John, N.B.  
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
W. E. Ashley, Winnipeg.  
Geo. A. Stone, 24 Inns of Court Buildings, Vancouver, B.C.

CANADA:

No better  
Country



MOTT'S:

No better  
Chocolate

All the year round

# Mott's

"Diamond" and "Elite"

brands of

# Chocolate

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

EVERY JOBBER SELLS THEM

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

**SELLING AGENTS:**

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

Flour

The week ha el, and at 95c. and p through ing to r over th expecte the No is beco are als 40c a b Grace and on several fore us, not on cheaper clean o before few art more ea goods, of a s kept fl Hot cult to high g more a shape v ber's ov his con nothing in a ca goods, able a should suggest quantit atmospl confect ing a li being l used.

FLOU as is n holding solately but the Winter wh Straight ro Extra, bli. Royal Hou Glenora, bl Manitoba ) Five Roses Harvest Qu FOOT in evide light, a firmer, made in Ontario bra Manitoba s Moullie, n Feed flour, ROLI again w



Flour, Cereals and Confectionery Department

Ontario Wheat Drops In Price—Buyers Take Flour as They Need It—Oatmeal Shows Another Decline In Montreal—Hints For Keeping Confectionery Fresh.

The price of Ontario wheat since last week has declined from 10 to 15c a bushel, and is now bought at outside points at 95c. With a good crop in Ontario and prospects of an immense crop throughout the Northwest—and according to reports more than an average crop over the whole world—prices would be expected to be still lower. The crop in the Northwest is ripening rapidly and is becoming more secure each day. Oats are also dropping and are now about 10c a bushel.

Grocers should run their stocks low and only buy from hand to mouth for several reasons. With the reports before us, it is reasonable to suppose that not only flour, but all cereals will be cheaper, and it is also good policy to clean out all old summer heated stock before new stock is added to it. Very few articles in the grocery store require more careful attention than this class of goods. Nothing will hurt the reputation of a store more seriously than badly kept flour or cereals.

Hot weather makes it somewhat difficult to keep candies—and especially the high grades which grocers are handling more and more—to have them in good shape when asked for. It is to the seller's own interest to look carefully after his confectionery department. There is nothing so fatal to business possibilities in a candy shop as sticky stale-looking goods. For this reason cases are desirable and the open display of goods should be made in such a way as to be suggestive without exposing a large quantity of them to the effects of the atmosphere. Good window displays in confectionery have been made by showing a limited quantity of goods, the effect being brought about by the trimmings used.

MONTREAL.

FLOUR—The demand continues quiet as is natural at this time. Buyers are holding off, only taking what they absolutely require. The market is easy, but there is no change from last week.

Winter wheat patents, bbl.	6 50
Straight rollers, bb.	6 20
Extra, bbl.	5 70
Royal Household, bbl.	6 30
Glenora, bbl.	5 80
Manitoba spring wheat patents, bbl.	6 30
strong bakers, bbl.	5 80
Five Roses, bbl.	6 30
Harvest Queen, bbl.	5 80

FOOD.—A steady demand has been in evidence during the week. Stocks are light, and the tone of the markets is firmer. No further decline has been made in Manitoba bran.

Ontario bran, per ton.	22 00
Manitoba shorts, per ton.	24 00
bran, per ton.	22 00
Mouillie, milled, per ton.	28 00
straight grained, per ton.	32 00
Feed flour, 98-lb. bag.	1 55 1 85

ROLLED OATS—The market has again weakened. Oatmeal has been cut

15c; rolled oats in bags, 15c, and in barrels 35c. This was not unexpected in view of the new oats crop, and the small orders now coming in.

Fine oatmeal, bags.	2 75
Standard oatmeal, bags.	2 75
Granulated "	2 75
Gold dust cornmeal, 98-lb. bags.	2 10
Boltoned cornmeal, 100-bags.	1 85
White cornmeal.	2 00 2 05
Rolled oats, bags.	2 50
barrels.	5 20

TORONTO.

FLOUR—While new wheat is lower, it will be noticed that the same corresponding drop has not taken place in flour. This is owing to the fact that old wheat is still almost exclusively used in making the flour which is sold at the present time, and therefore prices are unchanged.

Manitoba Wheat.	
1st Patent.	6 00 6 20
2nd Patent.	5 40 5 90
Strong bakers.	5 45 5 85

Winter Wheat.	
Straight roller.	5 00 5 50
Patents.	5 90
Blended.	5 50 5 90

CEREALS—Although prices of new grain are lower, it will be several weeks before it will affect the prices of some of the manufactured goods.

Rolled wheat, car load.	3 50
oats	2 50
Oatmeal, car load.	2 75
Rolled wheat in barrels, 100 lbs.	3 50
oats in bags, per bag 90 lbs.	2 50
Oatmeal, standard and granulated, in bags 98 lbs.	2 75

MAKING PRICES UNIFORM.

Editor Canadian Grocer.—Several weeks ago an article appeared in The Canadian Grocer suggesting the idea of biscuit manufacturers invoicing their goods at retail prices with a certain discount off, which met with the approval of the grocers in general, but since then nothing has been done. It seems to me that this could be done without the least inconvenience to the manufacturer, and it would certainly be a great convenience to the retailer. As it is, each one takes a guess at what they should be sold and the result is that they are unintentionally sold at different prices.

By doing this it would not restrict retailers to sell at the invoice prices, but it would be a good guide as to what they should be sold, and would help to sell at uniform prices. All that the manufacturers would have to do, is to add 25c on the prices they are now charging, and then take 20 per cent. off the total amount with the regular discount for cash.

I would recommend that a deputation interview some of the manufacturers and request them to consider this matter, and if they have no objections—which are not apparent to the retailer—to comply with the wishes so strongly expressed by grocers.

RETAIL GROCER.

Toronto, Aug. 19, 1909.

More Than Soda Crackers

There is something delightfully different in the taste of Mooney's Perfection Sodas which distinguishes them from common Soda Crackers.

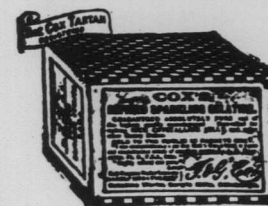
The difference begins with better baking of best material in a large, up-to-date oven, built expressly to bake this biscuit.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness, and excludes all dust and moisture.

Need we say more?

THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario



COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents J. & G. Cox, Ltd.  
C. E. Gelson & Son, Montreal  
D. Henson & Co., " Gordie Mills  
A. P. Tippet & Co., " EDINBURGH.

## Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers In The Trade—Damages By Fire and Assignments Made—New Companies Formed.

### Ontario.

Andrew Davey, grocer, Toronto, died recently.

H. K. House, grocer, Toronto, has sold to Watson Hale.

E. A. Bush, grocer, Essex, Ont., has assigned to J. A. Smyth.

Bishop & Co., Nalalu, Ont., general merchants, have sold out.

Mrs. A. Green, grocer, London, advertises her business for sale.

The Coreoran Tea Co., Stratford, sustained loss by fire recently.

W. T. McBride, grocer, London, advertises his business for sale.

B. Kaplan, general merchant, Cottam, Ont., has assigned to M. Masuret & Co.

W. Waugh Register & Account Systems Co., Port Arthur, have obtained a charter.

### Quebec.

Assets of J. O. Chartier, grocer, St. Paul, Que., are to be sold.

The Park Provision Co., Montreal (St. Louis), has obtained a charter.

Chartrand & Turgeon are appointed curators for Adolph Desilets, grocer, Montreal.

### Western Canada.

P. S. Smith, grocer, Victoria, has discontinued business.

Mrs. P. Comeford, grocer, Victoria, has sold to P. D. Johnston.

D. L. Ghormley, grocer, Stratheona, Alta., has assigned to S. H. Smith.

F. Carne, grocer, Victoria, B.C., is discontinuing business on Aug. 31st.

T. Hutchinson, grocer, North Vancouver, B.C., has sold to F. C. Scott.

W. J. Rud, general merchant, Tilston, Man., is succeeded by Knight & Co.

The Prince Rupert Grocery Co., Prince Rupert, B.C., has assigned to C. D. Newton.

Stewart & Tweed, Ltd., general merchants, Medicine Hat, Alta., have sold their business.

G. S. Davidson & Co., general merchants, Indian Head, Sask., have closed their Melville branch.

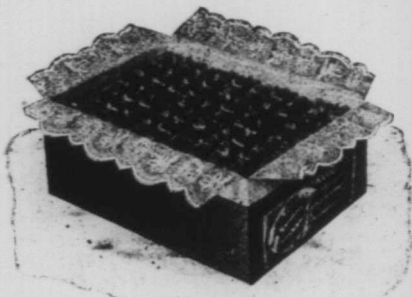
Nichol & Mayhew, general merchants, Radisson, Sask., have been succeeded by J. C. Nichol.

The Calgary Show Case Specialty Co. has changed its name to The Alberta Show Case Works, Ltd.

R. Cross & Co., general merchants, Killarney, Man., have been succeeded by Percival & Shepherd.

The Western Canada Trading Co., general merchants, Vermillion, Alta., have assigned for the benefit of creditors.

Statistics show that the consumption of coffee per capita in the United States for 1908-9, ending last June 30, was about 12 pounds on the basis of 80,000,000 population. The average per capita consumption of sugar last year in the United States was 81.17 pounds, or 405 pounds annually for the average family of five persons, the sugar bill being \$21.30 at the price of 5¼ cents per pound. The average per capita consumption of tea in the United States in 1907 was 1.07 pounds, at an average price of 17 cents per pound.



## One-ness of Quality

That has a lot to do with the success of a line.

To be sure that the quality is there once, twice and all the time—that is what counts.

Because the quality is ALWAYS there our

# “BORDO”

(REG.)

## CHOCOLATE

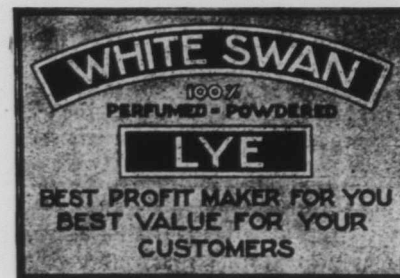
has always been the leader in chocolates.

25 years constant sale has not diminished its popularity with the consumer who wants value for his or her money.

It is a SAFE and SURE profit winner.

A line you cannot reasonably do without, in your own interests.

The Montreal Biscuit Company, “The Originators”  
MONTREAL



THERE IS ONLY ONE  
**FLY PAD**

THAT'S

**WILSON'S**

**BEWARE OF UNSATISFACTORY IMITATIONS!**



# Make Your Friends Help Fatten Your Profits

You make Your Money out of Your Friends—

Since Your *Enemies* will *not* trade with You.

The less enemies, the more friends. The more friends, the more *Customers*.

And the more Customers, the more Coins for you to finger.

Isn't that so,—Brother Grocer?

\* \* \*

So, let's *make* friends—

By selling *good* flour.

More friends—

By selling *better* flour.

And the Most Customers—

By selling FIVE ROSES.

\* \* \*

The so-called "Lucky Man" (he that giveth Better Service with Better Grade) hath an ever-widening circle of friends—

Meaning, of course, *Pleased Patrons*. But the bigger your troop of customers, the more enemies you can make—

Unless you *keep on selling* the Meritorious Article.

And the quicker you'll hang out the Red Flag.

For our Best Friends become bitter enemies when they feel "let in!"

So let's also be *Lucky in our friends*.

\* \* \*

Because it is "Friendly Flour," FIVE ROSES collars the *Repeated Orders*.

*Good Flour* is our hobby, and we'll never get over it.

Don't know how to make *the other kind*.

FIVE ROSES has *all* the makings of Good Stuff—

The *Amber Gluten* of Prime Manitoba Wheat—

Sun-ripened, plump spring wheat of that *hard, compact* sort.

\* \* \*

Which drops *none* of its Flavor, Strength, or Nutrients, or Eating Qualities in the milling.

Only the Impurities, and Fibre, and Dirt, and General Cussedness of *all* Raw Material.

Properly packed in Quality Bags and Barrels of our *own* make.

*Age-whitened* and dried in Sanitary Storehouses longer than seems necessary to *cheaper* artisans.

Not bleached—no, *never*.

\* \* \*

Because it means whitest loaves, appetizing in aroma, golden topped and crisplike, tempting of bloom and texture.

Because it compels in plenty palatable pastries.

Madame Housewife waxes *pleased* with *herself* and You.

Therefore, the FIVE ROSES habit pays all concerned—

Putting Dollars into *Your Surplus*.

\* \* \*

And whatever gives the most Flour Value for the money—

More *Friends*—More *Customers*—More *Profits*.

Is, indeed, worth getting, and *getting at once*.

So, get FIVE ROSES, Brother Grocer.

Not next week, next month, or next year—

But TO-DAY.

## Lake of the Woods Milling Co.

LIMITED

MONTREAL

Makers of Five Roses

WINNIPEG

## Guelph Grocers are Having a Troublesome Task

The Handling of Raspberries Meeting With Obstacles—Farmers Peddling Wild Berries From House to House—Fruit Has Poor Keeping Qualities.

By Stanley Nicholson

Guelph, Ont., August 17th.—The small fruit business at its best has many disadvantages, and it is doubtful if there are not a large number of men in the grocery trade who would gladly go out of the small fruit line altogether if they could afford to. This they cannot do, however, as the small fruits in their season are quite a prominent feature in every grocer's business. They have to be seriously considered, and every enterprising grocer tries many of them successfully—to make it not only a necessary but a profitable line as well.

### Raspberries a Drawback.

It is the raspberries that have been the chief source of worry in the small fruit line this year, at least they have in the Guelph district.

How the berry trade has been in other parts of the province the writer does not know, but as far as Guelph is concerned he has the word of a number of the most influential grocers here for it that the raspberry trade for the past few weeks has been anything but satisfactory. Any Guelph grocers who have made money out of raspberries under the conditions that have prevailed here for the past few weeks certainly deserve all they have so made.

Right from the first the grocers have felt there was something radically wrong with the berry trade and they were not long in finding out that the trouble was caused partly by farmers coming into the city and peddling wild raspberries around from door to door. This, to begin with, was most annoying, and the wily farmer who would come first to the grocer with boxes of cultivated raspberries and sell these at a good price, and then go from door to door and load his customers' customers up with wild fruit of an inferior quality, at a much lower price, is, to say the least, no particular friend of the grocer he has thus treated.

### Keeping Qualities Poor.

Berries never do keep well, and are a commodity that no grocer can well afford to stock. But this year they have been particularly deceiving and a number of the foremost dealers have been "stung."

"Why it's been fierce this year," said one grocer in Guelph who has had a bigger small fruit trade than most of them. "You have no idea," he went on. "We will buy berries in the morning, and buy them carefully too, and by night they will be in such a condition that we practically have to give them away."

These sentiments were common among many who the writer called on this after-

noon. Still, the grocers for the most part took these as some of the natural troubles of the business, and one of them laughingly got off that old chestnut about letting all their troubles be little ones.

### The Only Remedy Suggested.

About the best suggestion in the way of a remedy for these evils of the raspberry trade was given the writer in the pointed remark of the down town grocery firm of Jackson and Sons. "Buy berries to sell," he said. "Buy the kind that will sell and no more—and then sell them." And that's the only thing to do with raspberries in hot weather like this. The berries are nice enough to sell—but better far let the farmers do the keeping of them.

### SEND IN INQUIRIES.

The Canadian Grocer every week is receiving a large number of inquiries. These are answered as fully and as well as possible. Any that are of such a nature that they may be published with their answers are treated so, while in other cases the inquirer is replied to directly. While we may not have the information at our finger's end in every case, we are in close touch with authorities who are always willing to supply it. Send along your inquiries by letter or postal card.

M. Wardell, of M. Wardell & Sons, Huntsville, Ont., says that the grocery business is better than it was last year. He expects the splendid tourist trade will help out matters considerably. Mr. Wardell makes a specialty of boots and shoes.

Tell Your Customers That :

**SHAMROCK**  
BIG PLUG  
**SMOKING TOBACCO**

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

**CLAY PIPES**

A perfect article. Sell it Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Every Progressive Grocer handles  
**PICHET TEA BISCUITS**

as well as every First Class Hotel and Leading  
Tobacconist handles the Famous Imported

**Germinal and  
La Perla Del Oriente**  
Manilla Cheroots at 10c.

No equal value on the market for the money.  
**JOS. COTE, Importer, Sole Agent,**  
186-188 St. Paul St. Branch—179 St. Joseph St.  
QUEBEC

Tel. Up 2076 Tel. East 5964  
**YOUNG'S PATENT PIPE**  
in Seven Shapes  
**W. J. GRANT**  
Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

**Black Watch**

The Big Black Plug  
Chewing Tobacco

Already a Big Seller

Sold by all the Wholesale Trade





## A Great Selling Team

☞ Buyers must be moved through several steps to be brought to the buying point.

☞ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

☞ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

## THE 7-20-4 CIGAR

### Pleases Everybody

It appeals to the smoker for its uniformly fine flavor, the same all the way through, and always to be depended upon.

It will appeal to YOU, because it is a popular seller and yields a good profit.

*Have You a Stock ?*

**The Sherbrooke Cigar Co.**  
Sherbrooke, Que.

## Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT ?

# “Tuckett’s Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

Imported Leaf Exclusively

**The Geo. E. Tuckett & Son Co., Limited**

**HAMILTON, CANADA**

Canadian Fruit, Vegetable and Fish Markets

California Pears Firmer—Inequality in Fruit Baskets Observable—Canadian Peaches and Plums Much In Evidence—Tomatoes Plentiful and Much Reduced In Price—Fish Supply Small.

MONTREAL.

GREEN FRUITS—There is a good call all the way round. California pears are again firmer in price and are now selling round \$3 to \$3.75. Plums are unchanged, the demand being brisk. A good call has arisen for Montreal melons, and despite the adverse ripening conditions merchants are showing some fine quality fruit.

Apples, Spies, XXX, bbl early, basket	7 00	7 50
Bananas crated, bunch	1 25	1 90
Blueberries, 16-qt. box	2 25	2 75
Cherries, Canadian, basket	1 00	1 25
Cantaloupes, crate	5 00	5 50
Cranberries, per crate	5 00	5 00
Cocoanuts, bag	4 00	4 00
Currents, red, pail	0 75	1 00
black, basket	0 45	0 50
Gooseberries, 6 qt. boxes	2 75	3 00
Lemons, box	1 00	1 25
Limes, per box	3 50	3 75
Oranges, late Valencia	2 50	2 50
Sorrento	1 50	1 50
Messina Ovals, half boxes	1 25	1 75
Peaches, California, box	1 50	2 25
Plums, California, per crate	3 00	3 75
Pears, California, (Bartlett) per box	0 10	0 12
Raspberries, quart	0 30	0 40
Watermelons, each	12 00	12 00

VEGETABLES — There is little change in prices this week. American potatoes are now off the market, while the local varieties are selling between \$1.75 and \$2. Montreal tomatoes have dropped, selling from 25c to 50c. Tomatoes are in good supply, and in fact all vegetables are arriving freely; the demand is brisk, and prices are well maintained.

Beets, old, bag	1 25
new, dozen bunches	1 50
Carrots, new, dozen bunches	0 20 0 35
Cabbage, dozen	0 30 0 50
Celery, Canadian, dozen	1 00 2 50
Cauliflowers, dozen	0 15 0 20
Cucumbers, dozen	0 15 0 20
Green peppers, crate	0 15 0 20
Horse radish, lb	0 15 0 20
Lettuce, dozen	0 15 0 40
Leeks, dozen	1 00 1 25
Onions, doz. bunches	1 00
large, white, dozen	0 50
Potatoes, Montreal, bbl	1 75 2 00
Parsley, dozen	0 15
Peas, Canadian, bag	0 75
Parsnips, bag	1 50
Sage, dozen	0 50
Savory, dozen	0 75
Spinach, Canadian, box	0 35 0 50
String beans, bag	0 30 0 35
basket	0 25 0 50
Tomatoes, Montreal, gin box	0 25 0 50
hot-house, lb	0 08
Turnips, bag	0 50
new, dozen	0 15
Watercress, dozen	0 40

FISH—British Columbian salmon are now arriving freely, and selling well at 17c. Cod and haddock are scarce, and prices are higher. Lake fish continue scarce, especially dore and trout.

FRESH	
Bluefish, per lb	0 14
Brook trout, per lb	0 25
Dore, per lb	0 13
Flounders, per lb	0 10
Grass pike, per lb	0 08
Halibut, per lb	0 09
Haddock, per lb	0 05
Lake trout, per lb	0 10
Mackerel, per lb	0 12
Steak cod, per lb	0 05
Whitefish, per lb	0 10
Salmon, B.C.	0 17
FROZEN	
Dore, winter caught, per lb	0 10
Halibut, per lb	0 08
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10

Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Gaspe, per lb	0 18
Whitefish, large, per lb	0 08
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c	per lb	2 80
Labrador herring, half barrel	12 50	
Labrador sea trout, bbls	6 50	
half bbls	2 00	
No. 1 mackerel, pail	8 00	
No. 1 " half bbls	5 25	
Skinless cod, 100 lb. case	9 00	
Salmon, B.C. half bbls	1 00	
Salt sardines, 20 lb. pail	1 00	

SMOKED

Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 10
Smoked herring, small boxes, per box	0 18
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 28
Oysters, choice, bulk, Imp. gal	1 50
" sealship" Imp. gal	1 00

TORONTO.

GREEN FRUITS—Fruit of almost every description is Canadian grown, and put up in all sorts of packages, which makes it difficult to give quotations that will be understood. Even the same size baskets do not, by any means, contain the same quantity of fruit. Some are heaped up and others scarcely even full. The qualities of the same fruit also vary in size. It is evident that our fruit growers have much to learn in doing up their fruit. It is all very well when these goods are sold to the party who sees them, but when they are sold to be shipped, they often meet with disappointment. Early peaches and plums have the upper hand on the market this week. All the varieties of peaches, of which the "Triumph" seems to get the preference are cling stone, and of course not desirable for preserving purposes. They are difficult to handle, as they begin to rot almost immediately when they are ripe and ready to eat. There is no end to the varieties of plums, but the best standard goods are not yet on the market. They are selling from 35c to 75c and even \$1.00 a basket. California plums and peaches look homesick and have the appearance of not being wanted here any more this season.

Apples, green, basket	0 25 0 30
Bananas	1 75 2 00
Blueberries, per basket	1 50
Cantaloupes, Nevada, case	3 25 4 00
Canadian, per basket	0 40 0 50
Currents, black, basket	1 40 1 50
Lawtonberries	0 07 0 08
Lemons, Verdelli	4 50 5 00
Limes, crate	1 00
Oranges, Cal. Valencia	3 00 3 50
Cal. small	1 50 2 00
Peaches, Cal., per case	0 35 0 40
Canadian, basket	1 50 2 00
Plums, Cal., per case	0 50 0 60
Canadian, basket	2 75 3 00
Pears, Cal., per case	0 50 0 60
Can., basket	4 00 4 50
Pineapples, per case	0 09 0 10
Raspberries, red	0 30 0 40
Watermelons, each	12 00

VEGETABLES.—Old potatoes are off the market and only small lots of American potatoes are left to be cleaned out. All the stock offered now is grown by gardeners in the vicinity of Toronto and vary much in size and quality. The

LAWTON BERRIES

Now coming in quantities. Prices reasonable.

Canadian Peaches Pears and Plums

Large quantities of these delicious Canadian fruits now to be had. Also

Early Apples

McWILLIAM

Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

FULL LINES

Oranges, Lemons and Bananas

Cantaloupes and New Vegetables

Take

on the average or any way you like, comparison shows

St. Nicholas and Home Guard

are the Best

AGENT:

J. J. McCabe

32 CHURCH ST. TORONTO



is owing to the nature of the soil where they were grown. While some are scabby and small, others are excellent. The recent rains came in good time to help the potatoes which will likely be a good yield. Tomatoes are king this week on the vegetable market. The quantity is large, the quality is good, and the price is low. Only a short time ago they sold by the pound at the price they can now be bought by the basket. From 15 to 20¢ per basket is remarkable when compared with the prices only a few days ago. Among the endless varieties of vegetables, the beautiful purple colored egg plant shows up to good advantage. Canadian cantaloupes, green peppers and celery also add beauty to the picture.

Beans, wax, basket	0 25	0 30
Beets, new, bunch	0 40	
Cabbage, Canadian, per barrel	1 25	1 50
Carrots, new, per bunch	0 40	
Celery, Canadian, per doz	0 08	0 10
Corn, dozen	0 25	0 30
Cucumbers, per basket	0 60	0 75
Egg plant, per basket	0 25	
Onions, Canadian, green, per dozen	1 15	1 25
Danvers, bag	3 00	3 25
new, Valencia, crate	0 50	0 65
Peas, green, basket	0 40	0 50
Peas, per basket	0 30	0 35
Peppers, green, per basket	3 00	3 25
Potatoes, Jersey, per barrel	0 75	0 80
Canadian, per bushel	0 65	
sweet, basket	0 15	0 20
Tomatoes, Canadian, per basket		

**FISH**—There is very little change in the fish line this week. The supply continues short which necessitates dealers to divide up in smaller quantities among their customers. Prices however, remain unchanged.

Blue fish	0 06
Carp	0 03
Cod, fresh caught	0 07
Eels, per lb.	0 08
Haddock, fresh caught	0 07
Habitat, fresh caught	0 09
Herring, medium, per lb., fresh caught	0 05
Labsters, each	0 25
Mackerel, each	0 15
Popo	0 07
Pike	0 06
Sea salmon	0 17
TROUT, fresh caught	0 10
White fish, fresh caught	0 10
Yellow pickerel	0 09

Demand of assignment has been made on E. P. Guillemette, grocer, Montreal.

# Lemons! Lemons!

Just the thing for these Hot Days

## 1000 Boxes Fresh Arrivals

**California Peaches, Pears, Plums, Cantaloupes, Oranges, Bananas.**

**Local Fruits and Vegetables.**

## WHITE & CO., Limited

TORONTO and HAMILTON



### Resolved

That our business is to work—to surmount difficulties—to endure hardship—to solve problems—to overcome the inertia of our own nature—to turn chaos into order by the aid of system.—  
In regard to lemons always buy my fancy pack—  
ease your worries and make money. Order only

## “BUSTER BROWN”

FRATELLI FOLLINA,  
Palermo, Packers

W. B. STRINGER,  
Toronto, Can., Agent

## Thimble Berries

**Peaches  
Plums  
Apples**

## Tomatoes

are in good supply.

Wire, Phone or Mail your Orders to

## Stevens & Solomon

Shippers of Canadian Fruits, etc.  
HAMILTON, ONTARIO  
Phones 2700 and 690

# New Crop Lemons

EXTRA FANCY

California “Squirrel” brand 270s and 300s  
Verdelli “Marconi” brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, “Golden Orange” brand, *the Best Orange Grown in the world*  
GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

**HUGH WALKER & SON**  
GULEPH, ONTARIO

## The Duties of Retail Merchants to their Clerks

**C. H. Crysdale, Oshawa, Ont., a Firm Believer in Educating and Encouraging Employees—Claims That Selfishness is Too Prevalent—Always Glad to Hear of Clerks Securing Better Positions.**

There is an important question in the retail trade to which little consideration is given by many retail employers. It is their duty to their clerks. We often hear of the duty of the clerk to his employer, but seldom is the reverse problem elucidated.

These are questions which come within the curriculum of retailers' duties. Too often they forget that their clerks are human; they neglect to assist them to a higher standing because of their own selfishness and love for gain at the expense of others.

One man who has given this phase of the question some thought and who has arrived at definite, broad-minded conclusions is C. H. Crysdale, general merchant, Oshawa, Ont. Mr. Crysdale has had plenty of experience, having been in business thirty-two years of his life in Oshawa. He admits that at one time he was one of the "narrow" merchants, but a few moments' business conversation with him now, shows a retailer who has used his head to the best advantage and who has consideration for the success of others.

Mr. Crysdale's head clerk has just left the counter to become a traveling salesman for a produce and provision manufacturer. When he was leaving, his employer—like an employer should—told him he was glad to hear of the step up the ladder. He did not feel that he could increase his salary to make it profitable for him to remain, but he gave him a letter of recommendation which would help him along on his way.

"I do not believe in retarding the progress of a young man," he said, "and I would not think of attempting to persuade one to work for me if I knew he could better his condition elsewhere."

### Selfishness Unwarranted.

He considers it the duty of every employer to act squarely with his clerks. The selfish man loses in the long run, and there are too many of this class.

Mr. Crysdale is the type of man who says: "Sorry to lose you; couldn't very well pay more, but glad to hear you have a better position."

This, he claims, gives encouragement to the young salesman and helps him bear up amid the adversities which usually attend a fresh start in life.

"I subscribe for The Canadian Grocer and have done so for years; when I read it and my son reads it, it is handed over to the head clerk. I believe that it is my duty to educate him as much as possible. In this way we get good service from clerks, for they are better informed about their duties and they appreciate our consideration."

These are among the sentiments of Mr. Crysdale, who has made a success in

selling merchandise to the public. The trend of the times, he claims, is toward broader ideas in business—only the narrow-minded object to standing up for manly principles, and this sort is wearing few.

So far as attending to the business in the store is concerned, Mr. Crysdale's son, Frank, is now practically its head. He has been brought up in the footsteps of his father and is a progressive young merchant. Mr. Crysdale, Sr., however, still attends to the buying. He prides himself on being in business in Oshawa longer than any other merchant—it is probably another case of the survival of the fittest, because of modern and straightforward business principles.

### BEAN HARVEST STARTS.

Chatham, Aug. 16.—Reports received from Blenheim and vicinity are to the effect that the bean harvest there has already been started, some extra early beans being pulled this week. This is an unprecedentedly early commencement for the harvest, and is largely due to the dry weather of the past month and the marked heat. Blenheim is the centre of a large bean-growing section. It will be some time before the crop is sufficient to affect prices to any marked extent.

### LIVE QUESTIONS DISCUSSED.

**Organizations in Different Cities Recommended As in the Interests of the Grocers.**

Albany, N.Y., Aug. 16.—Among the questions taken up at the annual convention of the New York State Grocers' Association was "The Protection of the Retail Selling Price," and a special fund was raised to further the organization of associations in different cities. President Rudolf of the Buffalo Association delivered an address on association work, referring especially to the passage of the Sunday closing bill and the keeping of the garnishee law intact.

George H. Bender, representing the Albany delegation, in an address said that the local association is making a special effort to have grocers' day observed as a general holiday throughout the state. He also desired that each one of the associations should obtain the services of an attorney to represent its interests. Mr.

Bender also displayed a transfer credit card, which he desired the convention to adopt. A discussion on hucksters' and peddlers' license was led by Louis Hubner of Manhattan and the Bronx.

The programme also included a discussion on "The Benefits of the Garnishee Law."

### HEAVY FIRE DAMAGES.

**Need of More Careful Attention in Stores Becomes Apparent.**

Fire broke out in the grocery store of R. S. Robertson, Little Britain, Ont., on Saturday last and before checked did damage estimated at \$30,000. Mr. Robertson's loss, including his store, carriage factory and residence was \$3,000. A. L. Kinniar's general store and residence were among the victims of the flames, the loss being \$8,000. The origin of the blaze is unknown, but it serves to show that a merchant cannot be too careful in attending to his store and guarding against the fire fiend.

The general store of H. F. Judson, Frankville, Ont., near Brockville, was also destroyed by fire last Friday. A fine stock of goods valued at \$4,000 was burned. Insurance carried was \$2,000. The blaze originated, it is believed, in a stove in the rear of the store in which were a quantity of old papers.

The Oxford flour mills at Norwich, Ont., were completely destroyed by fire last week, nothing being saved. Isaac Rank, the proprietor, had taken stock during the day, and over 6,000 bushels of wheat were in the building and were totally consumed. Cause of fire is unknown, unless it was spontaneous combustion.



**There is a good demand for CHERRIES, RASPBERRIES, POULTRY, dead or alive, and we have the customers. Let us have your consignments.**

**THE DAWSON COMMISSION CO., TORONTO**



# THERE IS MUCH IN A NAME

First Quality



Brunswick Brand

We have had fourteen years' experience in packing and we fancy that we have picked up considerable knowledge in that time. Our factory and plant are of the most modern character and our methods both scientific and sanitary. Our  $\frac{1}{4}$  Oil Sardines, which are caught in the picturesque Passamaquoddy Bay in weirs, are the finest that can be obtained.

**DO YOU CARRY A STOCK? IF NOT, WHY NOT?**

**CONNORS BROS., Limited, Black's Harbor, N.B.**

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Den's Co., Ltd., Edmonton, Alta.

# Is it Possible to get Good Corn? -- Yes!

That Nice  
**CREAMY  
CORN?**  
**YES!**

But order now as our pack will soon be sold.

**Y**OU certainly can please the most particular customer you have if you stock our corn.

It is almost impossible to get corn that is absolutely satisfactory in every respect, but if you order

**Ice Castle Brand Corn**

you get just what you are looking for.

Grown and packed on the border of the U.S., where the famous "Maine Corn" is grown.

**ICE CASTLE BRAND CORN** is unparalleled.

**J. W. WINDSOR - MONTREAL**

Packers of the largest variety of canned goods in Canada.



**THE MAXIMUM  
OF EFFICIENCY  
IN THE GROCERY**

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

**“WALKER BIN”  
FIXTURES  
WILL HELP  
WONDERFULLY**

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue :  
“Modern Grocery Fixtures”



**The Walker Bin and  
Store Fixture Co.,**

LIMITED

**BERLIN, ONTARIO**

Designers and Manufacturers of  
Modern Store Fixtures

REPRESENTATIVES:

Montreal: Kenneth H. Munro, Coristine Building  
Manitoba: Watson & Truesdale, Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.



**OIL  
TANK  
PERFECTION**

Complete as a circle

**THE BOWSER  
SELF MEASURING  
OIL TANK**

The Bowser does everything that you could expect a machine to do.

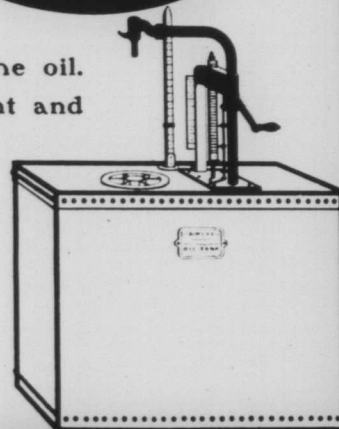
It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin 5055 will tell you many more things a Bowser will do for you. Better send for it before you forget.

S. F. BOWSER & CO., Ltd.

66-68 FRAZER AVE., TORONTO



**System is Everything**

Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by  
**ALLISON COUPON CO., Indianapolis, Ind**

Order them from your Jobber

**ABSORBINE**

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin. No blister, no hair gone. Horse can be used. Horse Book 2 D free. \$2.00 a bottle at dealers or delivered.



**ABSORBINE, JR.**, for mankind, \$1. Reduces Strained Torn Ligaments, enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.  
W. F. YOUNG, P.O.F., 204 Temple St., Springfield, Mass.  
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF  
**JAMAICA**

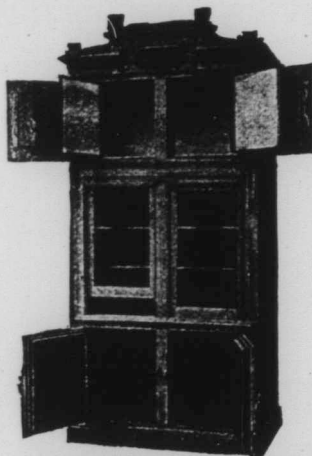
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON  
“GLENER”**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**





A grocer who thinks he can steer clear through the warm weather without a refrigerator is like a navigator setting out to guide a ship minus a rudder.

### The Arctic Refrigerator

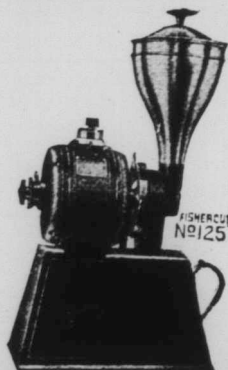
is built on scientific and hygienic plans, and our assortment of styles is unequalled.

Write for Our Catalogue and Prices

RYAN BROS., Winnipeg, Agents Western Provinces

**JOHN HILLOCK & CO., Limited**  
154 George St., Toronto

### Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

**The A. D. Fisher Co.**  
Toronto Limited

## Tea Lead,

*Best Inconceivable*

## “Pride of the Island”

Manufactured by

BRAND

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: “Laminated,” London.

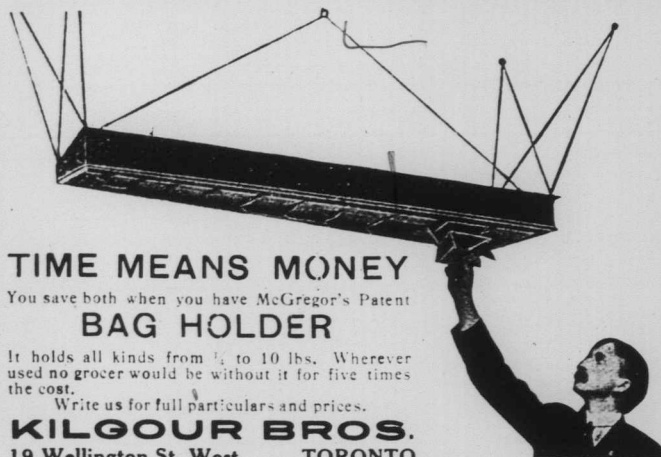
LIMEHOUSE,

A.B.C. Codes used 4th and 5th Editions.

LONDON, E., ENG.

Canadian Agents:

ALFRED B. LAMBE & SON, TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL



### TIME MEANS MONEY

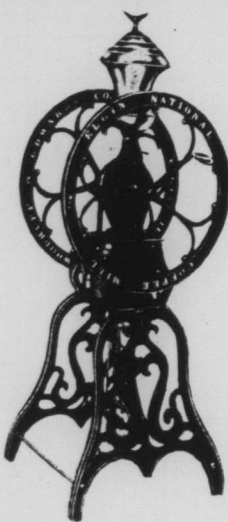
You save both when you have McGregor's Patent

### BAG HOLDER

It holds all kinds from 1/2 to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

**KILGOUR BROS.**  
19 Wellington St. West, - TORONTO



HIGH GRADE  
COFFEE MILLS  
AT  
LOW PRICES

GET AN

### Elgin National Mill

40 DIFFERENT STYLES

Our floor and counter mills all have steel grinders and are regulated to grind coarse or fine when running.

They are the fastest, simplest, and most effective mills on the market and by all means the cheapest in price and handsomest in appearance.

Ask any of the following Jobbers for our Catalogue.

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches)  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.  
TORONTO—Eby Blain Ltd.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.



## Royal Polishes

are made in Canada, and are of the highest quality.

They meet every need of the housewife and yield the dealer a large profit.

You are losing money every day your stock does not include the line.

**ROYAL POLISHES COMPANY**  
MONTREAL

AGENTS—Ottawa—General Supply Co. of Canada, Ltd.—Winnipeg—H. W. Glasco & Co.—Vancouver—Wm. Erichsen & Son—Halifax—J. C. Calder—Sherbrooke—E. H. Bowen—And all dealers.

THIS IS

About  
3-ft.  
Long



Half Actual Size.

“IT”

**THE FLYCATCHER**  
THAT EVERYBODY IS  
TALKING ABOUT NOW!

OF ALL JOBBERS  
OR FROM

T. A. MacNab & Co.,  
St. John's, N.F.

W. S. Clawson & Co.,  
St. John, N.B.

MacLaren Imperial Cheese Co.,  
Toronto.

R. B. Hall & Son,  
Montreal.

G. C. Warren,  
Regina, Saskatchewan.

Standard Brokerage Co.,  
Vancouver, B.C.

# PRESIDENT TAFT'S GOOD EXAMPLE

By  
A. B. LEVER

**P**RESIDENT TAFT of the United States believes in trade newspapers. He is such a thorough believer that when he wanted to make an announcement of particular interest to business men of the United States he selected a business man's paper as his medium. It was one of the first acts of his administration.

This is the era of the trade newspaper. At any rate it is the dawn of the era.

Business men the world over are gradually coming to recognize the fact that if they want to reach firms in their own particular line of business the best and most direct method is through the columns of the trade newspaper devoted to their particular interests.

Manufacturers and wholesalers who do not recognize this fact are obviously behind the times. Those who do not catch up are likely to be overtaken and lapped by their more progressive competitors.

This is an age of progressive business methods and those who are not progressive in advertising are like those who prefer to travel by the old fashioned ox team instead of by the swiftly moving express.

Surely if Mr. Taft from his presidential chair is awake to the importance of addressing business men through the columns of a trade publication, manufacturers and wholesalers should not be less awake to their opportunities.

Just as a well aimed rifle carries the bullet to the bull's eye, so the trade newspaper carries the announcement of the manufacturer and wholesaler direct to the customer whom they desire to reach.

No manufacturer or wholesaler can carry on an effective advertising campaign that does not include the use of the trade newspaper.

Diamond-  
1-lb. tins, 3  
1-lb. tins, 4  
1-lb. tins, 6  
IMF  
Cases.  
4-doz.....  
5-doz.....  
1-doz.....  
5-doz.....  
4-doz.....  
-doz.....



CANA  
Wholesale p  
Glass Ja

strawberries  
Peaches  
White cherr  
Red raspber  
Black raspbe  
Lawsonberri  
Red cherrie  
Black cherri

SIM  
(Pa  
12 oz. Simco  
16 "

WHITE SWA  
White Swan  
1-lb. tins, 3  
1-lb. "  
1-lb. "



Cock

No. 1, 1-lb.  
No. 2, 5-oz.  
No. 3, 2 1/2-oz.  
No. 10, 12-oz.  
No. 12, 4-oz.  
No. 13, 1-lb.  
" 14, 8-oz.  
" 15, 4-oz.  
" 16, 2 1/2 lbs  
" 17, 5 lbs.



White Swan  
White Swan  
White Swan  
Keen's Oxfor



QUOTATIONS FOR PROPRIETARY ARTICLES


**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
1-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
1-doz.	15-oz.	3 40
1-doz.	2-lb.	10 50
1-doz.	5-lb.	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 85
4 "	12 "	1 45
4 "	16 "	1 65
3 "	18 "	1 70
1 "	2-lb.	4 10
1 "	5 "	7 80
2 "	6-oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

**ROYAL BAKING POWDER**



Sizes.	Per Doz.
Royal-Dime	\$ 0 85
1-lb.	1 40
1-lb.	1 95
1-lb.	2 55
1-lb.	3 85
1-lb.	4 90
1-lb.	13 60
5-lb.	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

**CANADIAN CANNERS, LIMITED**  
Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case.)

per doz.	per doz.
Strawberries 3 25	Sweet cherries 2 40
Peaches 2 85	Red currants 2 40
White cherries 2 85	Black currants 2 40
Red raspberries 2 40	Green G. plums 2 40
Black raspberries 2 40	Lombard plums 2 40
Lawtonberries 2 40	Blue plums 2 40
Red cherries 2 40	Pears 2 40
Black cherries 2 40	

**SIMCOE PURE PRESERVES**  
(Packed 2 doz. to the case.)

12-oz. Simcoe Pure Strawberry Preserves	1 35
16 "	1 75

**WHITE SWAN SPICES AND CEREALS LTD.**  
White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb.	0
1-lb.	0

**COOK'S FRIEND BAKING POWDER**



PREPARED BY CORRECT CHEMICAL PRINCIPLES

**Cook's Friend Baking Powder**

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 41
" " " " 2	2 50
No. 2, 5-oz., 6 dozen	0 81
" " " " 3	0 85
No. 3, 2 1/2-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " " " 2	2 21
No. 12, 4-oz., 6 dozen	0 70
" " " " 3	0 75

In Tin Boxes	per dozen
No. 13, 1-lb., 2 dozen	3 00
" " " " 14, 8-oz., 3	1 75
" " " " 15, 4-oz., 4	1 10
" " " " 16, 2 1/2 lbs.	7 25
" " " " 17, 1 1/2 lbs.	14 00

**Cereals**

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Breakfast Food, 3-doz. in case, per case, \$3.00

The King's Food, 2-doz. in case, per case, \$4.80

White Swan Barley Oats, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1.90.

White Swan Self-rising Pancake Flour, per doz., \$1.00.

White Swan Wheat Kernels, per doz., \$1.40

White Swan Flaked Rice, per doz., 1 00

White Swan Flaked Peas, per doz., 1 00

**Blue**

Queen's Oxford, per lb., 0 17

In 10-box lots or case

Gillett's Mammoth, 1 gross box, 2 00

**Chocolates and Cocoa**  
THE COWAN CO. LIMITED

**Cocoa**

Perfection, 1-lb. tins, per doz., \$1 50

Perfection, 1-lb. per doz., 2 40

Perfection, 1-lb., per doz., 1 30

Perfection, 10c size, 5-lb. tins, per lb., 0 37

Solu le, bulk, No. 1, per lb., 0 20

Solu le, bulk, No. 2, per lb., 0 18

London Pearl, per lb., 0 22

special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—

Plain block, 1/2 & 1/4 cakes, 12-lb. boxes, per doz., 1 30

Perfection chocolate, 10c size, 4 dozen boxes, per dozen, 1 81

Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen, 0 90

sweet Chocolate—

Queen's Dessert, 1/2 and 1/4's, 12-lb. boxes, per lb., \$3

Queen's Dessert, 5/8's, 12-lb. boxes, 0 40

Vanilla, 1/2-lb., 12-lb. boxes, per lb., 0 35

Parisian, 3/8's, 0 30

Royal Navy, 1/2 & 1/4 boxes, per lb., 0 33

Diamond, 1/2 & 1/4 boxes, per lb., 0 24

" " " " " " " " 0 25

" " " " " " " " 0 28

**loings for case—**

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in box, per dozen, 0 90

**Confections—**

Milk chocolate wafers, 5-lb. boxes, 0 36

Maple buds, 5-lb. boxes, 0 30

Chocolate wafers, No. 1, 5-lb. boxes, 0 30

Chocolate wafers, No. 2, " " " " 0 25

Nonpareil wafers, No. 1, " " " " 0 33

Nonpareil wafers, No. 2, " " " " 0 25

Chocolate ginger, 5-lb. boxes, 0 30

Milk chocolate, 5c bundles, per box, 1 33

Milk chocolate, 5c cakes, per box, 1 35

**RENSDORP'S COCOA**  
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	\$ 90
" " " " " " " " 4	2 40
" " " " " " " " 2	4 75
" " " " " " " " 1	9 00

**Agents, G. E. Colson & Son, Montreal**

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb., 0 36

Smaller quantities, 0 37

**JOHN P. MOTT & CO., F.**  
R. S. McIndoe, Agent, Toronto.  
Arthur M. Loucks, Ottawa.  
J. A. Taylor, Montreal.  
Jos. E. Huxley, Winnipeg.  
R. J. Beddington & Co., Calgary, Alta.  
Standard Brokerage Co., Vancouver, B. C.

**MOTT'S DIAMOND CHOCOLATE**

Elite, 10c size (for cooking) doz, 0 30

Mott's breakfast cocoa, 10c size 90 per dz.

" " " " " " " " 0 38

" " " " " " " " 0 33

" No. 1 chocolate, 1/2's, 0 32

" Navy, 1/2's, 0 29

" Vanilla sticks, per gross, 1 00

" Diamond chocolate, 1/2's, 0 24

" Plain choice chocolate liquors 0 32

" Sweet Chocolate Coatings, 0 20

**WALTER BAKER & CO., LIMITED.** Per lb.

Premium No. 1 chocolate, 1/2 and 1/4-lb. cakes, \$0 38

Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins 0 41

German Sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes, 0 28

Caracas Sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes, 0 35

Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6-lb. boxes, 0 35

Vanilla Sweet chocolate, 1-6-lb. cakes, 6-lb. tins, 0 47

Soluble cocoa (hot or cold soda) 1-lb. tins, 0 38

Cracked cocoa, 1-lb. pkgs., 6-lb. bags, 0 34

Caracas tablets, 100 bundles, tied 5c, per box, 3 00

The above quotations are f.o.b. Montreal

**Cocoanut.**

**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 and 1/2 lb. packages assorted, 0 26

1 and 1/2 lb. " " " " " " 0 27

1/2 lb. packages assorted in 5 lb. boxes, 0 28

1/2 lb. " " " " " " 0 29

1/2 lb. " " " " " " 0 30

**Bulk—**

In 15 15-lb. pails and 10 95 and 10 17 boxes Pails. Tins. Bbls.

White Moss, fine strip, 0 19 0 21 0 17

Best Shredded, 0 18

Special Shred, 0 17

Ribbon, 0 19

Macaroon, 0 17

Decoated, 0 16

White Moss in 5 and 10 lb. square tins, 21c.

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Cocoanut—

Featherstrip, pails, 0 16

Shredded, 0 15

In packages 3-oz., 4 oz., 8-oz., 1-lb., 0 28

**Condensed Milk.**

**BORDEN'S CONDENSED MILK CO.**  
Wm. H. Dunn, Agent, Montreal & Toronto.

Cases	Doz.
Eagle Brand Condensed Milk	86 00 1 50
Gold Seal Condensed Milk	4 25 1 10
Challenge Condensed Milk	4 00 1 00
Peerless Brand Evaporated Cream	3 50 0 90
Peerless Brand Evaporated Cream	3 70 1 85



**TRURO CONDENSED MILK CO., LIMITED.**

"Jersey" brand evaporated cream per case (4 doz.), \$4 00

Reindeer brand per case (4 doz.), 5 10



**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 26

Ambrosia, 0 25

Plantation, 0 32

Fancy Bourbon, 0 20

Bourbon, 0 18

Crushed Java and Mocha, whole, 0 17

ground, 0 17

Golden Rio, 0 14

**Package Coffees**

Gold Medal, 1 and 2 lb. tins, whole or ground, 0 50

Cafe, Dr. Gourmel's, 1 lb. Fancy Glass Jar, ground, 0 30

German Dandelion, 1/2 and 1 lb. tins, ground, 0 22

English Breakfast, 1 lb. tins, ground 0 18

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Blend.

1-lb. decorated tins, 32c. lb.

Mo-Ja, 1-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.50.

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., 8 25

Medium size jars, per doz., 4 50

Small size jars, per doz., 2 40

Individual size jars, per doz., 1 00

Imperial holder—

Large size, doz. 18 00

Med. size " 17 00

Small size " 12 00

Roquefort—

Large size, doz. 2 40

Small size, " 1 40



**Confections**

**THE COWAN CO., LTD.**

Cream Bars, 60's, assorted flavors, box 1 80

Milk Chocolate Sticks, 36 in box, 1 35

" " " " 10c cakes, 36 in box, 2 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, 4-lb. cakes, 12-lb. box, lb. 0 36

These prices are F.O.B. Toronto.

**CLAREN'S IMPERIAL CHEESE CO. LTD.**

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons, \$3 50 each

Small " " " " 50 " 3 60 "

Assorted, cases, 26 small, 12 large 3 55 "

Net 30 days.

**Coupon Book—Allison's**

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

**C.N. NUMBERED**

Under 100 books, each 04

100 books and over, each 03

500 books to 1000 books, each 03

For numbering cover and each coupon, extra per book 1/4 cent.

**Cleaner.**

**EASTBRIGHT**

Per doz.

4-oz. cans \$ 0 90

8-oz. " 1 35

10-oz. " 1 85

Quart " 3 75

Gallon " 10 00

Wholesale Agent  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**

**LAPORTE, MARTIN & CO., LTD.**

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz. \$3 20

" " " " " " " " 2 " " " " 3 00

" " " " " " " " 4 " " " " 4 50

" " " " " " " " 20 " " " " 4 75

" " " " " " " " 20 " " " " 9 00

**Infants' Food.**

Robinson's patent barley 1-lb. tins, \$1 25

" " " " " " " " 1-lb. tins, 3 "

" " " " " " " " groats 1-lb. tins, 1 "

" " " " " " " " 1-lb. tins, 3 2 "



**Flavoring Extracts**

**SHIRIFF'S**

1 oz. (all flavors) doz. 1 00

2 " " " " 1 75

2 1/2 " " " " 2 00

4 " " " " 3 00

8 " " " " 3 75

8 " " " " 5 50

16 " " " " 10 00

32 " " " " 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.

8 boxes, 2 75

**Jams and Jellies.**

**BATCHELOR'S WHOLE FRUIT STRAWBERRY JAM**

Agents, Rose & Ladimans, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. 2 20

T. UPRON & CO.

Compound Fruit Jams—

12-oz. glass jars, 3 doz. in case, per doz. \$1 00

2-lb. tins, 3 doz. in case, per lb. 0 07

5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 07

7 wood pails, 8 pails in crate, per lb. 0 07

30-lb. wood pail, per lb. 0 06

Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz. 1 00

1-lb. tins, 3 doz. in case per lb. 0 07

7 wood pails, 8 pails in crate, per lb. 0 07

**RISING SUN**  
**STOVE POLISH**




**SUN PASTE**  
**STOVE POLISH**

**ALWAYS RIGHT.** SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



**“VOL-PEEK”**

**GRANITE CEMENT**  
for Mending Holes in Pots and Pans.

A mighty good, profitable line. There is always sale for it, and, what is more, you can sell twice to the same woman.

Sells for 25c. a package.

Inquire prices direct if your jobber cannot supply you.

**H. NAGLE & COMPANY**  
LAPRAIRIE, QUE.



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

Package Mince Meat  
Put up in 1/4 gross cases

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

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

Capacity one ton per hour.  
Sold by all wholesale dealers

**The Capstan Mfg. Co., - Toronto, Ont.**



**“Cobra”**

**Polish**

Is put up in 5 sizes to meet the requirements of all classes of users.


Lay in a little stock of 10 and 15 cent sizes.

They sell freely and easily, invariably give satisfaction and lead to trade in the larger sizes and polishing sets.

Toronto Agents  
**Chas. Parsons & Son**  
Front St. E., Toronto

Makers  
**BLYTH & PLATT, Ltd.**  
Watford, England

Always



the Same

**2-in-1**

On damp days, cold days, wet days and hot days this celebrated polish is all the same. It never soils the clothes, injures the leather or lessens the life of a shoe.

There are more persons to-day using 2-in-1 polish than there ever were before. Moral: if you are not handling it you are losing a good profit and a good trade as well.

**The F. F. Dalley Co. LIMITED**

Hamilton, Canada
Buffalo, N.Y.

lb. wood palis  
assorted ja  
doz. in case

Je  
IMPERI

IMPERIA  
CHERRY  
DEBERT JO  
TR  
CARTONS

Assorte  
MacLaren Im

JELLO  
JELLO

assorted Case,  
assorted Case,  
emon (Str  
range (Str  
raspberry (Str  
awberry (Str  
hocolate (Str  
erry (Str  
each (Str  
eight, 8 lbs. t

the GENUIN

Prices—  
ss than 5 case  
ve cases, or m



# GOODWILLIE'S "HOME INDUSTRY" BRAND FRUITS

(IN GLASS)

The particular care that is taken to preserve the natural flavor of the fruits is responsible for the ever uniform high quality of GOODWILLIE'S.

GOODWILLIE'S factory, for one thing, is right on the farm. That's a significant fact. No delays; the fruits are packed while they are fresh.

ROSE & LAFLAMME Limited

Sales Agents for Canada.

MONTREAL

TORONTO

1 lb. wood pulp..... Per lb. 0 06  
Pure assorted jam, 1-lb. glass jars, 2 doz. in case..... 1 75

**Jelly Powders**  
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co. Limited.



Assorted Case, Contains 4 doz. \$3.60  
Assorted Case, Contains 2 doz. \$1.80  
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  
Teach (Straight) Contains 2 doz. \$1.80  
Weight, 8 lbs. to case. Freight rate, 3rd class

**Soap**  
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases..... \$5 00  
5 cases, or more..... 4 95



List price  
"Shirriff's" (all flavors), per doz. 0  
Discounts on application.

THE ROBERT GREG COMPANY.  
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



**LARD.**  
M. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

7 tices... \$0 10  
1-bbls. .... 0 11  
Tubs, 50 lbs. 0 11  
20-lb. Pails, 2 25  
20-lb. tins.. 2 15  
Cases 5-lb. 0 11  
" 5-lb. 0 10  
" 10-lb. 0 10

F. O. B. Montreal.



GUNNS  
"EASIFIRST"  
LARD  
COMPOUND.

Tierces ... 0 10  
Tubs ... 0 10  
20-lb. pails. 0 11  
20-lb. tins. 0 10  
10-lb. " 0 11  
5-lb. " 0 11  
3-lc. " 0 11

**Licorice**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. .... 80 40  
Fancy boxes (36 or 50 sticks), per box... 1 25  
" Ringed" 5-lb. boxes, per lb. .... 0 40  
" Acme" pellets, 5-lb. cans, per can (fancy bxs. 40), per box 1 50  
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00

Licorice lozenges, 1-lb. glass jars.... 1 75  
" " 20 5-lb cans..... 1 50  
" " " " 100 sticks..... 0 75  
Dulo large cent sticks, 100 in box.....

**Lye (Concentrated)**

GILLET'S PERFUMED. Per case  
1 case of 4 dozen..... \$3 60  
3 cases of 4 dozen..... 3 50  
5 cases or more..... 3 40

**Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz \$1 00  
16-oz. glass jars, 2 doz in case " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream-family size, per case..... \$4 70  
Ditto, hotel, 4.90  
Silver Cow Milk 5.00  
Purity Milk... 4.70  
Good Luck.... 4.00

**Mustard**

COLMAN'S OR KEEN'S

D.S.F. 1-lb. tins..... per doz. \$ 1 40  
" 1-lb. tins..... " 2 50  
" 1-lb. tins..... " 5 00  
Durham 4-lb. jar..... per jar 0 75  
" 1-lb. jar..... " 0 25  
F.D. 1-lb. tins..... per doz. 0 85  
" 1-lb. tins..... " 1 45

**Olive Oil**

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—  
Minerva, qts. 12's ..... \$ 5 75  
" pts 24's ..... 6 50  
" 1-pt. 24's ..... 4 25

**SAUCES**

PATERSON'S WORCESTER SAUCE

Agents, Rose & Lafamme, Montreal and Toronto  
1/2-pint bottles, 3 & 6 doz., per doz..... 0 90  
pint " 3 doz..... 1 75

**Soda**

COW BRAND



Case of 1-lb. containing 60 packages, per box, \$3.00  
Case of 1-lb. containing 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

**MAGIC BRAND**

Per case  
No. 1, cases 60 1-lb. packages..... \$ 2 75  
No. 2, " 120 1-lb. " " " 2 75  
No. 3, " 60 1-lb. " " " 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case..... 2 85  
5 cases..... 2 75



SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz., 1 55  
2-lb. " " 3 80  
4-lb. tins, " 4 85  
7-lb. " " 7 36  
"Sbredde"—  
1-lb. glass, doz..... 1 90  
2-lb. " " 3 10  
7-lb. tins, " 8 35



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz. .... \$0 95  
Parrot Food, 1-lb. pkts., 1 doz cartons 0 45  
Parrot Food, 2-lb. pkts 1 35  
Bird Cage Sand, about 1 1/2-lb. bags, 1-gross cases, per doz. .... 0 30  
Bird Cage Grit, about 1 1/2-lb. bags, 1-gross cases, per doz. .... 0 30

**Mince Meat**

Wetley's condensed, per gross, net. .... \$12 00  
per case of 3 dozen, net. .... 3 00





Tell your Doggy Customers that you Stock  
**Spratt's** MEAT **Dog Cakes**  
"FIBRINE"

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

## Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,  
 Apples, Peaches, Pears, Plums, Etc.

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Black-  
 berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"  
 "Bottom Like The Top"

Write for Samples

## Sanitary Can Company, Ltd.

Niagara Falls, . . . Ontario

## Brunner Mond & Co.'s WASHING SODA

Drums, 336 lbs.	Barrels, 336 lbs.
" 224 "	Bags, 224 "
" 112 "	" 112 "
" 100 "	" 100 "

## Concentrated Sal Soda

Casks, 560 lbs.

## Winn & Holland Montreal

SOLE AGENTS FOR CANADA

### FREQUENCY OF SAILINGS

Every twelfth day a Pick-  
 ford and Black steamer  
 leaves Halifax for Ber-  
 muda, The British West  
 Indies and Demerara, and  
 is away thirty-eight days.  
 A delightful trip for  
 moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

### OAKEY'S The original and only Genuine Preparation for Cleaning Cut- lery, 6d. and 1s. Cansisters 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
 Manufacturers of

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

Wellington Mills, London, England

Agent:

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

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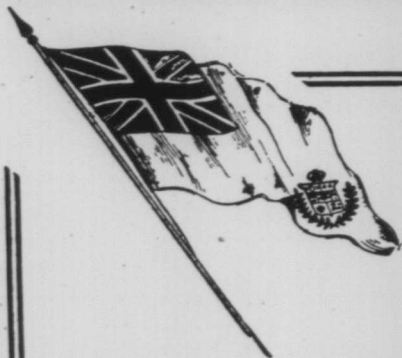
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