MERCHANT



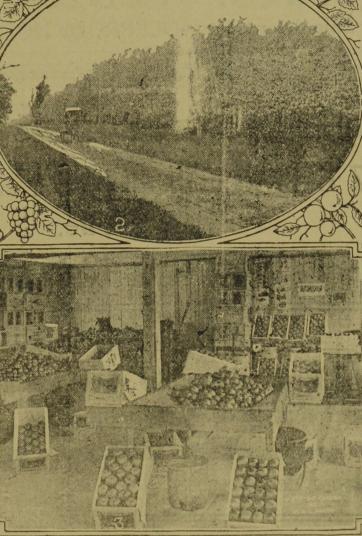
said \$140,000,000 has been I is said \$140,000,000 has been invested in Canadian fruit production so that this is one of our great national industries. In a year of average produc-tion 15,000,000 bushels of Cana-dian apples are marketed, of which Ontario alone ships on an average 1,300 car-loads into the prairie pro-vinces

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vinces. famous of all orchard areas is the Annapolis Valley in Nova Sco-tia nine miles wide and eighty miles long. With the Dominion Atlantic Railway running through the valley the growers have ideal packing and shipping facilities. 60 p.c. of the crop being handled co-operatively by one central association. Plums and pears are also grown here on a commercial scale

Ontario is the proud possessor of the original McIntosh Red Tree which still stands at Dundelas. Large apple orchard districts are found (1) Along the lake shore line of the C.P.R. (2) West of Toronto bordering on Lake Erie and Lake Huron. (3) In the Georgian Bay District, and (4) in the Niagara Peninsula which also pro-duess 05 page of the duces 95 p.c. of the grape crop and at least 75 p.c. of the Ontario peach crop. Plums and pears are grown wherever apples are produced in Untario

British Columbia has developed its fruit industry during quite recent years, the number of fruit trees inyears, the number of fruit trees in-creasing from 650,000 in 1901 to ap-proximately 3,000,000 in 1913; and the production of apples from 210,000 bushels in 1910 to 737,750 bushels in 1915. The principal fruit-producing section of the Province is the Okanagas Valley, where fruit is packed and marketed largely in a co-operative way, similar to that in vogue in Nova Scotia. There is also a large apple section in the Kootenay Lake District and



tion in the Kootenay Lake District and on the Lower Mainland. Pears and plums are also grown very success fully in these sections of the province already mentioned, and peaches have been planted quite extensively in the southern part of the Okanagan Val-ley. Between 1,250,000 and 1,500,000 bar rels of Canadia apples are consumed outside of Canada every year, and most of these in Great Britain. The growers of Nova Scotia and Ontario cater especially to the Old Country market, though some British Colum

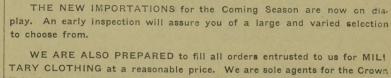
Notice to Water Con-

er Consumers will please take THE NEW Rates are now due and payable at the Oity Treasurer's Office, City Hall, Persons owing back rates are liable to choose from. to have the water turned off without

Colector of Water and Sewerage Rates.

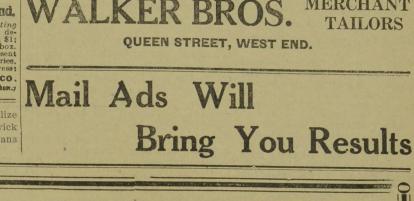


The people are beginning to realize that the province of New Brunswick now has a government that means



Custom Tailoring

TARY CLOTHING at a reasonable price. We are sole agents for the Crown Tailoring Co. of Toronto, the largest Military Tailoring Co. in Canada.





Our Skowhegan Packs, Larrigans and Sporting Boots are the leaders on the market today in this line.

The satisfaction the wearer gets from our famous "Moose Head Brand" footwear is so well known that leading dealers invariably handle them-and them only. They are roomy, durable, waterproof and comfortable.

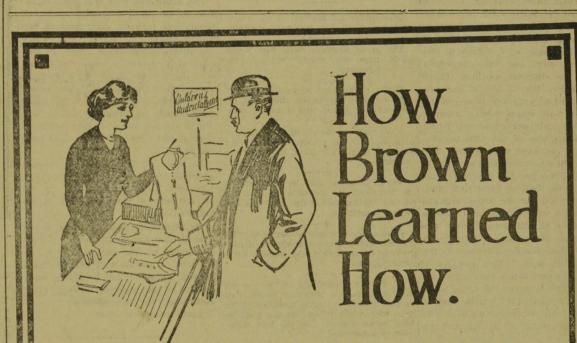
FREDERICTON, N. B.

No. 101 IS IN GREAT DEMAND FOR SPRING, SUMMER

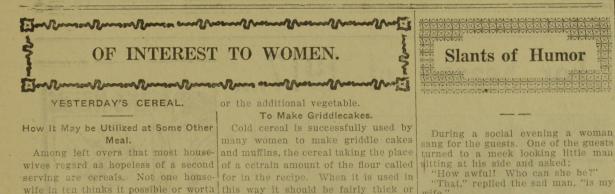
AND FALL WEAR. Be prepared to supply this demand! Write now for booklet and prices.

JOHN PALMER CO. Limited





market, though some British Colum- stances interfere with the export fruit ter to its demands.



fast to serve at another meal.

out from the boiler into a bowl and ter of the usual consistency. put away to cool. If there is just a little it should be combined with the next day's cereal, stirred in after the new is made and heated thoroughly.

be osed with cornflakes instead of with right off. bread crums in stuffing such things as tomatoes, green peppers or meat.

slices, dipped in egg and fried. If you on the linen. cannot afford the egg, use milk and fry in butter or bacon fat. Served with a little crisp bacon, this friend cereal is

Fried cornmeal is considered a deli-cacy when served with chicken in the South. Various of the wheat and corn quite as delicious when served with

wife in ten thinks it possible or worth this way it should be fairly thick or while to save oatmeal left from break- else more of the cereal and somewhat

ints is a great pity, for there is not cereal that cannot be 'turned to ac-ount in a perfectly wholesome way. Whatever is left should be turned a mounts of flour until you have a bat-plied the meek looking little man. a cereal that cannot be turned to ac- which you are thoroughly familiar, and count in a perfectly wholesome way. work in a little at a time with equal

When the top of your silver inkstand

is covered with ink and you want to The same may be done with all kinds clean it, mix a little chloride of lime of cooked cereals. Rice and any of into a paste with water, rub the silver the cooked wheat or corn iereals may top smartly and the stains will come

Good for Luncheon.

Any sort of cold cereal can be thor until all stains have been removed by oughly chilled and then cut in thick pouring boiling water through the stain



wife." "I b-b/beg pardon," stuttered the tst to serve at another meal. less milk should be used. other. "She's really a—I know she'd sing beautifully if she made a bette served that the served that server served that served tha

A well known judge tells the story of the cross-examination of a bad tem-pered woman in his court. She was an amazonian person. Her husband, ob-viously the weaker vessel sat sheep-ishly listening. The opposing counsel pressed a question rather urgently and she said angrily she said angrily.

"You needent think to catch me. You tried that once before."

The barrister replied, "Madam, I haven't the slightest desire to catch you, and your husband looks as if he was sorry he did." Never put table linen into soapsuds

> Previously to joining the army he had been a lawyer. Getting back to camp rather late one night he was challenged by the sentry. Obtaining no response, the latter lifted his rifile nd roared: "If you move you are a dead man."

"Allow me to remark, my good man, waid the lawyer-soldier, "that your statement is absurd. If I move it is excellent proof that I am alive. 'o my mind it is incomprehensible that—" "Pass, Mr. Blackstone," said the sen-

(8)

There is a man who makes shoes for children_ and sells them to stores all over Canada But he is only just learning how people buy.

> It was this way: His wife-let us call her Mrs. Brown-'phoned to him and asked him to buy some underwear for little Brown.

> Picture Brown now among the throng of mothers at the "Children's Underwear" counter. He asks for Underwear for a child of six. He looks it over helplessly. What on earth does he know about Children's Underwear? For lack of anything better to say he asks: "Is this good quality?" The answer is short and quite conclusive: "It's Blank's"—naming a welladvertised line. That short word says everything. Brown pays his money and goes home, quite satisfied with his purchase.

Now what bothers Brown-a manufacturer of shoes, is this: How would it affect the purchase of a child's shoes if the salesman said "They're Brown's"?

Nobody knows Brown's shoes. Brown doesn't advertise.

The name Brown signifies nothing when used in con-nection with children's shoes. The salesman must use all his persuasive wiles to induce people to buy them.

The point is - If the name Brown was as synonomous with Children's Shoes as "Blank's" is with Underwear, wouldn't Brown sell more shoes with less effort?

If you are doing a local business talk over your advertising problems with the Advertising Department of this newspaper. If you are doing a provincial or national business it would be well for you to have the counsel and asistence of a good advertising agency. A list of these will be furnished, without cost or obligation, by the Secretary of Canadian Press Association, Room 503, Lumsden Duilding, Toronto.

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