

# 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 13, 1909

NO. 33.



The only argument to advance to a critical customer as to the  
superiority of one laundry blue over another is

## “Keen’s Oxford Blue

madam, allows of no comparison. It stands alone and above all others in quality.”

For sale by every jobber in Canada.

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

## Merit Alone Has Made

Benson’s “Prepared” Corn

and

Edwardsburg “Silver Gloss” Starch

The leading cooking and laundry starch in Canada. Fifty years  
of the public’s confidence speaks more for value than tons of printer’s ink.

For sale by every jobber.

## EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



# NUTRITIVE VALUE OF FOODS

TOTAL AMOUNT OF NUTRIENTS AND THEIR  
FOOD VALUES IN DIFFERENT FOODS FOR 10c.

CALORIES	400	800	1200	1600	2000	Price per lb.	10c. will buy lbs.
Eggs .....	[Bar]					13½c.	.75
Sirloin Steak .....	[Bar]					18c.	.56
Beef Rib .....	[Bar]					16c.	.63
Round Steak .....	[Bar]					12c.	.83
Milk .....	[Bar]					3c.	3.33
Cheese .....	[Bar]					16c.	.63
Imperial Peanut Butter .....	[Bar]					30c.	.33

## What Is Imperial Peanut Butter?

A product of exceptional goodness produced from specially selected Spanish Peanuts roasted by an expert, blanched, cleaned and separated from the skin and kernel and prepared for immediate use under the most scrupulous supervision and sanitary conditions.

Open a bottle, observe the consistency and richness of flavor.

There is not a man alive who does not admit the superior quality and intrinsic value of MacLaren's Imperial Cheese. You find it on the table of discriminating housewives in every country of the world.

The same high standard has been consistently maintained in the production of MacLaren's Imperial Peanut Butter and Imperial Dessert Jelly, which head the list of nut foods and jellies for nutriment and wholesomeness.



## Live Wholesale Grocers Handle Them

Manufactured and Guaranteed Pure by  
MACLAREN IMPERIAL CHEESE CO., LIMITED  
TORONTO, ONT.



Only

Just  
it t

"Th  
EVER

S

All



# 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 41 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.**  
23 Scott Street Toronto

**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



Just the weather you need to help along the sale of

**ROWAT'S** LIME JUICE  
RASPBERRY VINEGAR  
and FRUIT WINES

LARGE FANCY DECANTERS TO RETAIL AT 25c.

ORDER NOW

**EBY - BLAIN, LIMITED**  
Wholesale Grocers, &c. TORONTO

# Worth Digesting

MR. GROCER,

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

25c.	grade costs you	20c.	for 1 lbs.
25c.	"	"	21c. for $\frac{1}{2}$ lbs.
30c.	"	"	24c.
35c.	"	"	25c.
40c.	"	"	30c.
50c.	"	"	35c.
60c.	"	"	42c.
80c.	"	"	55c.
\$1.00	"	"	70c.

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

# Kops' & Kops' Ale & Stout

(Non-Alcoholic)

## Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE

### KOPS' BREWERIES, London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C.  
Kenneth Munro, Coristine Bldgs., Montreal.

W. L. MacKenzie & Co., Ross Ave., Winnipeg.  
The Turner Co., 106 Front St. East, Toronto. Royal Stores, St. John's, Nfld.



# 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 - ROSE & LAFLAMME, Ltd., Montreal





The  
Factory  
where  
the Best  
Canned Goods  
in Canada  
are packed

Now is the time  
to book that  
FALL ORDER

**THE ESSEX CANNING & PRESERVING COMPANY**

ESSEX, ONTARIO

LIMITED

## 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

## The Flavor is Preserved

Some canners preserve the fruit or vegetables only and when you open a tin you would not recognize the taste. It is either insipid, vapid or foreign to what nature imparted. You will never have any cause to complain in the

### **Old Homestead Brand Canned Fruits and Vegetables**

The contents of every can have the full natural flavor. We claim that our processing methods are up-to-date in every respect. The flavor of Old Homestead products proves it — proves that we have the facilities and “knack” to cook and preserve an article without diminishing its flavor.

**Specify Old Homestead Brand  
WHEN ORDERING FROM YOUR JOBBER.**

## **The Old Homestead Canning Co.**

Picton,

Ontario

W

E.

E. D



BR



# What's in that Jar?

Nothing but pure fruit and pure granulated sugar, for it is the widely known and absolutely pure



## E.D.S. Brand Jams <sup>and</sup> Jellies

How do the retailer and consumer know that these products are 100 per centum pure? Because they have been tested by a Dominion Government Analyst and his finding is on record.

ALL PROGRESSIVE GROCERS HANDLE THE E.D.S. BRAND

**E. D. SMITH'S FRUIT FARMS, - WINONA, ONT.**

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



# THE A1 SAUCE

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

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

For full particulars and prices write our Agents:

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

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

## 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

## WAR DECLARED

on dirty hands

and SNAP wins all along the line in chasing  
ing paint, tar, stains or dirt of any kind

## SNAP

leaves the hands clean and smooth, and  
antiseptic. It has many imitators but none  
equal.

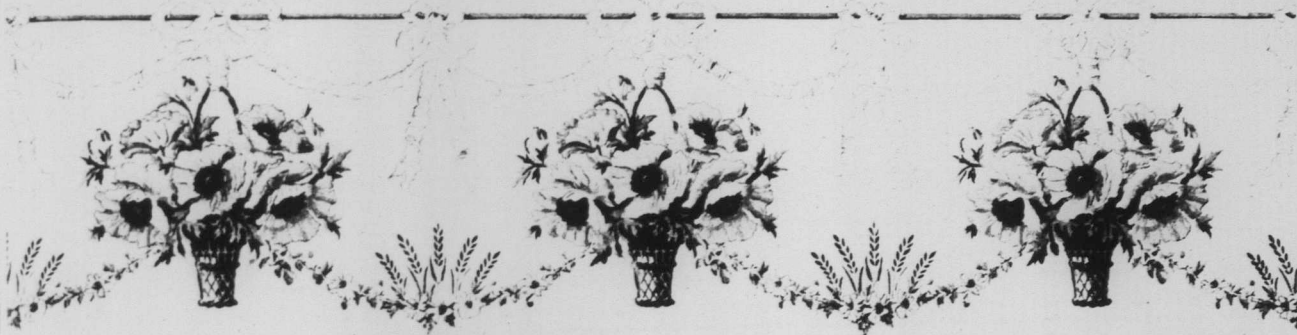
Order from your jobber

The Snap  
Co., Ltd.



Montreal  
Canada





Order No. 2001 - Cut-out over a plain stripe, also shown with matched hanging,  
in the W. F. Co.'s line for 1910.

**I**F you would leave a Wall Paper sample room perfectly content and with the conviction that you've "got the goods," wait till our man shows you

## **The Watson - Foster Line for 1910**

No deadwood, bright, clean, well-colored, low and medium goods, a large range of original, catchy and artistic practical novelties, "cut-out" borders, etc., low-graded in price. Every book has something you need and can easily handle if you wish to make your business

### **An Artistic and Commercial Success**

---

**The WATSON - FOSTER CO., Limited**  
Montreal

# SPECIAL VALUES

in Valencia Selected Raisins, also in California Seeded Raisins. 16-oz. cartons.

# June and July Cheese

A fair assortment at right prices. We buy on the Board and never buy culls.

## JOHN GARVEY

Wholesale Grocer, - - LONDON  
BRANCH WAREHOUSE AT SARNIA



THE  
PUREST  
  
AND  
BEST

### ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER  
ALWAYS READY—NEVER FAILS

A QUICK SELLER  
EVERY CAN GUARANTEED

Manufactured by



St. Charles  
Condensing Co.  
INGERSOLL, ONTARIO  
CANADA



## "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 at the following wholesale representatives: Wm. Galbraith & Son, Montreal, Que.; Fenwick, Hardy & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

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

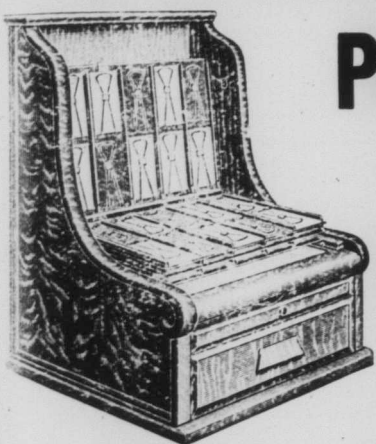


Many n  
selling lots  
their shelves  
the question  
every day.  
or a year b  
  
THI  
  
Credit  
Cash  
Excha  
C. O. I  
The  
  
Inf  
  
The l  
Cor. Hugh  
If you atte

The  
  
There a  
claims  
exceller  
  
The Q  
  
Because  
palatabl  
secured  
progress  
  
Because  
vse the  
time to l  
thing th  
  
Because  
date pr  
overloo  
ourself  
plate th  
  
All pro  
discrimi

PURITY  
  
The BELL  
BELLEVILL





# PROFIT OR LOSS ?

Many merchants ask themselves this question. They may be selling lots of goods, booking a great many accounts and filling up their shelves with new goods. BUT—PROFIT OR LOSS?—That's the question. To be successful you should know just how you stand every day. If there are leaks in your business don't wait six months or a year but stop them at once.

### THE McCASKEY CREDIT REGISTER SYSTEM

will give you complete information at a glance.

Credit Sales	Accounts Receivable
Cash Sales	Accounts Payable
Cash on Account	Merchandise or Stock Account
Exchange Sales	Daily Financial Statement
C. O. D. Sales	Proof of Loss in case of Fire

The McCASKEY is SYSTEM—with only one writing

System Spells \$ucce\$\$ and profit.

Information free for the asking. Drop us a postal.

## The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

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

## 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

## 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

## ARRIVED

# CAR LOAD

# Butter Bowls

14 in. to 23 in.

## WHITE WOOD

Ask us for price.

# Walter Woods & Co.

Hamilton and Winnipeg

*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.



# H.P. 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.  
 MIDLAND VINEGAR CO., Ltd.

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

BIRMINGHAM AND LONDON, ENG.



## Valencia Raisins

A. MAHIQUES PARIS

DENIA

*For Quality and Price*

This is What Buyers Say of this Brand:

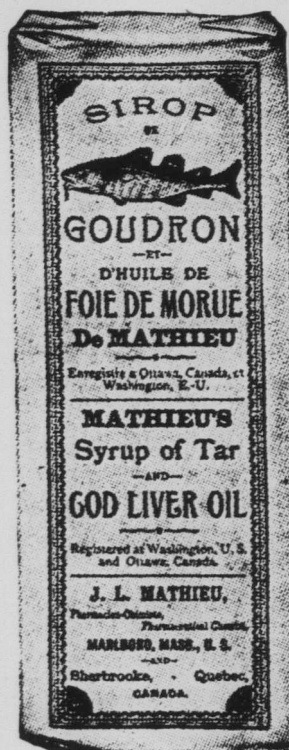
Nov. 25th, 1908.

"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



WHY YOU SHOULD SELL

## MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

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

Sold by wholesale trade everywhere  
 Distributors for Western Canada:

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

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

## Canada First

Put up in air tight sanitary cans without solder or acid. The milk from the cow to the can is under strict sanitary supervision and is pure.



## Evaporated Cream

The demand for a cream richer in butter fat and phosphate properties than ordinary cream is increasing daily. Are you catering to that demand?

Order from

your wholesaler

Manufactured by

**AYLMER CONDENSED MILK CO., Limited**

AYLMER, - ONTARIO

THE CANADIAN GROCER

# Get up-to-date and handle Schram Automatic Sealers

—The only fruit jar.—

The Davidson & Hay Ltd., Wholesale Grocers Toronto

## About Marmalade

You cannot turn out a high quality marmalade in a month, any more than you can turn out an architect.

Experience always counts. The marmalade maker must learn by experience. The architect must learn by much study, and some experience.

JOHN GRAY & CO., LTD., Glasgow, Scot., have been turning out high-class marmalade for many, many years.

That's why you can count on their goods.

**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



# **C**HAMPION'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*

### **Big Call for**

**Lytle's  
Lime Fruit  
Juice**

— AND —

**Raspberry  
Vinegar**

Do you wonder at it? The heat of August will make anyone thirsty. Besides these drinks are of the kind that make satisfied customers--and are to-day one of the best selling lines on grocers' counters.

Keep your stocks well up.

**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

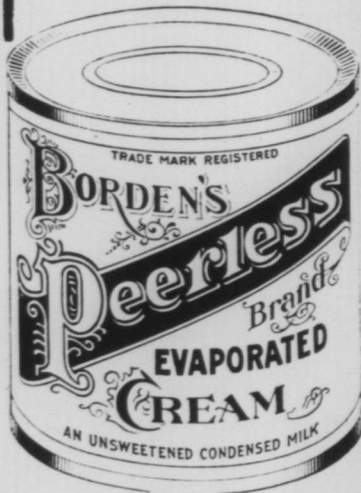
We have a good assortment of New Teas on hand. We invite Jobbers to write us for samples.

**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. Shallcross, 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



# AUGUST 1st to 14th

Between these dates **PHONE NO. 596** at our expense, mail or telegraph. All orders shipped same day as received.

*Special Bargains During Travellers' Holidays.*

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



## "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

## 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

## Strength and Purity Are What Count

in the sale of Flavoring Extracts. And for the last quarter of a century, Mr. Grocer,

## Shirriff's Flavoring Extracts

have proven the highest in those qualities which tell of superiority and speak satisfaction every time a bottle is uncorked.

**IMPERIAL EXTRACT CO.,**

18-22 Church Street  
TORONTO, CAN.



**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

**PERIODICALS.**

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

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

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

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

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

**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.**

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 short 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 Dawson & 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)

**BOOKS FOR THE GROCER.**

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

**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.

IF YOU are a good salesman and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, **THE CANADIAN GROCER**, Toronto.

KEEP AN ACCURATE ACCOUNT of your employees' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employee cannot register for another, as each employee 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 secure, 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, crays, 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. Adding 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 at rent, easy terms. Address Box 316, **CANADIAN GROCER**, Toronto. (34p)

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., 67 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, "Domble." Codes—"A B C," fifth edition, Riverside and Adams

**DAVID SCOTT & CO.**

Established 1878. 10 North John St. LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **QUANED GOODS**. T. A.—Booth Street, Liverpool

BA  
Stoc  
I have  
able  
Stoc  
& Co  
Sher  
ly fa  
offer  
at  
I Mar  
The st  
cons  
erie  
Goo  
Fry's  
Tea,  
SE  
IT W  
Victo  
SE

It dries them up  
**KILLS**  
All Dealers and  
Dealers find  
the reason that  
summer tells o

VIN  
A  
THE OLDI  
CANI

CITRON  
Drain  
Prices an  
When w  
mention ha  
ment in this



## BANKRUPT Stock For Sale.

I have bought at a favorable price the Warehouse Stock of T. A. Bourque & Co., wholesale grocers, Sherbrooke, who recently failed.

offer this desirable stock at

### Marked Reductions.

The stock, all fresh goods; consists of General Groceries, such as Canned Goods, Nuts, Raisins, Fry's Chocolates, Salt, Tea, Coffee, etc.

SEND FOR PRICE LIST.  
IT WILL SAVE YOU MONEY.

**Victor Archambault**

Wholesale Grocer,  
SHERBROOKE, QUE.

## 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

## Cocoanut of Character—

*gives character to the  
store that handles it.*

WHITE  
DOVE  
COCOANUT



*possesses that qualification.*

*Ask for prices and samples.*

**W. P. Downey**

MANUFACTURER  
MONTREAL



*It dries them up* **Common Sense**  
**KILLS** (Roaches and Bed-Bugs  
Rats and Mice)

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

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

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

A LEADER FOR OVER FIFTY YEARS

THE **COOK'S FRIEND**  
**BAKING POWDER**  
FOR RAISING ALL KINDS OF  
**BREAD, PANCAKES, PIE-CRUSTS, & OTHER PASTRY.**  
*In making Bread with this powder no fermentation takes place and thus neither acid nor alcohol is formed thereby producing SWEETER, LIGHTER, and WHITER BREAD than by any other PROCESS.*  
**PREPARED ON CORRECT CHEMICAL PRINCIPLES**  
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

**W. D. McLAREN, LIMITED**

Manufacturers  
583-5 St. Paul Street, Montreal

## Queen City Water White Oil

**GIVES PERFECT LIGHT**

FOR SALE EVERYWHERE

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

**BANISH  
"BLUE MONDAY"**

**SELL  
SUNNY MONDAY**

to customers and make them **YOUR** customers.

Your stock is not complete  
without our new LAUNDRY SOAP

**SUNNY MONDAY**

**SUNNY MONDAY** is made almost entirely from  
vegetable oils with enough ammonia incorporated to  
make it cleanse quickly and thoroughly, with less rubbing  
than ordinary laundry soaps.

**YOUR CUSTOMERS** should try it  
and avoid the aching backs which  
cause "Blue Monday."

**SUNNY MONDAY  
SAVES LABOR, TIME, CLOTHES  
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

**"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."**

**VALENCIA RAISINS**

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



**"BEAVER" BRAND**

SPECIAL FANCY QUALITY

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

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:  
ROSE & LAFLAMME, Limited, Montreal and Toronto

**A FAIR PROPOSITION**

We want to sell  
you some



**PATERSON'S  
WORCESTER  
SAUCE**

It sells well and  
gives good profit.

**CAN WE?**

ROSE & LAFLAMME, Limited, Agents  
Montreal and Toronto



*There is nothing better on the Canadian Market  
to-day for Preserving Fruit than*

# CRYSTAL SUGARS

*They will please your customers, and at the  
same time save you money.*

Manufactured by

**Dominion Sugar Co., Limited**  
Wallaceburg - - Berlin  
Ontario

Representatives:

Mason & Hlokey, H. M. Flock & Co., W. I. Story, Medland Bros.,  
Winnipeg & Port Arthur. Vancouver. Montreal. Toronto.  
Cyrus King, Geo. Wood, J. C. Richardson,  
Hamilton. London. Sault Ste. Marie.



## HOLLAND RUSKS

WHAT ARE THEY?

Absolutely the most delicious and healthful food on  
the market. Made of the Albumen of Egg, Pure Butter,  
Pure Cream, and the most Glutinous Flour. Sold in  
cake form.

THE FOOD FOR WHICH  
HOLLAND IS FAMOUS

Get sample

HOLLAND RUSK CO., HOLLAND, MICH.

Sole American Manufacturers

If your jobber cannot supply you, please notify

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

"Reduced in Price but not in Quality."

## Mason's Number One Sauce

To Sell now at 15c. per Bottle

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

The Mason, Miller Company, Toronto, Canada

## EVERYTHING IN SALT

We manufacture the Best, Clean-  
est and Purest for all uses. Our

## PURITY BRAND

for table and dairy purposes never  
fails to give satisfaction. Manu-  
factured by

**THE WESTERN SALT COMPANY  
LIMITED**

MOORETOWN : : ONTARIO

Write us for samples and prices.



## 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.

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

# SYMINGTON'S

## COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

TO BE HAD OF ALL  
WHOLESALEERS

UNQUESTIONABLY THE VERY BEST  
THOMAS SYMINGTON & CO.

EDINBURGH

# Counter Check Books

*"Get  
The  
Best"*

LOBLAW  
CREDIT  
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.  
TORONTO and MONTREAL

Mention this paper

## WONDERFUL SOAP

IS

### POSITIVELY PURE

That's why you can recommend it, Mr. Grocer, to your most particular customer. It is good value all the way through. Your patrons are not accepting an inferior article to pay for premiums. The quality is put in the soap instead. It is a steady seller and a good money maker—both highly desirable attributes.

Write us for prices.

We pay freight on five case lots.

The Guelph Soap Company  
GUELPH, ONTARIO



## 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.*

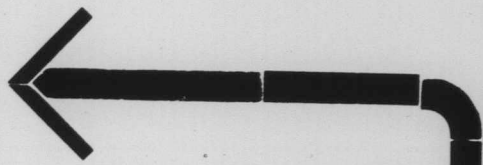
The Eastern Canning Company - - Port Canada, N. B.

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.



# José Segalerva

Malaga, Spain



## LOOK FOR THAT BRAND

### When You Buy

Malaga	Table	Raisins
Malaga	Loose	Muscateles
Jordan	Shelled	Almonds
Valencia	Shelled	Almonds

You will find that the goods have absolutely no superior in the matter of quality and attractiveness of packing. Your most particular customers will be easily pleased with them.

Agents

## ROSE & LAFLAMME, LIMITED

MONTREAL AND TORONTO

# ROWAT'S

still hold the Premier  
Position for

## Imported Pickles and Olives.

Enquire of your wholesaler for our  
New 12 oz. Bottle Pickles  
which retails at 10c.

## ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA :

Snowdon & Ebbitt, 325 Coristine Building, Montreal  
Ontario and Quebec.

F. K. Warren, Halifax, N.S.

F. H. Tippett & Co., St. John, N.B.

C. E. Jarvis & Co., Vancouver, B.C.

Nicholson & Bain., Winnipeg, Edmonton, Calgary

# Quaker Salmon

Just try a tin yourself. See if it is  
not all that we claim it to be.

Then send us your order, for your  
customers can appreciate a line  
which will so appeal to you, a judge  
that cannot be fooled.

## MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

# 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, Leisser & Co., Ltd.
Vancouver, B.C.,	W. J. McMillan & Co., Ltd.
“	W. H. Walkin & Co., Ltd.
Calgary, Alta.,	Campbell, Wilson & Horne Co., Ltd.
“	G. F. & J. Galt Co., Ltd.
“	L. F. Newburn
Winnipeg, Man.,	Codville Co., Ltd.
“	Jobin, Marrin Co., Ltd.
“	The A. MacDonald Co.
“	The K. Mackenzie Co.
“	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.

Adams, J.  
Allan, Robt.  
American T.  
Auchman  
Aylmer Co.

Balfour, S.  
Bell, Thos.  
Belleville C.  
Benedict, F.  
Berry, Wm.  
Bickle, J. W.  
Blue Ribbon  
Boyd, J.  
Borden Con.  
Bostock, J.  
Bovill, Ltd.  
Brack & Co.  
Bradstreet  
Brand & Co.  
Bristol, Geo.  
Brown, Mtc.

Canada Sug.  
Canadian B.  
Canadian C.  
Canadian Ma.  
Cargill, H.  
Carr & Co.  
Carter, Crim.  
Ceylon Tea  
Champion &  
Christie, Br.  
Clare & Litt.  
Clark, W.  
Coburn & C.  
Collings, H.  
Common S.  
Commons Br.  
Constant, H.  
Cooper, Co.  
Cormet, Chas.  
Cote, Josep.  
Cowan Co.  
Cox, J. & G.

Dalby, The  
Davidson &  
Dawson Co.  
Dignard, Lt.  
Domenech,  
Dominion M.  
Dominion S.  
Dominion W.  
Donney, W.





# The Policy of Plain Speech as a Business Method

How it Works Out in Every Day Relations With Travelers and Customers—Straight Talk Does Not Imply either Discourtesy or Distrust — The Business Community Attaches No Permanent Value to the Name or Standing of a Citizen Who is all Things to all Men—How the Bearer of a Tale Will Always Carry One as Well.

By G. B. VanBlaricom.

"Oh! I am a plain speaking man and I tell people just what I think. I do not beat about the bush. I would not say behind a man's back anything that I would not just as leave tell him to his face."

You have heard business men and others talk like this. Of course, a man at all times can say exactly what he thinks and in whatever way he pleases if he does not care whether he has any friends. The man who really speaks as forcibly and pointedly as he at times feels and who lives up to all the verbal bluster about what he is going to do and say, is, however, about as extinct a specimen in the human race as the mastodon is in the animal kingdom.

There are many things to remember, and one of them is important. It is to the effect that a man, who carries a tale will also bear one. If a traveler comes into your place of business and tells you how much he sold Kennedy up the street, and imparts other information to you in strict confidence that "Kennedy is in pretty low water," or "has had some domestic difficulties," that self same representative is going to tell the next merchant he meets something about you. You, perhaps, think not, but the man who will come up and make a special exception in your case and elibly remark in a low voice: "Well, I will tell you, but you must keep the thing under your hat as I secured the information in confidence," is going to do the same thing with any private or personal news that you may give him.

The best way in the world to practise secretiveness regarding any project or undertaking of which, you do not wish the public to learn, is never let anything pass your lips and then you are sure that nothing will leak out. Few men, no matter how honorable in other respects, can or will keep information confidential. They may not reveal facts intentionally or with any malice, but the tongue often slips and the lips are not always locked. I am speaking strictly of business associates and organizations—not fraternal societies where secret obligations are never broken. You, who belong, know why, and you, who do not belong, might join and find out.

Ordinarily when ten or twelve men are gathered together to transact the business of a municipality—if the sedentary is a secret one—you can easily find one or two members who will talk or tell things on the quiet. The newspaper reporters know this. The alderman or councillor may not tell a scribe direct but he is almost sure to convey some information to a friend or associate and thus the recondite intelligence leaks out.

## Both Varieties Illustrated.

There is a merchant in the town of Goderich who will not listen to anything secret or confidential. He is not communicative by nature and he does

not want to burden his mind with any information that he is not at liberty to tell if he desires. When a traveler starts to tell him something and remarks casually, "Now you had better not let anybody know about this," the reply will come: "I do not want to hear about it. I have no secrets myself and I do not want to carry any. You need not tell me anything that you do not desire repeated." That man is a plain man and he can be trusted for he will not assume any obligations under false pretences. There is a grocer in Fort William who invariably imparts information with the remark: "Now please don't say anything about what I have just told you." The next man that drops in will probably secure the same information accompanied by the identical admonition of "Don't tell that please." One day an acquaintance entered his store and heard the proprietor telling another man exactly the same thing as he had spoken to the caller about a few hours previously and the business man wound up with the instruction not to mention the thing.

"Oh!" said his unexpected caller, "that is what you were telling me a few hours ago, and here I find you going over the same matter with this man. I thought, the whole affair was confidential. I guess you are like the old lady who always asked her friends not to repeat to others anything they heard from her. She wanted the supreme and sole pleasure of telling others herself. She did not want her acquaintances to get ahead of her in purveying any gossip of the community."

The business man, who is really busy, who is anxious to get ahead, who attends strictly to his own affairs, has little or no time for listening to confidential yarns or nasty financial rumors about others. The less attention he pays to silly stories and often unfounded reports the better he will get on himself. A good rule to follow is do not be the means of spreading anything that will tend to injure the credit or standing of your competitor. It may some day have a boomerang effect. Stray reports are very much like chickens—they have the instinctive characteristic of coming home to roost. As Schiller says: "the truly excellent character is made up of strictness towards oneself and mildness towards others."

What does strictness toward oneself mean? It means that frankness, directness and honesty pay. A traveler calls on you. You are tied up with another house, you do not like his goods, the last wares were not up to the mark or you think that you can do better elsewhere. Do you tell him so? Oh, no, you say that would be folly. It would be poor policy, short-sighted or unwise. Would it? Do not be too sure of your footing when you assume this attitude. You seek refuge behind generalities that trade is bad, that you are stocked up to the limit in his line, that you are

going out of that class of goods, that you are very busy now, or that you will give him an order the next time. If you have some fault to find with him or his goods tell him so freely and fearlessly. No sensible man resents criticism or remonstrance if it is given without malice, in a spirit of fair play and in accordance with the facts. If a kick is justified—and not made on general principles or force of habit—it will receive attention. Don't resort to all the miserable subterfuges or excuses possible when you know that you need goods or are not going out of a certain line. If you would prefer to buy from another man or another house, why not tell the representative who calls. You have not the backbone, the virility or the fortitude. The hardest word in the English language to pronounce and stick to its meaning is "No." That is the reason you have so many dollars of useless and worthless accounts on your books at the present day. You cannot tell a customer the same thing in a general all round manner as you do a traveler. You cannot so misrepresent your attitude or position, as those around you every day know differently; therefore, you grant credit. It is the thin edge of the wedge, and now the rift of bad debts is large enough to sink the whole barque. What you lacked was a little plain speech ability. Remember frank, honest statements need not be discourteous or even crisp.

## Regular Day for Travelers.

There is a dry goods merchant in St. Thomas who sees any and every traveler at an appointed hour each day. He does not seek to dodge them, to slip out of the back door, tell them to call around in the afternoon and then conveniently be out, that he will give them an order next time and so forth. He is straightforward and direct in all his relations and dealings with them. At a certain time he will meet all on hand and look at samples. To No. 1 he will say, "No, I do not want anything in your line. Your house did not live up to its agreement last time and I do not intend to deal with you any more." To No. 2 he will remark, "Your goods were not up to sample last time and they were not shipped when promised and I will not do anything with you this time. Good-day sir." To No. 3 the statement may be made, "I can do better with a house in Hamilton than I can with your firm and their wares are not only, in my opinion, better in quality and weave, but they take with my customers better. I intend sticking by the concern whose products give me every satisfaction." To No. 4 he will add: "All right, I will take a couple of dozen of those on the same terms as last time. I find they are up to the mark and they please the public." To No. 5 he will observe: "You may send me so many yards. I will give your goods a trial. I have never carried them, but I am willing to take a chance to see what they amount to."

All use  
are elim  
"yes" n  
actly wh  
ciously w  
attentive  
listen to  
but no  
ness wil  
mind is  
nearly w  
ity of c  
individua  
not know  
the idea  
Some  
dominor  
present a  
there w  
ottawa.  
his best  
his office  
necessant  
subjected  
he would  
that he  
not hold  
idea that  
he said  
was a li  
brusquent  
honesty.  
that he t  
for him,  
assurance  
the jobs  
and I ha  
think hav  
probably  
the next  
years the  
is looked  
friends t  
had. He  
his party  
he was  
speech.  
lawyer se  
was elect  
directly t  
needs in  
going to  
nothing  
tired of h  
tion, turr  
sought th  
and dipl  
ago, but  
to do wit  
date agah  
political c  
about and  
regarded  
ness tha  
the peop  
he was r  
but he is  
ende of  
ended wit  
he held  
the sticks  
able, h  
ness may  
and whet  
made or c  
ing g  
his  
size of  
thing f  
resort  
ing to  
formation  
led upo  
place  
or in  
stron  
and  
The man  
any cal





of lading of the railway companies. The Manufacturers' Association was supported by the Bankers' Association and various boards of trade.

Counsel representing the Grand Trunk, Canadian Pacific, Canadian Northern and Michigan Central railways were present, and the sitting was presided over by Hon. J. P. Mabee, Chief Commissioner. He was assisted by Commissioners D'Arcy Scott, Hon. M. E. Bernier and S. J. McLean.

The commission heard the complaint and after considering the draft forms of the bills of lading, agreed upon by the committee of shippers and railway representatives to overcome the difficulties, alleged and acknowledged, set their approval by ordering that the two forms of bill of lading for use in Canada be approved, and that they take effect on October 1 next.

The differences between the carrying companies of the Dominion and the manufacturers and shippers of the country are of long duration, and the culminating point may be said to have been reached a year ago, when at the suggestion of Chairman Mabee that the shipper and carriers should get together a number of semi-public bodies, decided to take action. The Canadian Manufacturers' Association took up the matter, and at a meeting of board of trade representatives held at Toronto a committee of shippers was appointed to try to remedy the existing state of affairs by striving for the enactment of a simple and uniform bill of lading for the whole Dominion. The railway companies were not averse to discussing the question, and a number of conferences were held. The work of the committee throughout was of a harmonious character, and all parties worked for a shipping bill which would meet the approval of both the railway companies and the shippers. The text of the forms was agreed upon months ago, but only now has the Railway Commission set its seal of approval upon it.

**From the Shippers' Standpoint.**

The new bill differs from the old forms in that the latter, according to the shippers, was made by the carriers for the carriers, while the former is devised by the carriers for the shippers. The new bill is simple, containing but 11 sections as against 27 in the old bill. The two forms are worded almost alike, one being for consignments "to order," and the other for "straight" consignments. The shippers gain an important point in that the new bill makes the railways responsible for loss or damage through negligence in transport or delivery. It also makes the initial carrier responsible for shipments of goods to destination, even though the consignments have to pass over other roads in Canada, or over United States or other foreign roads with which there is a joint tariff arrangement. There are as well some minor additional obligations placed on the carrying companies.

The new bill compares favorably with the uniform bill of lading approved by the Interstate Commerce Commission of the United States on June 27, 1908, in that the carrier there is responsible for goods while in transit over its own line only. There are ten sections in the U. S. uniform bill of lading. In gen-

eral the Canadian bill is based on the form used in the United States.

How the new bill will be received by shippers generally it is yet too early to conjecture, but the various members of the committee interviewed on the subject, stated emphatically that they were well pleased. Much of the credit for the putting through of the bill is due to Jas. E. Walsh, transportation

manager, Canadian Manufacturers' Association, Peleg Howland (of H. S. Howland, Sons & Co.) chairman, and C. B. Watts, President Dominion Millers' Association, vice-chairman, transportation committee of Toronto Board of Trade, F. G. Morley, secretary Toronto Board of Trade, Hugh Blain, of Eby Blain Co., and the other members of the committee.

**Wind-Mill Tea Window in a St. Thomas Grocery**

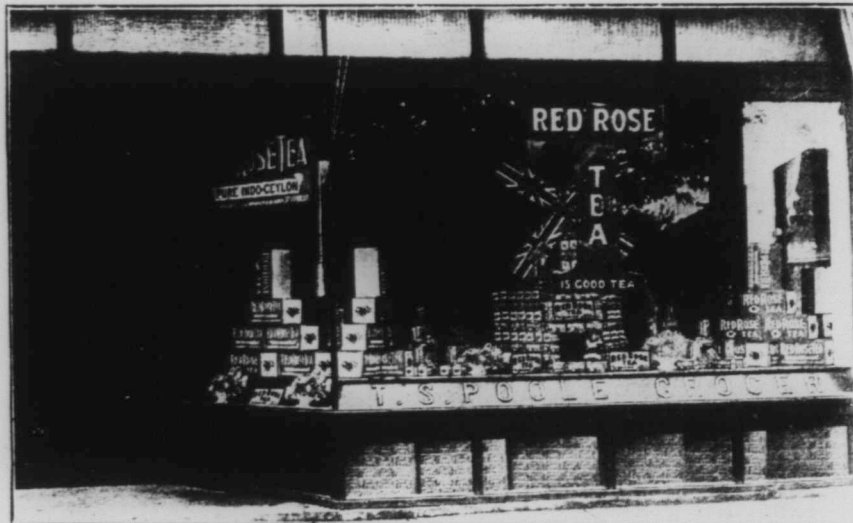
**T. S. Poole, a Successful Grocer Who Left The Teaching Profession—Pays Careful Attention To Appearance of the Store Front—Butcher Shop Recently Added.**

T. S. Poole, of St. Thomas, is one of the men who have come into the grocery business from the profession of teaching and have made good. The accompanying photograph of his store shows one of the most attractive store fronts in the thriving city of St. Thomas. Mr. Poole is located not on the main business street but in a residential district. He entered business eight years ago and despite difficulties that would have turned aside less persevering men and in the

The window reproduced here is an example of the interest he and his clerks pay to display. The windmill idea is neatly worked out and presents an attractive picture.

**WASHING STORE WINDOWS.**

Strange as it may seem, says the Sydney Storekeeper, there is a right and wrong way to wash windows, and



A Window Recently Displayed by T. S. Poole, St. Thomas, Ont.

face of strong opposition has done well and established himself firmly in the trade.

Last autumn, Mr. Poole put in this handsome store front, refitted his store and added a butcher department with fresh, cured and cooked meats. Each of the windows is 12 feet wide and one of them is given up to meats and the other to groceries and both are always attractive.

The store which is 40 x 42 feet is filled with patented pivotal bins, a number of silent salesmen and other thoroughly modern grocery fixtures. Mr. Poole employs five clerks and has two delivery wagons.

He is not one of the grocers who is just "making wages" in business—he is fast making for himself a competency.

as this operation is usually dreaded, the following method will doubtless be appreciated, as it saves both time and labor. Choose a dull day, or at least a time when the sun is not shining on the windows, for when the sun shines on the window it causes it to be dry, streaked, no matter how much it is rubbed. Take a painter's brush and dust them inside and out, washing off the woodwork inside before touching the glass. The latter must be washed slowly in warm water diluted with ammonia—do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners; wipe dry with a soft piece of cotton cloth—do not use linen, as it makes the glass linty when dry. Polish with tissue paper or old newspaper. You will find that this can be done in half the time taken when soap is used, and the result will be brighter windows.



## Merchants Organize for Better Protection

**Western Business Men See the Necessity to Jointly Cope with Obstacles of the Present Day—Manitoba Premier's Promise Regarding School Book Contract — Deputation Calls to See Him.**

Staff Correspondence.

Winnipeg, Aug. 9.—The retail merchants of Winnipeg met on the evening of August 4th and practically completed the organization which has been under way for some time. The election of officers proved an onerous task due largely to the fact that many merchants did not clearly understand the situation and were wont to discuss question after question which incidentally came to their attention. It cannot be said that the business meetings were well managed, but it cannot be laid to the charge of the management.

The merchants were bound to proceed cautiously, and master thoroughly every detail of business connected with the organization. This tendency, together

with the lack of knowledge of parliamentary discipline, which was in evidence, seriously impeded the progress of the business and made the various proceedings rather tedious.

And now that it is formed, the only thing that remains is that they will continue to abide by their conviction, by standing firmly as a body in order to benefit in a legitimate way the general retail business of the west. There was one particular issue which was brought to the attention of the merchants by M. Moyer, of Toronto, which greatly accelerated the formation of a strong organization. The merchants were urged by him to approach the Government as a body and request that the retail trade, as well as the wholesale, be protected by the school book contract, which is to be awarded soon. The merchants in western Canada have had a just cause of complaint in the past, on account of the favor shown mail order houses. The Government mail regulations are such as to be extremely detrimental to the retail trade of the country, and when a Government will go much farther and award such a contract as has been awarded to a mail order house in Toronto, it is an incentive to the retail merchants to rise in a body and make legitimate claims for their protection.

### Waited on the Premier.

The merchants of Winnipeg and the west were not slow to respond to that appeal. At the last meeting a deputation, consisting of five retailers, was appointed to approach the Government as representatives of the association, requesting that special deliberation be taken in the matter of awarding the school-book contract.

The Premier of the province has notified the retail merchants that the contract will not be awarded until he has met the deputation in company with the Minister of Education.

The merchants elected by acclamation W. R. Milton as president of the association. Mr. Milton has had considerable executive experience, being head of the manufacturing, wholesale and retailing confectionery business which bears his name. He is also president of the Caterers' Association of Winnipeg, and alderman for Ward Four. He is supported by W. T. Devlin as vice-president. An executive board consisting of five was elected to act in conjunction with the president, vice-president and secretary in managing the affairs of the association. This consists of A. T. Connell, druggist; John Dyke, grocer; Horace Chevrier, clothier; Norman Lindsay, music dealer, and G. J. Hyndman, clothier. The matter of entrance fees was discussed at some length, it finally being decided that the executive should look into the matter and report at the next meeting. The mer-

chants seemed to be favorable to the sum of \$10 as sufficient membership fee, and it is expected that the executive will recommend this amount.

### After a Good Secretary.

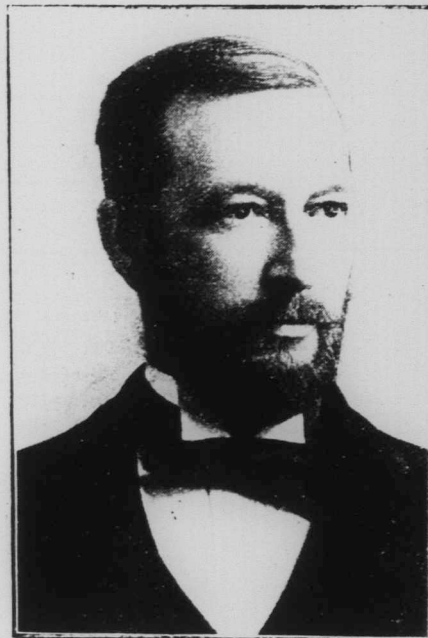
The appointing of a permanent secretary was left to the executive committee. The reason for doing this was on account of the prevailing opinion that it is the most responsible position in the organization, and also because of the cautiousness, which was intensified by the recent difficulties of the old association. At present J. S. Clark is acting as secretary, and has been for some weeks. He is an applicant for the position of secretary, and in any case will receive wages pro-rata of the salary offered to the permanent secretary.

Mr. Clark's chances of appointment depend largely upon the manner in which he fulfils his present duties. There are several applications filed for the office, but few of the applicants are widely known. That Mr. Clark is eligible is evident from the fact, that in the past he has filled offices of considerable trust



W. R. MILTON.

Proprietor of Three Confectionery Stores in Winnipeg, Who Was Elected by Acclamation, President of The Retail Merchants' Association of Western Canada.



JOHN DYKE.

Winnipeg Grocer Unanimously Elected a Member of the Executive of the Retail Merchants' Association of Western Canada.

with entire satisfaction. He recently resigned from the position of manager of a branch of the Northern Crown Bank.

F. J. Lewis, representing Holbrooks Limited, is in Montreal, calling on the trade.

W. P. Eby, of Eby, Blain, Ltd., has been doing some great stunts while cruising on the yacht "Merrythought" on Lake Ontario. In the Cobourg-Charlotte races the "Merrythought" came first in every race but one, but owing to time allowances she was given only one first, two seconds and a third. This week Mr. Eby was at Bowmanville.

# 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.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES

<b>CANADA</b>	
MONTREAL	Rooms 701-702, Eastern Town-ship Bank Building Telephone Main 1255 J. J. Gallagher
TORONTO	10 Front Street East Telephone Main 7324 W. H. Saylor, Manager
WINNIPEG	511 Union Bank Building Telephone 3726 F. R. Munro
VANCOUVER	R. Bruce Bennett 1737 Haro Street W. E. Hopper
ST. JOHN, N. B.	
UNITED STATES	
CHICAGO, ILL.	503-505 Monachnock Block J. P. Sharpe
NEW YORK	R. B. Huestis Room 1105-1111 Lawyers Title, Insurance & Trust Co. Building, 190 Broadway, New York, N. Y. Telephone, 1111 Cortlandt
GREAT BRITAIN	
LONDON	58 Fleet Street, E. C.
FRANCE - PARIS	J. F. Jones & Co.
SWITZERLAND - ZURICH	Louis Wolf Oedl Fusch & Co. 87, 89 Elisabethstr., 128
Subscription, Canada and United States Great Britain, 8s. 6d.	
PUBLISHED EVERY FRIDAY	

## WEEKLY MARKET FEATURES.

A resume of the grocery markets from the Atlantic to the Pacific displays some interesting conditions. In Halifax hams and bacon have reached the highest points in years. The same market indicates a cut in condensed milk prices of about a dollar a case. Flour prices have declined there, as well as in Quebec and Toronto.

The syrup market is higher in Winnipeg and evaporated apples are also up a quarter of a cent. The latter are also dearer in Montreal and Toronto, the cause being the depletion of stocks. Both rolled oats and cornmeal quotations are higher in Winnipeg as well.

There is always one week in the year during which it is practically impossible for dealers to obtain fresh fish. The present week is peculiar in this respect.

Following a lemon famine of a week or ten days ago there was plenty of this fruit offered for sale this week and prices declined. Although sales were splendid during the hot days, some quantities were put in cold storage for the time being.

Canadian vegetables of almost all varieties are arriving on our markets and prices are becoming easier.

## IN A PROGRESSIVE AGE.

Conservatism is truly making a rapid flight from the business arena. It is being supplanted everywhere by modern methods, which shows that this old world, from a business standpoint at

least, is developing along the proper lines.

Where a manufacturing concern considers it part and parcel of its annual programme to set apart a week for the education of its salesmen, it is worthy of more than a passing consideration.

This is what the A. J. Deer Co., Hornell, N. Y., is doing. This year a big convention was held at which all the company's salesmen were present and every department of the institution studied. This undoubtedly fits the men for accomplishing better work than they have been doing in the past and makes them feel that their employers are taking an interest in them other than from the mere fact that they sell the company's goods.

The A. J. Deer Co. expended a considerable sum of money entertaining these salesmen, both socially and by showing them exactly what there is in the company's establishment and what it can turn out. That this is valuable to the concern as well as to the commercial men cannot be contradicted.

The idea is not entirely a new one, but it certainly belongs to modern times and it is progressive. This company is to be commended for its enterprise and liberalism; and it all goes to show the truth of the old proverb that when we help others we help ourselves.

## SALMON RUN AT THE COAST.

The salmon run on the Pacific Coast is up to the normal on the United States side for a big year, but from reports received at the beginning of the week has been going slowly in the Fraser river. The fish pass through United States waters first and accordingly the catches in the traps are large. The averages from the cannery boats, however, are much better, the catches being from 50 to 160 on the average.

Reports from the Skeena give no sign of improvement, though on the Naas the run is satisfactory. The prediction that the big run would start with August 1st, as previously pointed out in these columns, has proved correct, and shows that there was little reason to believe that the run was late or that it was not to take place.

The surplus catch on the United States side is being shipped to Canadian canneries and the manufactured product will be returned, thus securing a refund of 99 per cent. of the import duty. This course will be pursued until the Canadian canneries can get all the fish they want in their own waters.

Prof. David Starr Jordan and Prof. E. E. Prince, comprising the international fishery commission, returned to Vancouver this week from the north. They made the statement that the pro-

posed regulations relating to fisheries in international waters contiguous to the Dominion and the United States would not go into effect until the season of 1911. They will be published, however, next December, so that canners will be enabled to familiarize themselves with them. While in the north, the discovery was made that the salmon in the Naas and Skeena rivers are of a totally different tribe than those in southern waters, and are surprised that the find was not made before. This week, the commissioners are studying the salmon among the islands in the Gulf of Georgia.

## VISIT OTHER TOWNS.

An exchange suggests that merchants should take a day off occasionally and go to some strange town where they can study windows and store interiors, unbiased by the prejudices and preferences that always warp our judgment in the midst of our own business acquaintance. Besides, whole towns sometimes get in a single rut; and then again, who knows but that some town may be most wonderfully enterprising or may release their surplus energy along channels new to us.

In the home town we can never get quite away from the tradesman's end of the telescope. In a strange place we are only one of the gazing crowd and we see things from a different point of view.

The comments of these passing strangers, too, will do us good. A casual criticism may point out a fault in window construction that we have been guilty of a hundred times and never noticed. If one of our neighbors dared to call attention to it we would say to ourselves, "Oh, well, that is only old Mossback's judgment; what does he know about window dressing? He never dressed a window in his life." The criticism of a stranger forces us to realize that this is the way our window looks to some of the public, and we profit by the suggestion.

An occasional day spent away from familiar scenes is a good thing in any case, though we are too apt to spend in some big city, where, we mistake, we believe, all good ideas originate. Sometimes we could learn more of practical value in our every-day business by spending the time in some town similar to our own, where the people are more metropolitan in their tastes, and where their natural limitations are not in harmony with ours.

A country town of 4,000 people can learn much from a city many times its size, but much of it will be little suited to rural conditions. The small town needs some of its lessons from progressive members of a similar class.



## THE ADULTERATION OF FOODS IN CANADA

Recent analyses of Canadian foods reported by the Department of Inland Revenue of the Dominion government, indicate that food adulteration in Canada is fairly common. This is a matter which deserves every consideration of the officials of the government who have the health and best interests of the consuming public at heart.

There is, of course, another phase of the question affecting the grocery trade in general, which is often lost sight of by the men at the helm. It is the injustice done to honest manufacturers by those who adulterate foods and do not comply with the adulteration act.

It stands to reason that every manufacturer who produces an inferior article because he adulterates it, can sell that article to the trade cheaper than the manufacturer who turns out absolutely pure goods. The law plainly states that if an article is adulterated the fact must be made known on the label by use of a word or phrase indicating that it is a "compound."

But here is just where the trouble has been. Manufacturers have sent out adulterated goods and sold them as pure. They have therefore not only broken the law, but have injured their honest competitors who declined to follow their examples.

The other day a dealer stated to The Canadian Grocer that the sales of his firm in cream of tartar alone had fallen off one-half this year so far, when compared with the same period of a year ago. He was positive that it was the adulteration of cream of tartar by some of his competitors that was the cause of it. Alum is the chief adulterant used in cream of tartar and with the cost of this placed at about 1½ cents per pound compared with cream of tartar at from 20 to 25 cents per pound, it can easily be seen why the manufacturer who adulterates his goods can sell cheaper. Necessarily, if he is not checked in the ways, his honest competitor must lose.

This is not as it should be. It is not a square deal and should not be tolerated by any government.

Coffee is another food which comes in for a considerable share of abuse. The chief adulterant is chicory, a root somewhat similar to the parsnip. In Canada, however, chicory is used extensively because a portion of the trade regards a good 'drink' at a comparatively low price. One dealer stated that he believed 90 per cent. of the coffee sold in this country contains chicory. Another stated that not more than 50 per cent. was adulterated and that this was done to supply the demand principally of large lumber and construction companies who wanted a good drink, but

who did not care to pay a high figure. The average retailer, he claimed, bought pure coffee, and many added the chicory in their own stores providing customers desired it. Some of the houses who use it neglect to state on the label that a "compound" article is being offered for sale.

As to whether chicory deteriorates the quality of the coffee is a debatable question. One broker stated that "it puts body in it," and he preferred its use. Another said: "The best houses never use it."

It is claimed by some that if chicory were not used, the sales of coffee in Canada would not be large. In the United States coffee is probably the national drink and prices, being highly competitive, are low. In this country if only pure coffee were used, the dealer declared that consumption would decline as higher prices would prevail. He stated, however, that a cheap coffee could be offered, but this would be much inferior in quality to the mixture of chicory with pure coffee, while the difference in price would be little. In view of such conditions he maintained that the compound article was in greater demand than the cheaper coffees.

Government records show that adulteration has been going on in peppers, cloves, jams, wines, etc., but they indicate that in some cases at least it has not been so prevalent of late. However, the question is one that should be gone into thoroughly, principally for the protection of those manufacturers, distributors and retailers, who want to be honest with their customers and who represent their goods to be exactly what they are.

## WEIGHT OF BREAD.

TORONTO WORLD.

Much misapprehension seems to have spread about the terms of the Bread Act, passed by the legislature in 1908. Some people even argue that there is no control over the weight of bread, and that there is no standard loaf. The standard loaf, according to the act, weighs three pounds. This is the large loaf. The small loaf is half the size. Sub-section (1) of section 1 of the act (chapter 56, O. S., 1908) makes this clear:

No person shall make bread for sale, or offer bread for sale outside of the municipality wherein the same was made, other than fancy bread, except in loaves weighing either one and one-half pounds, or three pounds avoirdupois.

Loaves of fancy bread similarly must be of the weight of either 16 or 20 ounces avoirdupois.

Inspection is provided for, by the act.

in the factory in which the bread is made, for all bread. Bread sold outside the municipality in which it is baked may be inspected for weight where it is offered for sale. Toronto bread offered in Hamilton can be inspected in Hamilton. Hamilton bread offered in Toronto can be inspected in Toronto at the store where it is being sold.

## NEW BILL OF LADING.

An announcement which will be hailed with delight by the manufacturing and business community of Canada is one made this week by the Canadian Board of Railway Commissioners to the effect that they have approved of the two forms of the new bill of lading. The text of the bill was agreed upon some months ago by a committee representing the manufacturing, railroading and shipping interests. Many conferences were held before an agreement was reached, but the final draft was considered the best for all parties.

The new bill is simple. It contains only 11 sections as compared with 21 in the old bill. An important point is this: That it imposes on the carrying companies additional obligations; making them responsible for negligence in transport or delivery; and it also makes the initial carrier responsible for a consignment of goods to destination, even though the goods pass over other lines in Canada; or the goods are handled by U. S. or other foreign companies with which there is a joint traffic arrangement. This is a great gain for shippers, because the old bill was made by the carriers for the carriers; while the new bill is practically made by the carriers for the shippers. Instead of the carrier when answering a charge of negligence simply stating that it had done its duty, it must now under the new bill prove that the loss was through no fault of the carrier or its agents. The bill comes into force on Oct. 1.

## LEARN DETAILS OF BUSINESS.

The young man who hopes to have charge of a business some day, should never lose sight of the fact that it pays to learn every detail of the business. Every day some little thing comes up, though a mere incident and possibly passed over without digging down to the bottom of it, should be treated differently by the young man who would make a success of life.

Never allow these little details to pass without making yourself thoroughly familiar with them, for they are business lessons, and the more of them absorbed while working for another, the fewer of them will be stumbling-blocks when it comes time to manage the business yourself.

## Review of Ontario Grocery Trade Happenings.

**Ingersoll Grocery Plans to Have Public Shop Early — Cutting Gem Jar Prices in Ottawa—Progress of Collection System in Guelph, Brantford and Wallaceburg — London Grocers to Hold a Donnybrook Picnic—Merchants in Kingston Talk About Cash System.**

### INGERSOLL.

August 11.—A plan worthy of commendation is being followed each week by F. McDougall. He has inaugurated Friday specials, doing extensive advertising, in which a complete line of all seasonable articles are mentioned. The object of the plan is to induce the people to do extra purchasing on Fridays and thus lessen the volume of business on Saturdays, which never ceases until a late hour. This policy seems worthy of consideration and the pity is that all merchants cannot arrive at an understanding and close their stores at a stated hour. This would surely bring about a greater uniformity of purchasing, and the merchants and their staffs would enjoy many leisure hours that are now spent behind the counter. In the larger cities among the largest mercantile firms, the early movement seems to be growing and when the question is pondered on there seems no valid reason why merchants should have to keep their stores open until the midnight hour on Saturday nights. What the people want is systematic education along the line of early buying. It is a well-known fact that many people will go "down town" on a Saturday night and promenade for several hours before turning their thoughts to their purchases. Then at the last moment they will drop in on the butcher or the grocer and invariably want immediate attention and their orders "sent up." A special inducement, if it is really necessary, to get the people to shop early is certainly a move in the right direction, and there is no day to which it applies with greater force than Friday. The plan inaugurated by Mr. McDougall is undoubtedly a good one and one by which merchants in general should benefit in time if it proves a success.

### OTTAWA.

August 11.—There was a large supply of every variety of vegetables on the Ottawa market on Saturday morning, and the attendance was large. Prices seemed fairly low, except in the case of eggs. An aeroplane does not seem to be in the same class with the hen fruit for upward flights these days and it was selling in the majority of cases at 30c a dozen. The lowest figure at which eggs retailed was 28c. Butter, however, was about the same price as usual. Potatoes were cheaper and new ones could be purchased for \$1 a bag.

Grocers in Ottawa seem to be buying their fruit on a much better system this year than in previous years. They purchase through brokers, who give the price of the fruit for the following day. The merchant gives his order before noon and the following morning at 6 o'clock his goods are at the express office. In this way the grocer has all af-

ternoon to quote prices to his customers on the fruit for the following day.

The deal by which A. E. Rea & Co., Toronto, secure from Thomas Lindsay his controlling interest in the big Ottawa departmental store firm of T. Lindsay, Limited, was completed last Friday by a cash payment of an amount in the neighborhood of a quarter of a million dollars.

Chas. E. Bucklee, of Park, Blackwell Co., called on the trade this week.

H. D. Marshall, formerly with the F. J. Castle Co., wholesale grocers, of this city, has opened an office and is carrying on business as a manufacturers' agent and broker.

Tommy Reynolds, of the Quaker Oats Co., spent last week in the city in the interests of his firm.

W. A. Rae, the "sour" man for the vinegar firm of Wilson, Lytle, Badgerow Co., has been calling on the trade here.

F. W. Huband, for over 25 years with Bate & Co., has severed his connection with that firm, and is now in the brokerage business for himself.

The "Old Dutchman" has been in the city for the past two weeks and about every third grocer has an old Dutch window display.

The departmental stores are again cutting into the gem jar business and advertise jars at from 10c to 15c per dozen cheaper than the grocers can sell them.

Collections are slow, owing to the fact that persons owing bills go off on a holiday and think the grocer can wait for his money. He gets his goods for nothing and his profits are large. Yes, of course!

### GUELPH.

August 11.—J. A. McCrae is at present holidaying in Muskoka, but is expected home in a few days.

W. H. Lillie, of the staff of A. J. Groom's, Upper Wyndham Street, grocery left the first of this week for two weeks' vacation which will be spent with friends near Fergus.

Miss MacGee, accountant in the office of R. & J. H. Simpson, wholesale grocers, of this city, is spending her summer holidays in Muskoka.

"Bob" Robinson, clerk in Hadden's grocery store, Quebec Street, who is an active worker in the Clerks' and Salesmen's Association, being secretary, informed your correspondent that in order to get themselves out of debt, the association was contemplating holding another Annual Clerks' Day at Exhibition Park. They will have races and games in the afternoon, with a band concert at night. The date will likely be the 26th of this month.

Roy MacDonald of Beaton, Walter Grindlay of Guelph, and Mr. Snell, all travelers for the firm of R. & J. H. Simpson, are taking their summer holi-

days. Mr. Snell is visiting friends in Toronto and contemplates a trip through the Thousand Islands, while Albert Simpson, son of J. H. Simpson, another traveler, is spending a pleasant month touring around the country in his fine red auto.

Thursday, August 12th is the date set apart for the annual picnic of J. A. McCrae's employees. Extensive arrangements have been made this year to make the picnic a great success. The picnicking grounds will be at Elora. About fifty dollars in prizes will be distributed among the winners of the races and other events.

D. A. Seroggie, the official collector of the Retail Merchants' Association, pursues the even tenor of his way with enthusiasm and persistence that is bound to bring results. He keeps the merchants happy and the dead-beats unhappy and his current year has just been completed and as a result the money collected directly by him has amounted to \$900. This is only what he has collected directly. There have been many bad accounts paid in by the black-listed ones to the merchants to whom they owe, but the extent of these settlements is not and cannot be known until they are totalled up at the end of the year. Compared with the splendid showing for his first year as collector, when in the twelve months he raked in \$2,300, the results of Mr. Seroggie's labors for this year are gratifying indeed.

### BRANTFORD.

August 11.—The system of collecting bad debts through the agency of a paid collector appears to be giving satisfactory results in this city. Norman W. Litts, the collector, is well satisfied with his efforts thus far, and the merchants, on the other hand, are loud in their praise of the possibilities which the system offers. A careful estimate on the part of the collector shows that about \$14,000 is outstanding on the books of the merchants who are in the organization and whose interests so far as bad debts are concerned, will now be in the hands of the collector. It is expected that considerable of this amount will be secured through the medium of the agency, while much more will be paid promptly in the future by reason of the lists which the collector will maintain, showing all customers who are owing debts. In this respect Brantford, in the past, has had quite a record. Not very long ago a local merchant, in retiring from business, offered to sell \$500 worth of accounts for \$100. He merely serves to show the extent to which the credit system prevailed and the disastrous results which attended it. Great things are expected of the new system.

Mr. Costin has sold his grocery business on Marlboro Street and will move to the outskirts of the city. He formerly conducted a business in the country and on two or three changes recently has made handsome profits.

The soap works, on Clarence Street, have been closed up on order of the board of health and city council. In



## THE CANADIAN GROCER

In addition, the owner was fined \$200 for failing to obey the order of the court to cease manufacture. The whole trouble arose over the company coming into the city and commencing the manufacture of soap in a residential district without a license. The residents made protests and the works were declared a menace. The manufacture will be continued in the county.

The Barnum & Bailey circus will be in Brantford next Saturday. Other points in Ontario will also be visited. The circus carries 1,400 people and there is a good chance for a quick turnover by grocers, butchers and bakers in catering to the wants of the aggregation. One fad which has taken hold in Brantford is the issuing of monthly papers by business men. The idea has been considerable to commend it for the cost of paper, printing and distribution is very slight. Through this means the dealer, once a month, can get personal attention in practically every home in the city, and if he has the right kind of material to offer is certain to reap considerable surplus trade. Besides, it advertises his name. The paper need not be a large affair. The style being used here is merely a leaflet of four pages, or one sheet of paper folded. The folded page is probably about 6x8 inches. It is a new and very attractive form of advertising.

J. Church has taken the position at the Cash Bargain Grocery left vacant by D. D. Butler.

Frank Main has been recently engaged as clerk at E. Kitchen's North Ward store.

### BRACEBRIDGE.

August 11.—Saturday the streets of our town were lined with shoppers from the lakes. This trade is growing year by year and our merchants are alive to meet it.

Kirk Bros. have a pretty window of breakfast cereals. It suggests easy house-keeping during hot weather.

We are having a rest for two weeks from the continual rush of travelers. Not that the merchant does not like to see them, but a rest in that line always gives them a better reception after the two weeks are over. It is only too bad the grocers and clerks could not do the same.

Speaking about travelers, they certainly are up against it during the summer months. Running into towns that have a civic holiday and summer half-holidays at different times is not pleasant. Something might be done forcing all towns and cities to observe a civic holiday at one time.

Alfred E. Munday, a former Bracebridge grocer, now of Toronto, is in town visiting old acquaintances. "Alf" still has a warm spot in his heart for old Bracebridge.

Your correspondent visited Parry Sound on August 4th. He had the pleasure of visiting several grocery stores, and found them up-to-date, especially the store owned by Perks & Son.

On Saturday our grocery windows were decorated with a bountiful supply of all kinds of fruit and vegetables. Joe Meyers, Melville Ross, L. A. Lacey, Kirk Bros., Armstrong & Gillespie, R. A. Lawson and Hutchison Bros. were all showing up-to-date window displays.

### TORONTO.

August 11.—Vegetable growers declare that there will this year be a shortage in the onion crop in this district, and the tomato crop is also predicted to be on the short side. This was the conclusion arrived at at the regular monthly meeting of the Ontario Vegetable Growers' Association, Toronto branch, on Saturday night, over which President Thos. Delworth, Weston, presided. The growers report a none too favorable vegetable outlook for York and Peel. The cold spring, with its consequent late seeding, was the first setback, and now the drouth, following on a period of rain, threatens to wither up a large part of the crop. This is especially true of onions, and general indications also are for a shortage in tomatoes. Cabbage, cauliflower and celery, which have a longer season of growth, stand a better chance. Late seeding does not affect them so much as it does onions and tomatoes, which should mature by the end of August. The potato crop looks promising all over the country, and in the Dixie district is above the average.

The bread question in Toronto is attracting considerable comment. City Solicitor W. C. Chisholm has reported to Mayor Oliver that the city has no power to control the weight of loaves of bread made and sold in Toronto, except in the case of fancy bread, which must have a label on it showing that it is fancy bread and stating the correct weight. Bread made outside the city and sold within must be standard loaves of either 1½ or 3 lbs. weight, or, if fancy bread, 1 oz. or 20 oz. weight.

### LONDON.

Aug. 11.—With all the travelers off the road, wholesale trade was quiet last week, and it will likely remain so until after the men with the samples get back to their duties again, on Monday next.

Both raw and refined sugars remain firm and the prices of teas of all kinds keep up. There is little change in coffees. From reports received by local brokers, Valencia raisins are going to be a good crop. No quotations have yet been received.

Seasonable holiday quietness prevails in the local retail trade, and dealers are taking advantage of it to arrange outings. Members of the Retail Grocers' Association have decided to hold what is known as a "Donnybrook" picnic, at Dorchester, on Wednesday afternoon of next week, and that there will be a lively time goes without saying.

A change has taken place in the Gorman-Eckert firm. R. C. Eckert, whose health of late has not been all that could be desired, is withdrawing his active interest in the big spice manufacturing and canning concern. It is understood that Charles W. Nicholls, traveler for A. M. Smith & Co., who has a financial interest in the Gorman-Eckert Co., will quit the road and devote his time and energies to the interest of the latter firm.

Wholesale grocers here are expecting an advance of fully 25 per cent. in the prices of canned peas shortly, owing to the shortness of the crop. The canners, it is stated, are finding it impossible to get enough peas to meet the demand.

Every fourth year is supposed to be a big year for salmon, and as this is a fourth year a big catch was expected. According to reports received by brokers, however, the catch will not be what was anticipated.

### CHATHAM.

Aug. 11. — Monday was Chatham's civic holiday, a circumstance which rather foreshortens the week for business concerns, all the stores being closed.

M. Muire has opened a grocery and shoe repairing shop—a novel combination—at the corner of Murray and Prince Streets, where W. J. Radley formerly carried on business. Mr. Muire is starting out well by making use of some advertising space.

An important business change took place last week at Thamesville, when Smith & Climie disposed of their large stock of groceries, dry goods, etc., to Robinson & McGuire, of Strathroy.

Harold Little, of the Star Grocery, Ridgeway, is spending a month's holidays at Terrace Beach.

The pickle factory at Leamington is a busy place just now, about 60 hands being employed, and this number will shortly be increased. B. W. Cox, a Leamington merchant, who grows vegetables as a sideline, was among the first to deliver cucumbers. It was thought that the pickle crop would be short, owing to drouth, but recent rains will probably prove beneficial.

Leamington vegetable growers recently took advantage of the Dominion Government's offer and shipped a carload of tomatoes on a cold storage car to Winnipeg. The cost of shipment was 11 cents per basket, a government employe accompanying the shipment to supervise distribution. The growers are carefully watching the results of the experiment, which, if successful, will be followed up.

D. W. Newcombe last week celebrated the completion of his thirtieth year in business in Thamesville, he now holding the distinction of being the only man in the village who has carried on business continuously at the same stand during that length of time.

The collection scheme recently inaugurated by the Wallaceburg merchants' as-

sociation is working well. Mr. Askunas, the official collector, returned \$505.80 collections for the month of July alone, which is a very substantial record, considering that the system is still practically in its inception.

The King Edward grocery is out with a handsome new delivery outfit, both horse and rig. The outfit has come in for quite a few favorable comments.

Soft drinks are much in evidence in grocery windows, and grocers who have been handling this line steadily for several years report that there is a fairly good family trade. It has to be developed, however. The business involved quite a bit of work for the grocer, owing to the fact that the bottles are charged to him, credit being allowed for returned empties; which means that every order involves two trips, one to deliver the bottles and one to secure them after the customer is through. Carefully kept track of, however, the business pays.

A scheme for keeping track of gross receipts from the sale of different lines of goods which could be easily adapted to a grocery or general business not large enough to be regularly "departmentized" is being employed by S. F. Park & Co., druggists. The firm's cash register has an attachment for recording sales by each member of the staff, sales being distinguished by the letters A., B., C. and D. Instead of following the original intention, the letters are apportioned to various classes of goods, such as, A., drugs; B., pipes and tobaccos; C., candy and stationery; D., sundries. Frequently a merchant wishes to keep tab on the sales of competitive lines, and the use of cash register keys in this fashion would facilitate the work.

**KINGSTON.**

August 11.—Kingston is getting more like New York every day, since August set in with 90 to 99 degrees in the shade and blisters on the sun. Yes, it was a trial Saturday for the farmers' wives and daughters sitting on the rigs selling roasters and broilers with their mouths wide open gasping for air. The hot rays of "Sol" had a softening effect on farmers Smith, Jones, Brown and Maclean—not a hot raise but a hot drop in prices. The grocers had things their own way and bought up bargains galore. "I never saw farmers," said Jim the grocer, "haul so much money out of their pockets to make change. The jingle of silver in their pockets reminded me of winter sleigh bells."

Stanley Sharp, son of Major Sharp, and a clerk in Crawford's grocery, met with a sudden death recently by falling off an iron bar supporting a swing at Ontario Park.

After all debts were paid, the treasurer of the grocers' picnic declared a dividend. This added to the bank account will come in handy for a rainy day.

Travelers say there is a short crop of peas and advise the buying of futures in canned goods as they are sure to go up. All bosh! No one can tell yet. Who can foretell the price of sugar? Ofttimes raws go up in New York and our sugars go down 5 and 10c. No one knows why. "Buy as you need," a

wise wholesaler told me once, but we will not profit by experience; we do like to gamble a little.

Leading grocers and dry-goods men are quietly talking of the feasibility of driving a few spikes through their

ledgers and putting their business on cash basis. The shoe dealers took this stand three years ago and are delighted. There are no worried faces and wrinkled foreheads now. Is the millenium coming?

**Notes from the Maritime Provinces and Quebec**

**Flour Prices Decline in Halifax—Montreal Grocers' Association Watching Sunday Sellers—Business Conditions in Sherbrooke.**

**MONTREAL.**

August 10.—The Retail Grocers' Association is carrying on a vigorous warfare against Sunday vendors in Montreal and during the week three were fined. The Association seems determined to check illegal Sunday selling claiming that to them it is an injustice. Those who appeared before the Magistrate were:—Bessie Weinsten, 336 Visitation street; Dominico Mascetto, 527 St. Timothee street, and Lewis Rodler Soicer, of 11 Dorchester street east. They pleaded guilty and each was fined \$5 and costs. The Grocers' Association is keeping a rigid watch out for any further violation of the law in this regard.

**HALIFAX.**

Aug. 10.—The wholesale grocers report trade in fairly good volume. The travelers now on the road are sending in satisfactory orders, and as a whole, business shows considerable improvement, outside of the mining districts in Cape Breton. The effects of the strike are being severely felt in the eastern part of the Province. With this exception, the outlook for a good fall trade appears to be excellent. The fruit and farm crops generally are very promising, fishing is good, and altogether, conditions are encouraging. Pork of all kinds is very scarce, and the price quoted is high. The few barrels now on the market are selling at \$25.50 to \$26.50. Hams and bacon have also advanced, the prices now quoted being higher than for many years. Hams are selling at 16 1/2 to 17 cents, and roll bacon in barrel lots at 15 cents. New Valencia onions are now on the market, and are selling at 31 cents per pound. There has been a cut in the prices of condensed milk and cream. The former selling price was \$1.80 per case; it is now being offered to the trade at \$3.75 per case.

There has been a change in the price of sugars. Standard granulated is quoted at \$4.75; bright yellow at \$4.55, and Austrian at \$4.55. Large shipments of sugar continue to come along from the West Indies for the local refineries. Fruit is in good supply, and prices are easing off some for such stock as pears and peaches. The quality of the former is

only fair, no first-class fruit being on sale yet.

Butter is steady and firm, and no immediate change in the price is looked for. Small tubs of fresh dairy butter continue to come along and it finds a ready sale. There is a heavy falling off in the receipts of eggs and the supply of fresh laid stock offering is very small. Fresh eggs at retail are selling at 25 cents per dozen. There is only a very light demand for case eggs.

The prices of flour have declined about 20 cents per barrel. The Halifax market, however, is fairly firm and stocks are barely sufficient to carry dealers over until they can receive lower priced goods. The mills have been offering at various prices for shipment all the way from the 10th to the end of August and the further off the shipment, the lower the quotations. One wholesale dealer says: "This weakening on the part of the Ontario millers is always epidemic at this particular season, and after the fit has passed, they usually awake to the fact that they have been offering to purchasers at less than cost, and this, it is thought, will be felt more pronounced this year than in some former seasons, as the European market is willing to make contracts at better prices than are being quoted to the Maritime Province. It is the opinion of the trade that prices will settle down about \$1.00 under the highest price reached, and taking the season of 1908-09 as a criterion of the wheat crop of the world, it is only reasonable to expect \$7.00 flour after the first of January next." Quotations are:—

Royal Household, Parity,		
Five Roses, and Five Stars	.....	\$ 6.85 \$ 7.00
Ontario Blends	.....	6.10 6.40
Roll'd Oats	.....	5.75 5.85
Feed Flour	.....	1.85
Manitoba Oats	.....	.63 .60
Cornmeal	.....	1.75 1.85
Beans, prime	.....	2.30
Beans, hand-picked	.....	2.50
Peas, split, 196 lbs	.....	5.40 5.50
Peas, whole, 196 lbs.	.....	4.40 4.50
Middlings, ton	.....	27.50 28.50
Bran, ton	.....	25.50 26.50
Hay, ton	.....	10.00 12.00



## THE CANADIAN GROCER

### SHERBROOKE.

August 10.—A new store was opened recently on Belvidere Street, by Edmond Hebert, assistant tax collector, of this city. It is Mr. Hebert's intention to carry a line of such groceries, tobacco and confectionery as will meet the demands of that neighborhood.

Wm. Murray, the oldest grocer of this city, is convalescing, after a severe attack of paralysis.

May & Houlahan have installed a modern type of cash register in their grocery store on Dufferin Avenue. This register was expensive, but the results obtained from it in time will more than

balance the amount expended on it. A complete record is kept of each clerk's daily transactions, showing the amount of his cash sales, charges and expenditures, also the time of his arrival at and departure from the store.

The marriage took place at Ulverton, Que., recently of Miss Ethel Cross to Frank A. Hovey, grocer and provision dealer, of this city.

An auction sale of dry goods, boots and shoes, clothing and groceries, the contents of the general store belonging to D. H. Simons, of East Angus, a short distance from here, was held on Wednesday, August 4.

## Current Business Happenings in Western Canada

**Some Effects of Advance in Biscuit Prices — Barley Being Cut Around Edmonton—Damage to Crops by Hail—Many Whales Being Captured Off Coast of British Columbia—Grocery Trade Markets in Vancouver, Edmonton and Calgary.**

### VANCOUVER.

August 10. Competition has been the factor in reducing the price of hot-house tomatoes still further in this city. Last week it was noted that the Royal Nurseries and Floral Company, of Vancouver, has placed its product on the market, where the monopoly had hitherto been enjoyed by Victoria growers. This brought the price down from over \$3 to \$2 per crate of 20 pounds. Now the price is down still further, the quotation being \$1.50 for the local and \$1.75 for those from Victoria. The quality is good. Watermelons are cheap this season, going at 11c per pound.

The raising of prices of soda biscuits, consequent on the high prices of flour, may affect some dealers more than others. One firm, for instance, has been jobbing at 25c, retailing at 30c, but now with the increase in the wholesale price to 27½c, the retailer is forced to sell at 35c to make anything at all, for with the absence of copper coinage here, there is nothing left but to make a nickel jump. Another biscuit was jobbed at 24c, and it is quoted to raise to 26c, but at this figure the tin can be retailed at 30c. On the other hand, to meet the necessity without raising the price, a Vancouver manufacturing house some time ago reduced the size of its tin, adhering to the 25c price, and now the representative of a local firm states that that firm may follow the same course.

A. R. Shewan, commercial traveler, representing Bowin, Wilson & Co., of Montreal, who has come to the coast for many years, is in the city. He was taken ill in Cranbrook, B.C., a couple of weeks ago, and was looked after by his son, who is a doctor at Trail, B.C. It is his intention to retire from the road shortly.

The Vancouver Milling & Grain Co. is making a special effort to introduce its flour. It gives coupons, and ten are drawn each month, the lucky holders receiving each a 100-piece dinner set.

The health department of this city has received from Ottawa a report on the quality of samples of cream of tartar purchased in Vancouver stores. Fourteen groceries were visited and of the samples obtained only one was found to be adulterated, this having a quantity of alum.

Reporting on the fruit crop in the Kootenay district, Fred Adie, assistant provincial fruit inspector, states that there will be a remarkably good pear crop, and while apples will be below the usual average in quantity, they will be above the average in quality. The crops of peaches and plums would be fair. Strawberries in that district had been exceptionally good in quality this season, and while not quite as plentiful as last, the prices were much better. Mr. Adie says: "This season has proved that the fruit growing industry of the Kootenay has now been placed on a stable business basis and will from now on be one of the most important of the district's numerous assets."

Because of local conditions, the cannery of the Thompson Valley Canning Co., at Kamloops may not be operated this year. The machinery has been received, but has not been installed. The directors complain that they have experienced considerable difficulty in promoting their enterprise because of "knocking" of local factions. They claim that business men in Kamloops have quietly advised growers not to bring products this year, as the outlook for canning was too uncertain. The result has been that very few, if any, contracts have been received by the canneryman. The latter say it is because of the immense trade done in eastern canned goods by the local merchants.

Market gardening is now beginning to occupy the attention of the smaller landholders, and many hope that this will ultimately mean the ousting of the Chinaman. In Chilliwack, a Mr. Cope-

land, from Ontario, started growing celery and with such success that he and others associated with him have 60 acres planted out this season, in celery, cauliflower and onions. He ships the celery all the way from Lake Superior to Victoria, and finds the demand active. The quality is superior to that of the imported article, and the same can be said of the onions. The expansion of this industry will mean the retention in the province of large sums of money, which are now sent to California.

### VANCOUVER MARKETS.

Sugar, standard	6.00	Evaporated apples	0.68
Prunes	0.04	Butter, per lb.	0.25
Currents	0.06	Cheese, per lb.	0.15
Dried peaches	0.12	Eggs, dozen	0.28
Dried apricots	0.11		
Flour, Royal		Canned Goods	
Household, 50 lb.	7.50	Beans	1.05
Commercial, p. 100		Tomatoes	1.32
Flour	2.50	Corn	1.10
Beans, per lb.	0.05	Apples	1.17
Rice, per ton	72.00	Strawberries	2.15
Taproot, per lb.	0.03	Raspberries	1.05

### EDMONTON.

Aug. 10.—The month of July was not permitted to close before the sound of the binder was heard at several points throughout the province. Beardless barley has been cut along the C.N.R. line and other barley fields will receive attention this week. With warm weather the other grains are ripening fast, and with a continuance of growing temperatures the predictions of a general harvest by the 20th of August will be well within the mark.

New potatoes that were selling for \$1.50 per bushel last week are now quoted at 75 cents to 85 cents per bushel. The offerings seem to be unlimited, and the local supply being so large, outside growers have no great opportunity to dispose of their surplus product.

Few loads of oats have been offered during the week, and prices have held firm. Oats are retailing now at 50 cents per bushel. Barley chop is worth 55 cents per bushel; oat chop \$1.65 per bushel and bran per cwt. \$1.35. No shorts and middlings are available, owing to the scarcity of wheat.

Splendid wild raspberries, which are beginning to appear on the market, were sold on Saturday at \$1.00 per gallon.

Corn meal has advanced from \$2.00 for bale of 10-10's, to \$3.20; the 2-50 from \$2.65 to \$2.95, wholesale.

A. L. Vandriek, who for the last four months has been conducting a grocery and hardware business at 2062 Namayo Avenue in the northerly part of the city has sold to J. S. Samis.

Alberta creameries last winter turned out twice the amount of butter made during the preceding winter, and the prospects for the present seasons are that the output will equal the record make of 1908. Still the price of butter during the winter was good, from the maker's standpoint, and has been generally good during the summer—much better than it was before the creamery industry was put on its feet by Government assistance. Considering that rail-

## THE CANADIAN GROCER

way enterprise is now about to open up the central and northern portions of our neighboring province to population, industry and trade it would seem wise to push forward the work of the establishment of creameries with a view of having the goods when the market calls for them.

On August 16th The Alberta Grain Co. will take over all the elevators of the Brackman-Ker Milling Co., in northern Alberta, with the exceptions of the storage structure at Stratheona and Edmonton. These include the elevators in nine centres. Wetaskiwin, Ledue, Hobbema, Ellersli, Stoney Plain, St. Albert, Bittern Lake, Fort Saskatchewan and Lamont. The company intends to devote its attention entirely to the extension of their milling interests in the City of Stratheona, especially the manufacture of rolled oats and cereals.

### EDMONTON MARKETS

Sugar	
B. C. granulated	5.54
Raymond best	5.44
Raisins	
Valencia, per 28 lb. box	2.20
California 3-crown muscatsels, per lb. in 50 lb. box	0.065
Seeded, 12 oz. package	0.075
California prunes, 90-100, per lb. (to rise on a size)	0.05
Currants, cleaned, in bulk, per lb. 1 lb. cartons	0.07
Peaches, evaporated, per lb.	0.08
Apples, per lb.	0.07
Dates, Hollow, per lb. in 30 lb. cases	0.12 0.13
Maple sugar, per lb.	0.07
Flour	
Capitol Brand, 98 lb. sack	3.25
White Rose, 98 lb. sack	3.25
Royal Household, 98 lb. sack	3.45
White Rose, 98 lb. sack	3.45
Beans, prime Ontario	2.70
Rice, best grade Japan, 50 lb. sacks	0.04
Tapioca	0.05
Evaporated apples, 50 lb. boxes	0.08
Butter, per lb.	0.15 0.20
Eggs, per dozen	0.23
Canned salmon, 4 doz. case	4.00 7.85
peas, standard case	1.50
tomatoes, 3s	2.50
corn	2.00
apples, 3s	2.50
gallons	1.50
strawberries, 2s	4.00
gallons	3.80
raspberries, 2s	4.00
gallons	3.80

### CALGARY.

August 19.—Another week of seasonable weather has brought the crops on fast, and should similar climatic conditions continue for two weeks longer a large proportion of the grain will be harvested. Business in all lines is active. The outward shipments from Calgary have never been so heavy as at present. Markets in most lines are holding firm. The local flour milling companies are preparing for stock-taking, which event takes place annually at the end of the present month.

Good milling wheat is becoming scarce. Flour in consequence is being held at comparatively high prices.

### CALGARY MARKETS

Sugars—	
B. C. granulated, per 100 lbs.	5.54
Raymond granulated, per 100 lbs.	5.44
Raisins—	
Valencia, layers, 28 lb. box	2.40
California, 3-crown muscatsels, per lb.	0.065
12 oz. choice seeded, per pkg.	0.06
16 "	0.07
S. C. prunes, 90-100, per lb. (to rise on a size)	0.055
S. C. prunes, 90-40, per lb.	0.10
8 C. prunes, 90-40, per lb.	0.08
Cal. evap. peaches, choice, in 25 lb. boxes	0.075
Cal. evap. apricots	0.13
Cal. evap. date, bulk, Hallowee, per lb.	0.075
Pure maple sugar, per box 40 1/2-lb. cakes	4.00
Rolled oats, B. & K. brand, 80s.	3.00

Flour, Hungarian, per 98 lb. sack	3.40
Economy	3.15
S. Bakers	2.65
Commeal, yellow, per 98 lb. sack	2.40
10-10s	2.65
Beans, Canadian, hand picked, per bush	3.00
California, limas, per lb.	0.065
pink, per lb.	0.06
Bayos, per lb.	0.04
Rice, Japan	0.04
Tapioca	0.05
Evap. apples	0.10
Butter, Alberta creamery	0.24
dairy, No. 1	0.20
Cheese, Alberta	0.14
Ontario, large	0.15
Ums	0.15
Eggs, fresh gathered, per case of 30 dozen	7.50
Pork, prime Alberta s.c., per bbl.	22.50
per 1 bbl.	12.00
Canned Goods	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz.	7.00
sockeyes, 1 lb. tall, 4 dozen	5.25
pink, 1 lb. tall, 4 dozen	4.00
Peas, in case, 2 dozen	2.25
Tomatoes, in case, 2 dozen	2.80
Corn, in case, 2 dozen	2.40
Apples, per case 1 doz., gallon	2.00
Strawberries, per case 2 doz., gallon	4.50
Raspberries, per case 2 doz.	4.50

### VICTORIA.

August 10.—The principal topic on the street is the big run of salmon in the straits off Victoria. It is not credible to those who have not seen a salmon run, when they are told that for miles the sea is solid with fish, more than three miles of fish being in one lot thousands leaping from the sea, a dazzling sight with the sun shining on their silvery sides. The tug Sadie, which brought a full laden scow of sockeyes and spring salmon to the inner harbor, at one time, landed ten tons of fine large spring salmon at the curing house. She reported that 10,000 sockeyes were taken from the traps of one firm at once, and within half an hour of the lift being made at Coal Creek, the watchman reported that over 5,000 had entered the traps.

There have been heavy catches of spring salmon this season. The curing companies have shipped more than \$100,000 worth to Germany.

The steamers on the western coast of Vancouver Island have had much success in capturing whales this season. One of the Blue Funnel line is taking 3,500 barrels of whale oil to Liverpool early in August. The price of this oil has dropped considerably, and so affected the stock of the company, but there is still a good return made on the investment. At Sechart this season the whalers have captured 187 whales.

The Wholesale and Retail grocers, with the Fruit Dealers, have decided on getting up a picnic. Committees are busy with various details: transportation, refreshments, sports, etc. They are going some twenty miles by rail to Sidney, where on the sea shore among groups of splendid trees, sunshine or shade can be found, with splendid grounds for the sports. There are large buildings with tables, etc., and means of getting hot water. It is proposed to have August 12th for the day, and all are looking forward to a good time.

### REGINA.

August 10.—A great deal of disappointment was experienced by the Regina people generally and the merchants in particular on account of the wet wea-

ther which prevailed here the first three days of last week and threatened to spoil the fair altogether. The rain made the track so bad that it was impossible to hold any horse races before Friday, and even then it was far from satisfactory to the horsemen. Even under the adverse conditions the town was crowded with visitors from the outside, and had the weather been favorable it would have been the most successful fair ever held in Regina. All the merchants say that considering the conditions business was satisfactory.

At present the one important topic of conversation to all is the crop. During the week several reports of damage by hail at different points have been received, and the Leader estimates at least a million dollars' damage has been done by hail so far. In the districts which have escaped, the crop never looked better and prospects are that in two weeks cutting will be general.

A good many of the merchants are complaining that the heavy rains of last week did more or less damage to their cellars by flooding, and several complaints have been made to the council.

All provision jobbers report a fair movement of goods and fair future orders. They are looking forward to large orders as soon as the crop is assured. No changes of importance in price have taken place lately. Preserving peaches are now in and are retailing for \$1.90 per crate. Blueberries and canteloupes are seen on the market. The first shipment of B. C. celery arrived on Wednesday and is excellent stuff.

G. F. Donaldson, who is to have charge of Tees & Persse, Regina branch, arrived here this week and is now busily engaged preparing for the arrival of their stock. They have taken part of Wilkinson's warehouse, on the corner of Rose and Dewdney Streets. They are handling several additional lines here to those they handle in Winnipeg.

M. K. Heap, head of Cameron & Heap, Ltd., spent several days here last week.

H. J. Smith, local manager of Campbell Bros. & Wilson, is spending a couple of weeks' vacation at Qu Appelle.

A. Mallinson, manager of Stockton & Mallinson, wholesale fruiterers, has left for Toronto, where he will be married on the 18th inst.

## MANITOBA MARKETS

Corrected by Telegraph.

### POINTERS:—

Advances—Evaporated apples, corn meal.

New goods—Delhi strawberries.

Withdrawals—Butter tubs; apricots.

Winnipeg, Aug. 12, 1909.

The weather has been conducive to an active trade, merchants throughout the country have been purchasing freely through the travelers, and during the next few weeks the wholesalers expect merchants in from every corner of the



# 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

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

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

**W. A. JAMESON**  
**COFFEE CO.**  
MANUFACTURERS  
Coffees, Teas, Spices, Etc.  
"Feather-light" Baking Powder  
Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

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

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

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

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

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.

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

**EDMONDS & BAKER**  
MANUFACTURERS AGENTS  
AND GROCERY BROKERS  
**100 Loo Bldg., VANCOUVER, B.C.**  
Open for a few more good agencies. We get results.  
CORRESPONDENCE SOLICITED

**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 Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

## Advertisers Cannot be Overlooked

BEING in the background of a merchant's mind, at a moment which decides the direction business shall take, may mean serious losses. When you advertise you cannot be overlooked---you always receive consideration---a consideration above that accorded the house that does not see the benefit of talking to the merchant when he has time to listen---when he sits down to read  
**THE CANADIAN GROCER.**





THE CANADIAN GROCER

Cornmeal, per sack	2 10
" per 1 sack	1 97
" per bale (10, 10s)	2 40

**BEANS**—The demand has so decreased that reductions had to be made. The same is true of this cereal as stated regarding barley. Supplies are scarce and so are orders.

7 lb. picker, per bushel	2 25
Hand picked, per bushel	2 65

**CANNED GOODS**—The trade is only moderate. New arrivals of strawberries have stimulated the trade somewhat. The following prices prevail generally.

Apples, gallons, per case of 1 dozen	1 40
" 3s, per case of 2 dozen	2 34
Apples, 2s, Rose brand, per case of 2 dozen	4 15
Raspberries, 2s, Logan's, per case of 2 dozen	2 60
Cherries, red, 2s, pitted, per case of 2 dozen	4 08
" white, 2s, pitted, per case of 2 dozen	4 28
Per case of 2 dozen	
Peaches, 2s, yellow	4 08
" 3s	6 44
" Pic, 3s	3 24
Peas, 2s, Bartlett, heavy syrup	3 98
" 2s, Flemish Beauty	3 58

Pineapple, 2s, graded	3 80
" 1s, sliced, case of 4 dozen	3 20
" 2s, " " " " " "	3 20
" 1s, whole, case of 4 dozen	3 00
" 2s, " " " " " "	3 05
Plums, 2s, Damsons	2 00
" 2s, Green Gage	2 98
" 2s, Lombard	2 00
Raspberries, 2s, red	4 08
Strawberries, 2s	2 80

**MEATS**—There is nothing to report in meats. The trade is not good. At this season of the year the trade is well supplied with fresh meats.

**FRESH FRUITS AND VEGETABLES**—Ruling prices are:

New potatoes, per bushel	1 00
Native cauliflower, per doz.	1 60 1 50
Native cabbage, per doz.	0 60
Native green beans, per lb.	0 04
Native celery, per doz.	0 50
Native carrots, per doz.	0 20
Native lettuce, per doz.	0 20
Native onions, per doz.	0 24
Native radishes, per doz.	0 20
Native cucumbers, per doz.	0 20
Temposco tomatoes, per crate of 4 baskets	1 00
Cal. tomatoes, per case	1 25
Ontario tomatoes, per basket	1 00

Porto Rico	0 40
Corn syrup, bbls.	0 03
" 1 bbls.	0 03
" 1 bbls.	0 03
" 25 lb. pails	1 75
" 25 lb. pails	1 25
Cases, 2 lb. tins, 2 doz. per case	2 40
" 5 lb. " 1 doz.	2 75
" 10 lb. " 1 doz.	2 65
" 20 lb. " 1 doz.	2 90

**DRIED FRUITS**—The between-season dullness is now showing, and there is little character to the demand except in Valencia raisins, currants in round packages, and dates. The market is unchanged in price all the way round. It looks as if prices would be dearer later on in raisins and currants as cables from Denia quote an advance of about one shilling per cwt. over previous quotations for Valencia for early shipment. Stocks in Spain of old crop are reported quite exhausted. Cables from Patras regarding currants advance prices one shilling and threepence, the crop owing to the unfavorable weather suffering an estimated depreciation of 15 per cent. under last year.

Currants, fine filar, per lb.	0 96	0 07
" Patras, per lb.	0 97	0 08
" Vostizza, per lb.	0 98	0 09
Dates		
Hallowes, per lb.	0 94	0 05
Sais, per lb.		0 05
Evaporated Fruits, California		
Apples, per lb.	0 12	0 15
Peaches, " "	0 11	0 13
Pears, " "		0 13
Prunes, 25 lb. boxes, 204 lbs.	0 10	0 12
" " " " " "	40 20	0 10
" " " " " "	50 28	0 08
" " " " " "	60 28	0 07
" " " " " "	60 28	0 07
" " " " " "	60 28	0 07
Raisins		
Australian, per lb. (to arrive)	0 08	0 09
California, choice seedling, 1 lb. bags	0 06	0 07
" fancy seedling, 1 lb. bags	0 07	0 08
" loose muscades, 4-crown, per lb.	0 07	0 08
" sultana, per lb.	0 07	0 08
Valencia, fine off stalk, per lb.	0 04	0 05
" select, per lb.	0 05	0 05
" 4-crown layers, per lb.	0 05	0 06

**TEA**—The market is in good shape, with all lines firm and unchanged. Buying is active, and more inquiries are noticed.

China	0 40	0 50
China	0 25	0 35
Japan	0 20	0 30
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon Broken Orange Pekoe	0 21	0 40
Pekoe	0 20	0 22
Pekoe Souchong	0 20	0 22
India Pekoe Souchong	0 19	0 20
Ceylon greens Young Hyson	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 15	0 22
China greens Pingsuey gunpowder, low grade	0 14	0 18
" " " " " "	0 20	0 30
" " " " " "	0 30	0 50

Canadian Markets and Market Notes.

QUEBEC MARKETS

POINTERS—

- Evaporated Apples—Advance of 1c.
- Rice—Decline in 250 lb. bags.
- Sugar—Market strong.

Montreal, Aug. 12, 1909.

The sugar situation is somewhat interesting. It looks as if prices in New York were likely to advance, and if this happens it will likely have a sympathetic influence upon the market here. As it is prices are firm. Valencia raisins and currants may be dearer this coming season, as cables report advances in both crop districts, the latter being due to crop depreciation. Inquiries have improved in tea, and prospects look good.

Evaporated apples have advanced owing to depletion of stocks.


**SUGAR**—There is a strong tone to the market. Buying is brisk, and the fact that New York prices may advance, tends to make quotations very firm. Prices this week are unchanged.

Granulated, bags	4 60
" 50 lb. bags	4 70
" Imperial	4 35
" Bx	4 35
Paris lump, boxes, 100 lbs.	5 50
" " " " " "	5 60
" " " " " "	5 80
Red seal, in cartons, each	0 35
Cryal diamonds, bbls.	5 40
" " " " " "	5 50
" " " " " "	5 60
" " " " " "	5 80
" " " " " "	0 35
" " " " " "	0 35
Extra ground, bbls.	5 05
" " " " " "	5 25
" " " " " "	5 45
Powdered, bbls.	4 85
" " " " " "	5 05
Phoenix, 50 lb. boxes	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 " "	4 35
No. 1 " "	4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

**SYRUPS AND MOLASSES**—Syrups are now quieter than they were. The demand for molasses, however, keeps up well. The market is unchanged.

Fancy Barbadoes molasses, puncheons	0 28	0 40
" " " " " "	0 41	0 43
" " " " " "	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " " " "	0 44	0 46
" " " " " "	0 45	0 48
New Orleans	0 22	0 35
Antigua	0 20	0 30



# HOLBROOK'S

## Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH  
40 Scott Street, Toronto  
Canadian Manager, H. Gilbert Nobbs


MADE AND BOTTLED  
IN ENGLAND.





**PUSH**

**WHITE**



**SWAN**

**COFFEE**

QUALITY GOODS

HANDSOMEST GOODS

LARGEST PROFITS

Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



Manufactured by  
**NATIONAL LICORICE Co.**  
Montreal.

**SOFT MINTS—5c. boxes.**

**ACME PELLETS—5-lb. tins.**

**M. & R. WAFERS—5c. bags.**

and a complete line of **LOZENCES, 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  
VANCOUVER, J. F. Mowat & Co., 354 Water St.



Family trade is more desirable than transient custom. In handling

**CARR & CO.'S BISCUITS**

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

**CARR & CO., CARLISLE, ENGLAND**

**AGENTS:**

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

## 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.

consumption of coffee in Canada is gradually increasing, which is the result of better varieties of coffee and more scientific blending. A statement was recently made by a Toronto daily paper that no Mocha coffee was used in Canada. The facts are quite the reverse as some houses deal practically altogether in that variety.

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**—Spices were very quiet for some time, but pickling season is approaching for which merchants are getting in supplies. Prices are unchanged.

Peppers, black, pure.....	0 14	0 20
white, pure.....	0 20	0 25
whole, black.....	0 16	
whole, white.....	0 23	
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**—Owing to the quiet season of the year, these, like many other lines, are moving slowly and without anything of interest to report.

Rice, stand B.....	Per lb.	0 03
Standard B, from mills, 500 lbs. or over, Toronto, Montreal.....	2 85	
Rangoon.....	0 03	0 03
Patna.....	0 05	0 05
Japan.....	0 05	0 05
Java.....	0 05	0 07
Sago.....	0 05	0 05
Seed Tapioca.....	0 05	
Tapioca, medium pearl.....	0 04	

**NUTS**—There is nothing doing in nuts with the exception of an occasional order for shelled goods. In the meantime there will be no changes in prices.

Almonds, Formigetta.....	0 12	
Tarragon.....	0 13	
shelled.....	0 23	
Walnuts, Grenoble.....	0 14	
Bordeaux.....	0 11	
Marbots.....	0 12	
shelled.....	0 26	
Filberts.....	0 12	
Pecans.....	0 16	0 18
Brazils.....	0 15	
Peanuts.....	0 10	0 12

**BEANS**—Beans are scarce, and high, but the new crop will soon relieve the situation.

**EVAPORATED APPLES**—These are firm and even in face of the fact that apples are ripe and reasonable in price, there is still some demand for them.

**RETAIL HARDWARE ASSOCIATION EXCURSION.**

An excursion which is sure to combine business and pleasure in a most acceptable manner will be conducted the last week in August by the Ontario Retail Hardware and Stove Dealers' Association.

The excursion will leave Toronto on Monday, August 23, at 3 p.m., on the steamer Kingston, of the Richelieu & Ontario Navigation Co. Calls will be made that evening at Charlotte, N.Y., and the following morning at Kingston, Brockville, Prescott, Thousand Island Park and other ports on the St. Lawrence River before shooting the rapids. Montreal will be reached on Tuesday at 6.30 p.m.

At Montreal a committee of hardware manufacturers and jobbers will provide a program of entertainment. The details have not all been arranged as yet, but invitations have been received from several concerns, which will be referred to the committee in charge of the program. One or two mornings may be given over to meetings to discuss trade matters, this leaving the afternoons and evenings free for the entertainment features of the program.

The majority of the party will return together on the boat leaving Montreal, Saturday, August 28, at 1.30 p.m., and arriving in Toronto, Monday, August 30, at 7 a.m., this being the opening day of the Toronto Exhibition.

Tickets for the trip can be secured from the secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, the rate being \$20 for the round trip, meals and berth being included. A side trip will be made by some of the party to Quebec. Return

tickets will be honored at any time up to the close of the season, with stop-over privileges at any point.

**HINTS TO BUYERS.**

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

MacLaren Imperial Cheese Co.'s advertisement on the inside front cover of this issue gives a table of Food Values which will doubtless prove of interest to the grocery trade, and consumers would likely be glad of the information.

The Union Co-operative Association, Rossland, B.C., has bought out Paulson Bros., who for the past ten years have done a wholesale and retail grocery business in that city.



**Have You Entered the Orange Meat Contest?**

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

**\$700.00**

**Cash is the First Prize**

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

Send your name and address to Orange Meat, Kingston.

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

Advertising secures a trial for an article, but quality, only, can cause sales to follow. Unique advertising caused thousands of women to try Fels-Naptha soap and its quality keeps them buying it. Can get the full benefits of its enormous sale if you keep it well stocked and prominently displayed.



# **\$36,201,342** These figures stand for **the Foreign Trade of the Prairie Provinces**

According to the last fiscal trade returns, Manitoba, Saskatchewan, and Alberta did this great volume of business. To use a colloquial expression: "Are you in it, Mr. Manufacturer?"

We are the most extensive and widely known commission merchants in the West. We have our finger on the pulse of that vast section of Canada beyond the Great Lakes.

Our special facilities for introducing new goods are worth investigating. Our warehouses at Winnipeg, Calgary and Edmonton are large, commodious and central, with track facilities.

WRITE US ABOUT THE MATTER

## **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 TRAGA0ANTH**

**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

# CHEESE

We have a few old white cheese left from Stock of September, 1908. These cheese are as fine as any we ever handled. Only a very few left. If you want one order it now.

Also in Stock, any quantity,  
Large, Twins and Stiltons

**F. W. Fearman Co.**

LIMITED

HAMILTON, ONT.

## Reindeer Coffee



**A Good Seller**

**POINTERS**

Boiling water only is needed.  
There is no waste.  
The Coffee can be left in the tin, when it is opened.

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:

**FERCUS, - - ONT.**

HEAD OFFICE:

**70 and 72 Front St. East, TORONTO**

Pro

The  
soon le  
parties  
highest  
tion fo  
which i  
of the s  
part of  
E.o.b. an  
at isolat  
prices ;  
though  
ed. De  
lowering  
and the  
to see ;  
Farm  
hogs tha  
ers are ;  
England  
with sm  
with su  
not offer  
the Eng  
to be a  
pork pro  
The o  
ada hav  
some we  
however,  
away so  
ers have  
cause of  
is all th  
though i  
exceeding  
The ch  
normal i  
out the  
centres f  
for expo

PROVI  
light side  
acter. Th  
buy just  
and the s  
frisk. O  
plate bee  
has decli  
For the s  
decline of  
and hea  
change to

Pure Lard  
Boxes, 50 lb  
Cases, tins  
Pails, wood  
Pails, tin, 2  
Tubs, 50 lb  
Tierses, 375  
Compound Lard  
Boxes, 50 lb  
Cases, 10 lb  
Pails, wood  
Pails, tin, 2  
Tubs, 50 lb  
Tierses, 375  
Pork  
Heavy Canada  
Canada short  
Heavy clear po  
Heavy clear fat



Produce and Provision Situation of the World

**Live Hogs Easier in Price with Prospect for Still Further Decline in September—Export Trade Likely to Come to Front Again—Country Raising More Hogs—Packers Refusing Large Butter Supplies—No Export Demand.**

The prospects of an easier tendency soon looks fairly hopeful. Interested parties think the market has seen the highest point. Around \$8 is the quotation for live hogs at interior points, which is 35c easier than the top figure of the season. On the far southwestern part of Ontario quotations are at \$7.85 f.o.b. and some hogs have been offered at isolated points as low as \$7.60. These prices are said to obtain in Toronto, though verification could not be obtained. Dealers, however, admit there is a lowering of from 5c to 15c a hundred, and they expect, probably next month, to see a further decline.

Farmers are said to be raising more hogs than for four years past and packers are again looking to the export field. England is said to have experimented with small importations of Chinese hogs with success. The United States has not offered of late sufficient supplies in the English markets, and there appears to be a good opportunity for Canadian pork products in the British markets.

The offerings of butter all over Canada have been freer of late than for some weeks. There is no export demand, however, and packers are not putting away so much. In some sections buyers have refused offerings of butter, because of large stocks on hand. With all there has as yet been no decline, though it must be confessed there is an exceedingly easier feeling.

The cheese trade is quiet. Business is normal in that demand is easy throughout the country, though in the cheese centres fair quantities are being bought for export.

MONTREAL.

**PROVISIONS**—Orders are on the light side, being of a sorting up character. There is not much incentive to buy just at present as prices are high and the season dull. The ham trade is brisk. Owing to accumulation of stock plate beef in 200 and 300 lb. barrels has declined \$1 and \$1.50 respectively. For the same reason there has been a decline of 1c in long clear bacon, light and heavy. Otherwise there is no change to the market.

Pure Lard	
Boxes, 50 lbs., per lb.	0 14
Cases, tins, each 10 lbs., per lb.	0 15
" " " " " " " "	0 15
" " " " " " " "	0 15
Pails, wood, 20 lbs. net, per lb.	0 15
Pails, tin, 20 lbs. gross, per lb.	0 14
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 37 1/2 lbs., per lb.	0 14
Compound Lard	
Boxes, 50 lbs. net, per lb.	0 09
Cases, 10 lb. tins, 60 lbs. to case, per lb.	0 10
" " " " " " " "	0 10
" " " " " " " "	0 10
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09
Tubs, 50 lbs. net, per lb.	0 10
Tierces, 37 1/2 lbs., per lb.	0 09
Pork	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 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
" " 200 "	14 00
" " 300 "	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
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
Extra small sizes, 10 to 13 lbs., per lb.	0 15
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16
" " " " " " " " " "	0 16
Breakfast bacon, English, boneless, per lb.	0 16
Windsor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 15
Picnic hams, per lb.	0 14
Hogs, live, per cwt.	8 60
" " " " " " " "	8 90
" " " " " " " "	12 50

**BUTTER**—Dairy butter is not in very much demand at present. The market for creamery is lower in the country but prices are yet too high to permit of any exporting at a profit. Pastures are good, and production continues quite large. The market is unchanged this week.

Creamery, solids, lb.	0 23
Creamery prints	0 23
Dairy, tubs, lb.	0 17

**CHEESE**—The local market is steady with prices unchanged.

Cheese, large	0 12	0 12
" " " " " " " "	0 12	0 13
" " " " " " " "	0 12	0 12
Old cheese, large	0 15	0 16

**EGGS**—The market is firm at the advanced prices, and there is a good demand. Production at present is not large due in part to the warm weather. We continue to quote:

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

**HONEY**—The market is quiet, and there is no feature of interest to note. Prices are unchanged.

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

TORONTO.

**PROVISIONS**—Firm and higher prices are noted in long clear and roll bacons and in short cuts, though on the whole the situation is somewhat easier. The market is thought by many to have reached its highest point and that by another month conditions will be more favorable to trading. While continuing last week's quotations for lard, the expectation is that all grades will advance a quarter of a cent a pound before the week is out. One interesting feature is the fact that though the Toronto price for live hogs is \$8 per cwt., outside points have quoted \$7.85 f.o.b., and even as low as \$7.60 was the quotation. This means a decline of 15 cents a hundred, which though it may not mean much to the dealer buying in small quantities, does mean much in the aggregate and certainly looks well in print, for already it has eased up the market considerably. Smoked bacon and cooked hams are the lines most in demand, though some rather heavy calls have been made on short cuts in barrel lots.

Long clear bacon, per lb.	0 13	0 14
Smoked breakfast bacon, per lb.	0 16	0 17
Roll bacon, per lb.	0 13	0 13
Light hams, per lb.	0 15	0 16
Medium hams, per lb.	0 15	0 15
Large hams, per lb.	0 13	0 14
Shoulder hams, per lb.	0 12	0 12
Backs, plain, per lb.	0 17	0 17
" " " " " " " "	0 18	0 18
Heavy mess pork, per bbl.	23 00	23 50
Short cut, per bbl.	26 00	26 50
Lard, tierces, per lb.	0 14	0 14
" " " " " " " "	0 14	0 14
" " " " " " " "	0 10	0 11
Live hogs, f.o.b.	8 00	

**BUTTER**—Supplies are more plentiful and dealers are not packing extensively just now. In fact some butter has been offered in the country, but refused by buyers because of large stocks. This has had a tendency to ease up the market, though as yet no great decline in prices is noted.

	Per lb.
Fresh creamery print	0 23
Fresh creamery solids	0 21
Farmers separator butter	0 20
Dairy prints, choice	0 17
Tub butter	0 17
Baking butter	0 15

**CHEESE**—Normal business only is being done in cheese. Supplies, while not large are free enough to meet present demands.

Cheese, new, large	0 12	0 12
" " " " " " " "	0 12	0 12

**EGGS**—Freer supplies are arriving in the local market, but the quality has not improved. Hens are out in the stubble. Prices are stationary and unchanged from last week.

Fresh eggs	0 22
------------	------

**POULTRY**—Hens are up 2 cents above last week's price, and about three cents higher than last year. They are at the highest figure for a decade for this time of year, and are hard to obtain. Turkeys, too, show an advance of a cent.

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**—Some fair quantities of honey have come to the local houses during this week, but no sales have been recorded. The price to open will likely be a little easier than 10 cents. Quality is fair, though the dry spell in early summer has not helped the clover honey any either in quality or quantity.

SIMPLY HIS SYSTEM.

"How in Goshen," exclaimed a man to the porter of a Pullman sleeper—"how in Goshen do you manage to keep the shoes all straight when you pile them up in a heap like that before you flack them? How in Goshen do you get them all back to the right berths again? Don't you ever make a mistake?"

"No, sah. Ah never makes no mistakes."

"Well, it's wonderful, perfectly wonderful. How do you do it?"

"Ah has mah system, sah."

"I'll tell you what I'll do. Here's a quarter. It's yours if you'll tell me just how you do it."

"Yes, sah. Certainly, sah. Ah chalks de numbers ob de berths on de soles, sah."

W. G. Borland, of Snowdon & Borland, left Montreal for New York and Boston, on a short business trip this week.

**POORER APPLE PROSPECTS**

**Government's Report On Canadian Fruit Crops From July Standpoint.**

Some changes from last accounts are noticeable in the fruit crop prospects according to information collected by the Fruit Division of the Department of Agriculture, Ottawa, supervised by A. McNeill.

Apple prospects during the latter part of June and the month of July declined somewhat, nevertheless this fruit is growing rapidly now and gives promise to be of good size and quality generally. In the Lake Erie district early and fall apples are reported light to medium and winter medium. Talmon Sweets, Ben Davis and Kings are medium as well as Greengings, Baldwins and Russets. Timely rains saved the situation in Nova Scotia, but in British Columbia the crop is irregular and it is stated will not reach the average.

There has been a falling off in the pear prospects during July and only a light to medium crop is looked for. This refers particularly to the Lake Erie, Lake Huron and Ottawa-St. Lawrence districts. In parts of Nova Scotia the prospects are for a medium to full crop and in British Columbia they are a little brighter though the crop will not reach the average.

**Plums and Peaches.**

American and European plums will be a good average crop in the Niagara District. Japan varieties are not as promising on the whole as last month. Lombards are reported a full crop; Bradshaw, Grand Duke, Gueji and Glass Seedling medium to full crop; Burbank Reine Claude and Golden Drop medium. Plums will be fairly plentiful in all sections with the exception of British Columbia, where the crop is light generally.

There has been very little change in the peach outlook in southern Ontario since last month. Both early and late peaches, with the exception of the Elbertas, which were most seriously affected with the "curl," will yield a good crop. Early peaches are reported medium to full crop this month, and late peaches a little above medium on the whole. Alexanders, Rivers, St. John, Early Crawford and Smock are above a medium crop; Champion and Triumph will average just about a medium crop, while Elbertas will yield only a light to medium crop.

**Good Quality In Cherries.**

A fairly large crop of cherries of excellent quality has been marketed from the Niagara District. The sour varieties were a full crop and the sweet varieties a good medium crop. The cherry crop in Prince Edward County and in District 3 generally, is exceptionally large and of fine quality. Cherries are also plentiful in Nova Scotia. The crop in British Columbia is below normal.

Grapes are doing well in the commercial vineyards of southern Ontario.

There is practically no complaint of injury from the rose chafer or other insect enemies, and the grapes, thus far, are very free from rot and mildew. Correspondents report the Concord to be a full crop; Niagaras and red grapes medium to full crop.

Tomatoes will be a good average crop in Ontario. Early varieties were shipped in large quantities the beginning of last week from the Essex Peninsula, Nova Scotia and Prince Edward Island report a medium to full crop; British Columbia a medium crop.

The strawberry crop in Ontario was shortened on account of dry weather. A medium to full crop was harvested in the Niagara District. The sample generally was very good, though somewhat small towards the end of the season. Prices were only fair, though the demand was good.

Raspberries, currants, gooseberries and blackberries are now being harvested in large quantities. The crop on the whole will be medium to full. Prices have been fairly high.

Cranberries in Nova Scotia promise to be a good crop, though hardly as heavy as last year. Cranberries are reported a full crop in Prince Edward Island.

Bleeberrys are very plentiful in Quebec, New Brunswick and Nova Scotia.

Hugh Blain, of Eby, Blain, Ltd., is expected to return next week from a holiday trip to Muskoka.

Before concluding their business on Saturday afternoon, the International Apple Shippers' Association which met at Buffalo this year, decided to convene next year at Niagara Falls, N.Y. This announcement is of some consequence to the fruit growers of the entire Canadian frontier as many delegates from this country attend these conventions.

**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 LIVERPOOL.  
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.

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

**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 Leaf  
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.

SPRAGUE

**CANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.





## Your Customers Know It!

☞ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

☞ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

# Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

☞ If you aren't handling it, hadn't you better begin now?



ESTABLISHED 1862.

Food products that are produced in clean factories are best.

## It is not Necessary

to explain to an intelligent dealer who knows that Beans are twice the price now they were a few years ago, why

## Clark's Pork and Beans

are slightly dearer than they were.

IT MAY BE NECESSARY to explain to individual customers why the price to them is a little higher, but every grocer who wishes to retain good buyers by keeping the best goods will take pleasure in making the explanation.

### William Clark

MONTREAL

Manufacturer of  
HIGH-GRADE FOOD SPECIALTIES

REMEMBER

# BOVRIL

is invaluable in the kitchen  
in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. **Bovril** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

## BOVRIL LTD.

27 St. Peter St.,

MONTREAL

**CARE-WORN BUSINESS MEN.**

**What Over-attention to Office Duties is Doing—The Need of Exercise.**

The recent assertion of a prominent physician that 99 per cent. of the business and professional men in American cities are sufferers from functional heart trouble or chronic indigestion, simply because they will not take any bodily exercise, brings home one of the most astonishing truths of the present day, and one that should be recognized by every man and woman in the country. Every day the metropolitan papers contain scores of notices of the illness of lawyers, bankers, merchants and others of the kind, who have been forced into retirement by the continual strain of business without the saving antidote of physical training.

Any day when business is at its height a physician can point out scores of men on the streets and in office buildings who are sallow and irritable with nervous disorders, and any person may see hundreds of old and young men hurrying about their daily routine with drawn faces and staring eyes, almost on the verge of collapse. In almost every bank, store and office in the city are clerks with hollow chests and trembling hands, whose labors are a constant strain upon them, and whose leisure brings no recuperation. All of these are truly going the "pace that kills." In a short time, no matter what the number of their years may be, they will be decrepit old men.

It has been proven that any recreation, if it is no more than pitching

quoits, is of great physical value to the business man. "Every man," says former President Roosevelt, "should have some healthful amusement—something that exercises his muscles and makes him forget himself; something outside of theatres and balls and billiards—something in the open air." There is no reason in the world why any man should not find amusement and exercise to suit his desires and needs. There are games requiring hours, but there are also sports which require very little time, and at least some of them are always readily accessible at small expense.—The Book-Keeper.

**WHAT ENTHUSIASM DOES.**

You might as well try to thaw out a frozen pipe with an ice cake as to inter-

est a customer in your proposition unless you are interested yourself. If your heart is in your work your enthusiasm will often cause a would-be customer to forget that you are trying to make a sale. Enthusiasm is a great business getter. It is so contagious that, before we know it, we are infected with it, even though we try to brace ourselves against it.

It's easy to drift. Success comes by pulling against the current.

Man's business is to work—to surmount difficulties, to endure hardship, to solve problems, to overcome the inertia of his own nature; to turn chaos into cosmos by the aid of system—this is to live!

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

**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.

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

**OPEN TO BUY**  
From 5 to 10 Cans Choice Cooking Peas  
Clean and White  
Quebec's leading Flour and Grain  
House.  
C. A. PARADIS, Dalhousie St., Quebec

Buy  
Anchor Brand  
Flour and you  
will not want  
your money  
back; all de-  
lighted; all trade  
bringers, no complaints or quibbles about  
quality. Join the happy throng. 16



**Anchor Brand  
Flour**

Manfd. by  
Leitch Brothers Flour Mills  
Oak Lake, Man.

**KEEP POSTED ON SUGAR**  
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write  
**SMITH & SCHIPPER, No. 38 Front Street, NEW YORK**



## Why Tie Up Your Cash?

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

## CHRISTIE BISCUITS

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

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

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

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



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

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

## "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

IT'S GOOD BUSINESS TO SELL  
 GOOD BISCUITS AT A PROFIT

That's why it will more than repay you to handle our fine sellers. They are popular lines which sell at popular prices, and they yield you good profits all the time.

We Have No "Stickers" In Our Range.

All Are "Movers."

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

LOVERS OF

## Choice Confectionery

Buy by the Name

# Cowan's

You will find Cowan's

**MAPLE BUDS**  
**CHOCOLATE CROQUETTES**  
**NUT MILK CHOCOLATE**  
**CREAM BARS**  
**MILK CHOCOLATE MEDAL-**  
**LIONS**  
**MILK CHOCOLATE STICKS**

and the rest of the line great sellers.

### The Cowan Co., Ltd.

Toronto, Can.

## McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal



Letters Patent

## NELSON'S POWDERED GEATLINE

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

### NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

EMSCOTE MILLS, WARWICK, ENGLAND

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

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 R. B. McIndoe Jos. E. Huxley Arthur Nelson  
 Montreal Toronto Winnipeg Vancouver  
 Arthur M. Loucks R. G. Bedlington  
 Ottawa Calgary

## Flour

Judicial  
 wholesome  
 confection-  
 ed. A g  
 ceptions c  
 of the bi  
 preyed u  
 which is  
 fully wat  
 cectionery  
 unless pr  
 of showe  
 cannot be  
 groceries  
 ractively  
 rain their  
 age.

Flour p  
 depressed  
 coming o  
 quantity  
 being felt  
 result.

Wheat c  
 same reas  
 last quote

## FLOUR

the conser-  
 steady, if  
 waiting fo  
 the market  
 character.

has depre-  
 patents, st  
 price now  
 respectively:

Winter wheat p  
 straight rollers,  
 Extra, 44lb.  
 Royal Household  
 Glenora, 44lb.  
 Manitoba spring  
 strong  
 Five Roses, 44lb.  
 Harvest Queen, 44lb.

## FEED—

and the n  
 shape. Th  
 Manitoba  
 market is

Ontario bran, pe  
 Manitoba shorts,  
 bran, p  
 Moullie, milled,  
 straight  
 food flour, 38-lb.

## ROLLED

ness has de  
 last week's  
 increase in

top any f  
 are unchan-  
 over active,

One oatmeal, bag  
 standard oatmeal  
 branulated  
 Gold dust cornme  
 white cornmeal,  
 rolled oats, bags,  
 barrel

## FLOUR—



Flour, Cereals and Confectionery Department

**How Equipment Aids in Selling Confectionery — Cleanliness Absolutely Essential—Decline In Flour Prices Due To Arrival of New Ontario Wheat.**

Judicious outlay in providing a clean, wholesome corner in the store for the confectionery is to be always commended. A grocer who sells high-class confections cannot afford to let it lie on top of the bare counter where it can be preyed upon by the avaricious house-fly which is usually on hand if not carefully watched. Cleanliness in the confectionery department is essential and unless proper equipment in the matter of showcases, etc., is provided, that care cannot be properly exercised. Those groceries which display their goods attractively and at the same time maintain their appearance have the advantage.

Flour prices this week are somewhat depressed in view of new Ontario wheat coming on the market. Although the quantity is not large, yet its effect is being felt and a lower market is the result.

Wheat cereals are also easier from the same reason, but rolled oats remain as last quoted.

**MONTREAL.**

**FLOUR**—Although buying is still on the conservative side, millers report a steady, if quiet, demand. Dealers are waiting for the new crop, and until then the market will not change much in character. The coming of the new crop has depressed prices in winter wheat patents, straight rollers and extra, the price now being \$6.50, \$6.20 and \$5.70 respectively.

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

**FEED**—The demand is still active, and the market generally is in good shape. There has been a decline in Manitoba bran of \$1. Otherwise the market is unchanged.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
bran, per ton	32 00
Moultrie, milled, per ton	28 00
straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 7 85

**ROLLED OATS**—No further weakness has developed in rolled oats, and last week's quotations still obtain. An increase in the demand would probably stop any further decline. Other lines are unchanged under a steady, if not over active, call.

Fine oatmeal, bags	2 90
Standard oatmeal, bags	2 90
granulated	2 90
colddust corneal, 98-lb. bags	2 10
rolled corneal, 100-bags	1 85
White corneal	2 00 2 05
bags	2 65
barrels	5 55

**TORONTO.**

**FLOUR**—The market in flour this

week is lower as was predicted in last week's issue; and particularly is this the case in new winter wheat flour which some millers have reduced about 50 cents a barrel. Some new Ontario wheat is coming on the market from the Niagara and Essex districts and this is selling from 1.00 up to 1.10. The cause of the decline in flour is due to this situation. There is practically no old Ontario wheat and what there is should be hurried out as the price will not likely be any higher. Old Manitoba wheat flour has declined somewhat in sympathy with the winter wheat.

<b>Manitoba Wheat.</b>	
1st Patent	6 00 6 20
2nd Patent	5 40 5 90
Strong bakers	5 45 5 85
<b>Winter Wheat.</b>	
Straight roller	5 00 5 50
Patents	5 90
Blended	5 50 5 90

**CEREALS**—So far as rolled oats and oatmeal are concerned there is no change to report. Stocks are getting small, however, and as the new crops will not be threshed much before October 1st, there is a possibility of higher prices during September. In view of the new wheat coming on the market rolled wheat is somewhat easier. Toronto firms are offering wheat flakes to outside retailers at from \$3.50 to \$3.70.

Rolled wheat, car load	3 50
oats	2 65
Oatmeal, car load	2 85
Rolled wheat in barrels, 100 lbs	3 50 3 70
oats in bags, per bag 90 lbs	2 65
Oatmeal, standard and granulated, in bags 98 lbs	2 95

**TRADE NOTES.**

Astor Kress, formerly clerk in A. K. Roesch's grocery store, Waterloo, Ont., has secured a position with a large, wholesale grocery firm in New York city.

Fraser & Co., Fort William, have been appointed agents for Fort William and Port Arthur, for Brand's A 1 Sauce, for which H. Hubbard, Montreal, is general agent for Canada.

S. Peacock, who has been head clerk in the grocery store of C. H. Crysdale, Oshawa, Ont., has started on the road as traveling salesman for Gunns, Limited. His territory lies between Orillia and North Bay.

G. F. Hannah, who for about 35 years conducted a general grocery store on King St., St. Stephen, N.B., died suddenly a short time ago. Mr. Hannah was much respected for his sterling qualities and strict business principles. His widow and little daughter have the sympathy of the townspeople in their sad bereavement. Mrs. Hannah is continuing the business and her success is the sincere wish of all who know her.

**Sodas are Selling Fast**  
**Just Now**

Do you stock the kind that is not only crisp out of the oven, but crisp when the satisfied customer handles it?

**Mooney's Perfection**

is the name of this kind. They are pleasantly palatable and perfectly pure. This is a line there is money in for you.

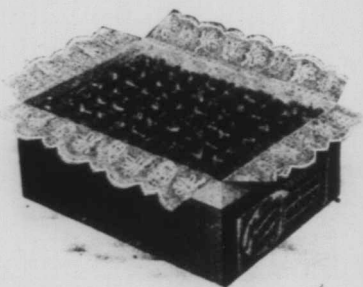
**THE MOONEY BISCUIT & CANDY COMPANY**  
**Stratford - Ontario**



**COX'S GELATINE**

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

Canadian Agents **J. & G. Cox, Ltd.**  
C. E. Colson & Son, Montreal  
D. Hanson & Co., " George Mills  
A.P. Tippett & Co., " EDINBURGH.



## No Need For You to Worry

The margin of profit on groceries is mighty small.

It makes a fellow worry a whole lot sometimes to think how he is going to make both ends meet.

But by handling a few specialties, the kind that sell, you can increase the average of your profit margins.

No surer profit winner than

# “BORDO”

(REG.)

## CHOCOLATES

is on the market to-day.

Costs you 25c lb.

Sells at 40c to 50c lb.

You make 100% profit

Sample From:

The Montreal Biscuit

Company, “The Originators”

MONTREAL

### SUGGESTIONS FOR EXPORTERS.

South Africa Trade Commissioners Offers Some Hints to Canadian Manufacturers.

Hints for Canadian firms who are interested in trade in South Africa are given by H. R. Poussette, Canadian Trade Commissioner. He claims that if the following advice is carefully attended to business will be greatly facilitated:

When communicating with South African importers be sure to send catalogues, price lists, and export discount rates, in fact the very fullest information possible.

One particularly necessary point to observe is, that all quotations should be c. i. f. to South African ports, and in sterling, whenever possible, or at the very least the f.o.b. price seaboard, and the shipping weight of each unit of weight by which the article is usually sold, and also the shipping rate by the Canada-Cape steamers.

There is a duty on all catalogues of over 8 ozs. gross weight coming into the South African Customs Union, of 2d. per pound or 25 per cent ad valorem, whichever is the greater. This can be paid in advance by affixing South African postage stamps, obtainable from the Agents General for the various colonies in London; or by remitting the amount by money order to the Postmaster General of the colony to which the catalogues are addressed. Remittances should be despatched not later than by the same mail taking the consignments they are intended to cover. Each packet should bear the following words: “Posted by..... duty sent to Postmaster General.....(Colony).”

Impress upon your correspondents your keen desire to work up a South African connection, and your determination only to send a class of goods adapted to local requirements, and exactly up to specification.

Remember that replies to South African letters take two months consequently there should not be unnecessarily delayed.

Do not forget that you have in this market to compete against English, American and continental firms, who have been in the export trade for centuries, and who through their agents here, and by their excellent methods and system, make business with them easy and pleasant.

It would be advisable when answering South African trade inquiries to at the same time communicate with the office of the Canadian Trade Commissioner at Durban or Cape Town, inclosing catalogues, price lists, and discount rates, so that the local firms may be called upon, or a letter addressed to them requesting their careful attention.

### MARITIME BOARD OF TRADE.

Beginning on Wednesday, August 18th, the 15th annual convention of the Maritime Board of Trade will be held. The members this year convene at Charlottetown, P.E.I., and there promises to be some live questions discussed. Secretary Chas. M. Creed has been busy arranging these topics for some weeks.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE  
& COCOA



Registered.  
U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA



From the Atlantic to the Pacific retail grocers and general stores are selling

# WILSON'S FLY PADS

because they give universal satisfaction and pay a very large profit.



# When Mother Sends Johnny for "More of the Same"

When a woman is *pleased* with her purchase—  
Meaning pleased with herself and *results*,

'Tis mere human nature, *feminine* human nature at that,  
Next time she calls—or sends Johnny,  
That it's "*for more of the same.*"

\* \* \*

She has found out the *difference* in bread, and rolls and pies,  
*Baking Success* as against *Baking Failure*.

Guests have commended her *wonderful* cooking.

And she's *thirsting* for more of the same—

Both the praise of the neighbors and the good things.

\* \* \*

You *can't* afford to let Johnny "come a-marching home" with a common imitation—

A FIVE ROSES makeshift.

Mother will feel *robbed* of the "next-door" jealousy.

Remember the hungry faces around the board—

And a *hungry* face is an *angry* face.

And Johnny will help spread the news of *discomfiture*—

Being a chip of the old block.

\* \* \*

Not only the "*same*" flour—

She wants the *same results* at *every* baking, the same *praise*, same *admiration*.

Which means same quality—*unvarying*.

If not *unvarying*—*progressive quality*—

Each order *better* than the Trial Order.

Such as FIVE ROSES flour.

\* \* \*

*Price Shading* can't blot out *Disappointment*.

Flour is *good* or *no good*.

If it be *no good*, neither Price Concession, Long Terms, nor "Chin Work" can make it *better*.

Even as common cheese has ruined the ambitions of the cheese trade—

Likewise Cheap Flour will reduce Consumption.

So beware for *your* Profits, Brother Grocer.

\* \* \*

FIVE ROSES is *good* flour, *progressive* quality.

Better to-day than yesterday—still better *to-morrow*.

A *steady* money-maker, Brother Grocer.

Because the results never make you *ashamed* you sold it.

Nor the housewife *sorry* she bought it.

Since there's *no profit* for YOU on goods *not* in stock—

Get FIVE ROSES.

Because it means "more of the same" Immediate Profit—Future Goodwill—Name and Fame—

And Surplus.

\* \* \*

Because it compels a neighbor to inquire, "Who's your Grocer?"

A little higher in price—

But—!

Your *first* FIVE ROSES order, Brother Grocer.

Let it be SOON.

## LAKE OF THE WOODS MILLING CO.

LIMITED

MONTREAL

Makers of Five Roses

WINNIPEG

## The Grocer's Encyclopedia From Week to Week

**What Cream Cheese Is And The Method of Manufacture—  
Things Necessary To Be Done For Its Proper Care—Becoming Favorably Known On the Market.**

**CREAM CHEESE** — A commodity which is handled extensively by grocers at the present time is Cream Cheese and to be a successful salesman of it one must know its qualities.

There are, of course, different modes of manufacture for different brands. Some varieties are made from the raw, creamy strippings, others from a mixture of milk and cream. The pressure necessary to press out the whey is only one of from 2 to 4 pounds.

Cream cheese is made in various shapes including oblong, square, and round cakes. At the end of about 12 hours it may be placed on a board or treacher and turned daily until dry. It is often eaten when fresh but if kept it ripens in about three weeks time. Some add a little salt or powdered lump sugar as a condiment when eating it. It is practically cream dried sufficiently to be cut with a knife and is of a soft buttery consistency and will not keep long.

### Needs Careful Attention.

In giving some hints as to the care of cream cheese Law's Grocer's Manual states that it should be kept in a cool dry place, for dampness causes mould, and gives the cheese a bad appearance. If exposed long enough to the air or in a draught it is apt to run into a liquid and to become offensive to both the smell and taste although the fashion is not to eat it until decomposition has set in.

The cheese should not be placed on the shelves during the summer months because the heat will cause it to run and affect its flavor, so as to render it unsaleable. It is often made from milk partly skimmed so that the 'real cream' cheese is usually called "double cream" and may be made either by curdling with rennet or from sour cream.

About 8 lbs. of cream will make about 2 doz., 4-oz. cheeses, and of course the best are made from the best quality cream. Cream cheese sell particularly well at summer resorts and in large cities and towns, and are rapidly working their way onto the market.

### WHAT OTHERS ARE DOING.

#### News About Grocers' and Merchants' Associations In The United States.

The grocers of Delaware, Ohio, made an agreement whereby the stores throughout the city will be closed on Wednesday afternoon of each week during July and August as well.

The Cleveland, O., Retail Grocers' association have appointed a committee to urge sale of fruits and vegetables by weight at convention of secretaries at Columbus.

A meeting of a committee from the Grand Rapids Retail Grocers' association and a committee from the Grand Rapids Produce, Trade and Credit association was held recently when the list feature of the association was discussed. The association was organized for the improvement of credits and its plan has been in operation about three weeks. It is stated that most of the trade are in line with the association, but that some of the grocers objected to the list feature. The rule of the association requires that bills be paid once a week, and it is explained that while a list is kept of those who fail to pay within the specified time, and consequently are charged cash during delinquency, this is not a "black list," but an "information list," and names upon it do not reflect on the credit or standing of those listed.

### TRADE NOTES.

H. B. Borbridge, Ottawa, was in Montreal on a business trip last week.

Fire has destroyed the canning factory at St. Catharines belonging to the Canadian Cannery.

The St. Lawrence Tobacco & Cigar Co., St. Laurent, Que., with a capital stock of \$100,000 has been formed and given a Dominion charter.

G. W. Jackson, Woodstock, N.B., has opened a general grocery on Main St., near the corner of Broadway. Mr. Jackson was formerly in business at Richmond's Corners. For a number of years lately he has been connected with Balmain Bros. He is known about Woodstock and the surrounding country and will no doubt make a success of his new venture.

**ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR**

# GREAT WEST

**CUT PLUG**

**SMOKING and CHEWING  
TOBACCO**

**SALES INCREASING DAILY**

## CLAY PIPES

None Equal. Insist upon McDougall's.  
There IS a difference.

**D. McDOUGALL & CO.,** Glasgow, Scotland

## 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**







**THE FIRST POLISHES AND OUTFITS ON THE MARKET—STILL THE MOST POPULAR**

They give a Brilliant, Lasting, Waterproof Polish. Are free from all injurious substances. Do not come off in wet weather, soil the dress, or clog the brush.  
**GOOD FOR ALL LEATHERS IN ALL CLIMATES**

**CANADIAN HEAD OFFICE: 67 ADELAIDE ST. EAST, TORONTO, ONT.**

**CHIEF OFFICES AND FACTORIES:—LONDON, ENGLAND      AUSTRALIAN FACTORY:—WILLIAMSTOWN, NEAR MELBOURNE**  
**BRANCHES:—Christchurch, New Zealand; Cape Town, South Africa; New York, U.S.A.; Brussels, Belgium; Amsterdam, Holland; Berlin, Germany.**  
**AGENTS:—Christiania, Norway; Genoa, Italy; Madrid, Spain; Vienna, Austria; Alexandria, Egypt; Valparaiso, Chili; Lima, Peru; Buenos Ayres, Argentina; India and Far East, Bombay, Calcutta, Singapore, Hong Kong; West India Islands.**

# 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

Plenty of Lemons on the Market After Last Week's Scarcity and Prices Decline—Good Demand for California Pears — Canadian Vegetables Attracting Attention — No Fresh Water Fish This Week.

### MONTREAL

**GREEN FRUITS**—There is a strong call for California pears, and although the supply is good the demand has raised prices. Quotations are now from \$2.75 to \$3.50. The better quality plums are slightly higher in price. Supplies of fruit are coming along in excellent shape, while the demand is active. Montreal melons are now appearing on the market. The crop promised to be a splendid one, but the hot weather has spoiled the ripening. Other lines are very little changed in price.

Apples, Spies, XXX, bbl	7 00	7 50
early, basket	1 25	0 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	
Cocoanuts, bag	4 00	
Currants, red, pail	0 75	
black, basket	1 00	
Gooseberries, 6 qt. boxes	0 45	0 50
Grape fruit, per box	2 75	3 00
Lemons, box	2 75	5 00
Limes, per box	1 00	1 25
Oranges, late Valencia	3 50	3 75
Sorrento	2 50	
Messina Ovals, half boxes	1 50	
Peaches, California, box	1 25	1 75
Plums, California, per crate	1 50	2 25
Pears, California, (Bartlett) per box	2 75	3 50
Raspberries, quart	0 10	0 12
Watermelons, each	0 30	0 40
Montreal melons		12 00

**VEGETABLES**—Supplies are in great shape, and the utmost activity exists in the markets. On the whole prices, despite the better supply are higher, Montreal potatoes being the only line to decline.

Beets, old, bag	1 25	
new, dozen bunches	1 50	
Carrots, new, dozen bunches	1 50	
Cabbage, dozen	0 20	0 35
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 50
Cucumbers, dozen	0 15	0 20
Green peppers, crate		3 00
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, American, bbl		3 50
Montreal, bbl	1 75	2 50
Parsley, dozen	0 15	
Peas, Canadian, bag	0 75	
Parsnips, bag	1 50	
Sage, dozen	0 40	
Savory, dozen	0 50	
Spinach, Canadian, box	0 75	
String beans, bag	0 35	0 50
basket	0 30	0 35
Tomatoes, Montreal, gin box	1 00	1 50
hot-house, lb	0 08	
Turnips, bag	0 50	
new, dozen	0 15	
Watercress, dozen		0 40

**FISH**—British Columbian salmon is now arriving in place of the eastern supply. There is naturally a good demand at a price of 17c. Brook trout are very scarce owing to the hot weather. Fishing is extremely light and prices in consequence are very firm. Cod and haddock are still arriving freely, but it is anticipated will soon commence to become scarce. The market in other lines shows very little change.

FRESH	
Bluefish, per lb.	0 12
Brook trout, per lb.	0 25
Dore, per lb.	0 12
Flounders, per lb.	0 10
Grass pike, per lb.	0 08
Halibut, per lb.	0 09

Haddock, per lb.	0 04
Lake trout, per lb.	0 10
Mackerel, per lb.	0 15
Steak cod, per lb.	0 06
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
Gause, 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 & 10	per lb.	2 80
Labrador herring, half barrel	12 50	
Labrador sea trout, bbl	6 50	
No. 1 mackerel, pail	2 00	
No. 1 " half bbls	8 00	
Skinless cod, 100 lb. case	5 25	
Salmon, B.C., half bbls	9 00	
Salt sardines, 20 lb. pail	1 00	

### SMOKED

Haddies, 15 lb. box, 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 90

### TORONTO.

**GREEN FRUITS**—Peaches, raspberries, blueberries and lawtons form the bulk of the receipts of domestic fruits arriving this week on the local market, with apples coming well to the front. There are, too, some early samples of stewing plums. Gooseberries and cherries are about done, one or two baskets per day being the total offerings. California Elberta peaches and pears are the best lines offering, with western cantaloupes displacing Baltimores. Bananas and watermelons continue to be plentiful. Heavy consignments of Mediterranean lemons have arrived during the past few days, and have considerably relieved the strain on the market. Demand for lemons during the past few hot days has been somewhat enormous, but supplies are very large and almost every house has reserve stocks. There was almost a lemon famine a week ago, but great quantities have arrived during the past several days. A number of price changes is noted, seasonable lines being much easier.

Oranges, Cal. Valencia	3 00	3 50
Cal. small		2 50
Lemons, Verdelli	4 50	5 00
Bananas	1 75	2 25
Currants, red, basket	0 60	0 85
black, basket	1 40	1 50
Raspberries, red	0 09	0 10
Lawtonberries	0 09	0 11
Blueberries, per basket	1 50	1 75
Peaches, Cal., per case	0 75	1 25
Canadian, basket	1 50	2 50
Plums, Cal., per case	1 50	2 50
Canadian, basket	0 50	1 00
Pears, Cal., per case	2 75	3 25
Can., basket	0 50	0 80
Watermelons, each	0 30	0 45
Cantaloupes, Nevada, case	3 25	4 00
Limes, crate		1 25
Apples, green, basket	0 25	0 40

**VEGETABLES**—Canadian tomatoes are rapidly supplanting imported lines, and native cucumbers have pushed southern cukes off the market. Potatoes continue to improve, but U. S. stock is

## 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



yet the dependable line. They are coming nearer home. This week Jerseys are offered, and they are splendid stock. Ontarios are offered from nearby points, and while they show much improvement over a week ago, they are not yet the kind to offer in competition to imported Delawares, being rough-skinned. The early drouth and later on heavy rains caked the clay and prevented steady growth. The later varieties, however, are said to be good in quality and an average crops. Rhubarb, cress and celery are off this week, but with the native green onions, carrots, peas, beets and corn, they will not be missed.

Potatoes, Jersey, per barrel	3 00	3 25
Canadian, per bushel	0 75	0 80
Onions, Canadian, green, per dozen	0 25	0 25
Danvers, bag	1 15	1 25
new, Valencia, crate	3 00	3 25
Corn, evergreen, dozen	0 13	0 15
Peas, green, basket	0 20	0 25
Tomatoes, Canadian, per basket	0 50	0 50
carrots, new, per bunch	0 40	0 40
cabage, Canadian, per barrel	1 25	1 50
Green peppers, per basket	0 30	0 50
Cucumbers, per basket	0 25	0 30
Beets, new, bunch	0 40	0 40
Beets, wax, basket	0 25	0 30
Peas, per basket	0 40	0 50
Egg plant, per basket	0 25	0 25

**FISH**—Once every year there comes a week in which it is almost impossible to get fresh water fish on the local market. Last year it was the first week in August. This year the present week is that period. Strange to say there is no change in prices, although demand is heavy and supplies low. British Columbia sea fish is coming in in small lots, and will help relieve the strain during August. The U. S. cities are again this year looking for our Canadian fresh water fish lines.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught	0 10	0 10
Trout, fresh caught	0 10	0 10
Cod, fresh caught	0 07	0 07
Halibut, fresh caught	0 09	0 09
Haddock, fresh caught	0 07	0 07
Pike	0 06	0 06
Perch	0 07	0 07
Carp	0 03	0 03
Yellow pickerel	0 09	0 09
Sea salmon	0 17	0 17
Mackerel, each	0 15	0 20
Eels, per lb.	0 08	0 08
Blue fins	0 06	0 06
Lobsters, each	0 25	0 30

# 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



People come back for  
**"BUSTER BROWN"**  
**LEMONS.** Always buy them.

Primissima Qualita

FRATELLI FOLLINA, Packers

W. B. STRINGER, 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

## Canadian Trade Changes of Recent Occurrence

Sales That Have Occurred Recently—Damages Caused by Fire  
—Assignments and Compromises Made.

### Ontario.

Isabella Wilson, grocer, Toronto, has sold to Nelson & Co.

W. E. Tweedy, grocer, Toronto, has sold to Thos. E. Clark.

Clara Smith, grocer, Hamilton, Ont., has sold to E. Johnson.

Jas. McLaren, grocer, Byron, Ont., has sold to Mr. Wordsworth.

E. Coleman, general merchant, North Ekfrid, Ont., has sold out.

J. W. Montgomery, grocer, Pembroke, Ont., has sold to W. A. Hunter.

D. Bickell, Sr., general merchant, Gore Bay, Ont., is retiring from business.

R. Richardson, grocer, Carleton Place, Ont., has been succeeded by Bennett & Code.

J. & T. Talbot have succeeded Geo. Wade, general merchant, at Dorchester Station, Ont.

Smith & Clinie, general merchants, Thamesville, Ont., have sold to Robinson & McGuire.

Howard Bennett and Sherald Code have purchased the grocery business of Roland Richardson, Carleton Place, Ont.

### Quebec.

Adelmar Lalonde, grocer, Montreal, has assigned.

Assets of J. N. Boisseau, grocer, Que., are to be sold.

Assets of E. Sequin, grocer, Hull, Que., have been sold.

Clement & Desrosiers, grocers, Montreal, have dissolved.

Assets of A. Lalonde, grocer, Montreal, have been sold.

Assets of A. Bessette & Co., grocer, Montreal, have been sold.

Assets of E. P. Guillemette, grocer, Montreal, have been sold.

Meunier & Freres, grocers, Montreal, have dissolved partnership.

A. Desilets, grocer and liquor merchant, Montreal, has assigned.

Meeting of creditors of J. O. Chartier, grocer, St. Paul, Que., has been arranged.

C. Audet & Fils, general merchants, St. Anselme, Que., are advertising their business for sale.

A meeting of creditors of H. H. Miner, general merchant, Dunham, Que., was held on 29th inst.

David Williamson & Co., general merchant, Grenville, Que., was burnt out recently; he was insured.

### Western Canada.

F. Eugene, grocer, Vancouver, has sold to R. J. Foote.

A. Hughes, general merchant, Medora, Man., died recently.

D. Fergie, grocer, Winnipeg, has assigned to H. Detchon.

C. E. Howes, grocer, Vancouver, has sold to H. B. Margison.

Bishop Bros., general merchants, Gate, Sask., have sold to Vosburg & Clark.

W. Blair, grocer, Vancouver, has left that city; creditors are in possession.

W. J. Bertram, general merchant, Govan, Sask., has sold to Latta Bros.

J. Hallderson, general merchant, Brown, Man., has been succeeded by T. J. Gislason.

D. W. Flack, general merchant, Swan Lake, Man., have sold their stock to E. E. Salsbury.

An extension has been granted to G. S. Davidson & Co., general merchants, Indian Head, Sask.

John Naismith and John Waddell, Humboldt, Sask., have announced a dissolution of partnership.

Wurster & Inkster, general merchants, Sherbrooke, Sask., have been succeeded by The Agnew Bros., Hardware Co.

### DUTIES OF MANUFACTURES.

#### Canadian Delegate at Press Conference Points Out Superiority of United States Methods.

"The trade of Canada is of more importance to Great Britain than the entire trade of South America," said J. W. Dafoe, the editor of the Manitoba Free Press, and one of the delegates to the Imperial Press Conference. "England is allowing that trade to drift beyond her control.

"In Canada you have a market favorably inclined to you. You are only separated from it by the sea, and water transit is the cheapest of all. Your greatest rival has to face what is practically the maximum tariff. And yet British goods are being side tracked, and Americans are winning almost all along the line.

"I say that it is for the British manufacture to find out the reason of this, and to remedy it, if he hopes to save Canadian trade. The day has gone by when you can say that because one line of goods satisfies other British Colonies therefore it must do for Canada. You have to study our needs, and give us

not what you think we ought to want, but what we are asking for. You must advertise, and you must have men on the spot to see to your interests. It is no use for a manufacturer to try to keep his trade by sending out catalogues.

#### Result of Enterprise.

"There are a few lines of British goods which are still generally used. Holbrook's sauce, for instance, is found from one end to the other of Canada. How has it held its own? The story, as I have heard it, is that some years ago that firm sent out a representative to America, and while waiting for business there he crossed over to Canada. He was a week in the United States; he remained three months in Canada. He advertised, he personally presented his goods, he learned the ways of our market, and to-day the firm, I believe, has eight men all the time on the road in the Dominion. What one firm is doing there is opportunity for others to do.

"Some years ago a well-known British-made article of every day use was found from end to end of Canada. It held the market. Then an American competitor came in. The American advertised, he put up his goods in tins with bright pictures on the covers, and he gained a foothold.

"The Canadian agent of the British manufacturer pointed out to his principal that if something was not done their old trade would die. The British maker refused to change. His product was good enough for the rest of the Empire; it should be good enough for Canada. Within two years the Canadian resigned the agency of that once-triumphant British product; the sales had fallen so that it was no longer worth while handling it.

"The British manufacturer does not advertise in Canada, and you cannot hold a market without advertising. Let him come out and see what we demand; let him keep someone on the spot to watch over his interests; let him provide what Canada wants, and a big market is waiting him. But the old way will not do."

SEASON 1908-9

## Dried Apples

Shipments Solicited  
Settlements Prompt

### W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

**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

LON

THE SARDIA

By S  
dines  
gives t  
buyers  
The  
reputa  
packed

J.  
Canadian

Any

On  
earn mor  
it in busi  
Ne  
We  
prizes ha

The



# PICKLING SPICE!

Now is the time when these goods are in great demand.  
If you handle Forest City Spices you are sure to give Perfect Satisfaction.  
Put up in 5c. and 10c. packages and bulk.  
Order from your jobber or direct to

## Gorman, Eckert & Co., Limited

LONDON

High Grade Food Products

WINNIPEG



### "King Oscar" Brand Norwegian Sardines

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

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

STOCK "KING OSCAR" SARDINES

**J. W. BICKLE & GREENING**

(J. A. HENDERSON)

Canadian Agents

HAMILTON, ONT.

# LOGGIE'S LOBSTERS

EVERY TIN OF OUR PRODUCTS IS GUARANTEED

### Golden Crown and Golden Key ARE OUR BRANDS

THEY are made in standard sizes to suit the trade. We are expert packers and our goods have a recognized reputation. Your querulous customer in quest of quality will have no cause to complain when you show a tin of Loggie's and tell him or her to sample it. There is satisfaction in every can.

**SPECIAL NOTE TO WHOLESALERS**  
We are now prepared to book your orders for 1909 pack "Golden Diamond" Blueberries, twos and gallons, quality guaranteed.

### W. S. Loggie Co., Limited

SOLE PACKERS

Chatham

New Brunswick

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

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

No money required. We furnish capital.

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

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



## POPULAR AND PALATABLE

Sea foods are each season growing more esteemed and enjoyed by the people. That is because greater care is exercised in their selection and in the method of packing. All the natural piscatorial flavor is retained in the

# BRUNSWICK BRAND

Any retailer is welcome to try a can or two at our expense. When convinced of the toothsome, deliciousness and invigorating qualities of our products, he will be the better able to tell others the good he has found in them.

—Here is a chance to make money

This brand of sea foods has a national reputation.

## 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; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

“Mephisto”



BRAND  
**Lobster**

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can. 1909 prices now out for Europe and America.

**Fred Magee**  
PRODUCER  
Port Elgin, N.B., and  
Pictou, N.S. Canada

Lines That  
Will Sell Well  
Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:

### Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.



NON-ALCOHOLIC WINES IN PINTS AND QUARTS  
AND IN BULK IN KEGS

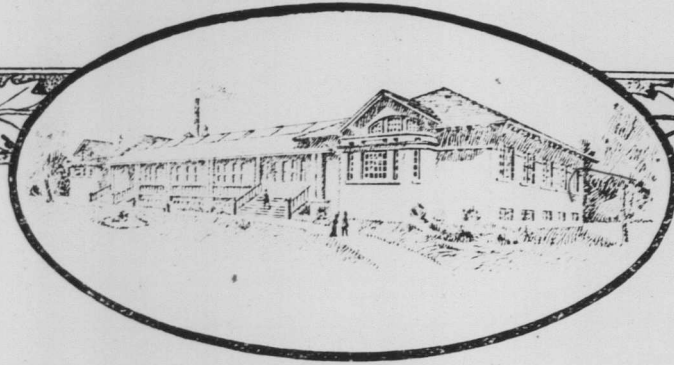
German Sauer-Kraut

Pickles in Brine.

RYAN & HOPPER, Toronto Agents

**Taylor & Pringle Co., Ltd.**  
Owen Sound, Ont.





# MAGI WATER

That we are advertising Magi Water very extensively you know. That we shall continue to advertise it goes without saying. The results we have obtained in persuading the public to drink Magi and the dealer to push Magi have convinced us that a meritorious article, well advertised, is the only proper combination in successful merchandising.

Put Magi Water in stock—display signs (we will furnish them) saying that you handle Magi Water and you will build up a family trade that will be satisfactory and highly profitable to you.



And remember that while Magi is recommended by physicians for Gout, Rheumatism and similar ailments arising from disordered kidneys it is further the most delicious water you can persuade your customers to put on their tables purely as a beverage. Try it yourself.

THE CALEDONIA SPRINGS CO., Limited  
Caledonia Springs, Ont.



**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, Christie Building  
Manitoba: Watson & Truesdale, Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

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

The Condensed Ads. in The  
Canadian Grocer bring results

**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

**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

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

**ABSORBINE**

Full directions in pamphlet with each bottle. \$2.00 a bottle at dealers or delivered. Horse Book 9 D free.

**ABSORBINE, JR.**, for mankind. \$1 a bottle, removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain. **W. F. YOUNG, P.O.F., 204 Temple St., Springfield, Mass**  
LAWSON 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**



—BUY—

# Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better  
For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.

# TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of  
the leading packers of Tea in Canada

## ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**  
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: **ALFRED LAMBE & SON, TORONTO**  
**J. HUNTER WHITE, ST. JOHN, N.B.**  
**CECIL T. GORDON, MONTREAL**

## Fisher Electric Coffee Mills




are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

### The A. D. Fisher Co.

Toronto Limited



## TIME MEANS MONEY

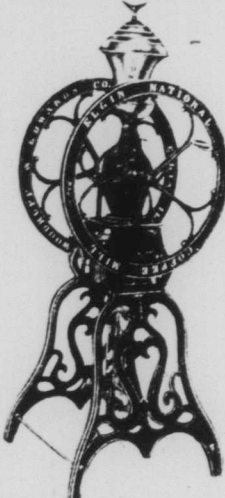
You save both when you have McGregor's Patent **BAG HOLDER**

It holds all kinds from 5 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



GRACEFUL ATTRACTIVE  
SYMMETRICAL

## Elgin National Coffee Mills

Our mills are high grade throughout but sell at low cost. They are the fastest, strongest, simplest and most economical on the market. An ornament as well as of great use and service to any grocer, wholesale or retail.

Ask any of the following Jobbers for our Catalogue.

WINNIPEG—G. F. & J. Galt (and branches); The Godville 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, Glassco & 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.

## Wolverine Show Case



The best show case made in America for the money.

Price, \$4.50 per foot  
f.o.b. Detroit

W. H. ESCOTT  
141 Bannatyne avenue,  
Winnipeg. Selling Agent

No. 100.  
This case is finished in golden oak—Beveled plate top—Shipped K.D.—

Made by

### Michigan Show Case Co., Detroit, Mich.

THIS IS



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.

About 3 ft. Long

Half Actual Size.

"IT"

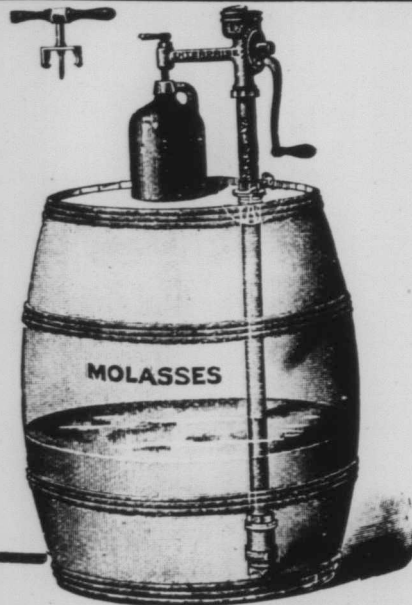
## THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

# "ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

## "ENTERPRISE"

### Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only \$6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.  
Philadelphia, U.S.A.  
21 Murray St., New York, 438 Market St., San Francisco

## A PUMP THAT SHOWS A PROFIT

Get a STANDARD Horizontal BRADLEY STENCIL MACHINE and you will have a Machine BUILT FOR HARD USAGE. Rapid and EASY to OPERATE.

HAMILTON STAMP & STENCIL WORKS, Ltd.  
SOLE AGENTS FOR CANADA  
HAMILTON, - ONTARIO

ANY LINE OF THE  
**KEYSTONE BRAND**  
**BROOMS**

may be depended upon to give satisfaction and in choosing the  
**KLONDIKE**  
**JUBILEE**  
**STERLING**

you get the very best as well as sufficient range of price to meet all requirements.

Manufactured by  
**STEVENS-HEPNER CO.**  
LIMITED  
PORT ELGIN, - ONTARIO, CANADA

Diamond  
1-lb. tins, 2  
1-lb. tins, 3  
1-lb. tins, 4  
Cases.  
4-doz. ....  
8-doz. ....  
1-doz. ....  
8-doz. ....  
1-doz. ....  
1-doz. ....

MAGI  
BAKING  
POWDER  
NEW STYLE

ROYAL  
Baking  
Powder

CAN.  
Wholesale  
Glass J.

Strawberry  
Peaches  
White cher  
Red raspbe  
Black raspb  
Lawtonber  
Red cherri  
Black cher

SI  
12 oz. Sim  
16 "

WHITE SW  
White Swa  
1-lb. tins,  
1-lb. "

CO  
PREPARED

Co k

No. 1, 1-lb.  
No. 2, 5-oz.  
No. 3, 21-oz.  
No. 10, 12-oz.  
No. 2, 4-oz.

No. 13, 1-lb.  
" 14, 8-oz.  
" 15, 4-oz.  
" 16, 2 1/2-lb.  
" 17, 5 lb.

White Swa  
White Swa  
White Swa

Keen's Oxf





**Friends—Not Growlers**



RISING SUN Stove Polish in Cakes never comes back to you with growls from the house-keeper. It is always made up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

**"VOL-PEEK"**

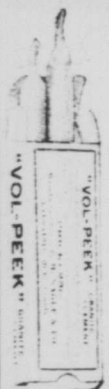
**GRANITE CEMENT**  
Mends Holes in Pots and Pans.

For mending holes in Agate, Iron, Aluminum, Copper, Tinware, Graniteware, in fact anything with a hole in it, VOL-PEEK has no superior. Not a glue or paste-like patty, in a stick, two sticks to a box.

Sells at 25c. a box. 2 sticks mend 50 holes.  
Great Seller Quick Sales Large Profits

Get Stock from your wholesaler, or direct from us.

**H. NAGLE & COMPANY**  
Sole Manufacturers. L'APRAIRIE, QUE.



**BLACK JACK**

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY  
ALL  
JOBBER

1/2-lb tins—3 doz. in case.

**NOT THE SEASON.**

This is not the season to talk about heat and hot things, but the housewife has to keep the stove clean just the same.

**JAMES DOME LEAD**

is the cleanest stove polish in the world.

**NO DUST.**

**NO DIRT.**

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

**A REAL LASTING SHINE if you use**



It preserves and softens the leather.  
It is waterproof.  
It does not clog or stain the clothes.  
It is free from acid and turpentine.

**2-in-1**

THE CONNOISEUR'S  
POLISH

Keep your shelves well stocked with the polish that sells quickly and never fails to satisfy.

**The F. F. DALLEY CO., Limited**

HAMILTON, CANADA

BUFFALO, N. Y.

3-lb. wood pall  
Pure assorted J  
doz. In case

J  
IMPER



Assorted  
MacLaren L



Assorted Case  
Assorted Case  
Lemon (St  
Orange (St  
Raspberry (St  
Strawberry (St  
Chocolate (St  
Cherry (St  
Peach (St  
Weight, 8 lbs. t

The GENUIN



Price—  
Less than 5 cent  
Five cases, or 1



# 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

Per lb. 0 06¢  
5-lb. wood pulp.....  
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  
Peach (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 4 cases ..... 5 00  
Five cases, or more..... 4 85



THE ROBERT GREIG COMPANY.  
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



List price  
"Shirriff's" (all flavors), per doz. 0  
Discounts on application

LARD.

M. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

1 tierces.... \$0 10¢  
1-bbls. .... 0 11  
Tubs, 50 lbs. 0 11  
30-lb. Pails, 2 25  
30-lb. tins. 2 15  
Cases 3-lb. 0 11¢  
" 5-lb. 0 12¢  
" 10-lb. 0 10¢

F. O. B. Montreal.



**Li-rice**

NATIONAL LIORICIS CO.

5-lb. boxes, wood or paper.... per lb. 60 60  
Fancy boxes (26 or 50 sticks).... per box 1 25  
"Ringed" 5-lb. boxes.... per lb. 60 60  
"Asses" pellets, 5-lb. cans.... per can 1 00  
" " (fancy boxes 60) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans..... per can 8 00

Licorice lozenges, -lb. glass jars.... 1 75  
" " 30 5-lb. cans..... 1 50  
"Purity" licorice 10 sticks..... 1 45  
" " 100 sticks..... 0 78  
Dulo large oat sticks, 100 in box.... ..

**Lye (Concentrated)**

GILLETT'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

SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz.... 1 55  
2-lb. " " " 2 80  
4-lb. tins. " " 4 85  
7-lb. " " " 7 26  
"Sbrredded"—  
1-lb. glass, doz.... 1 80  
2-lb. " " " 3 10  
7-lb. tins. " " 8 85



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz ..... \$0 95  
Parrot Food, 1/2 lb. pkts., 1 doz cartons 0 45  
Parrot Food, 2-lb. pkts ..... 1 35  
Bird Cage Sand, about 1/4-lb. bags, 1-gross cases, per doz..... 0 30  
Bird Cage Grit, about 1/4-lb. bags, 1-gross cases, per doz ..... 0 30

**Mince Meat**

Wetley's condensed, per gross net.. \$12 00  
" " per case of 5 doz. net..... 8 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 4.60

**Mustard**

COLMAN'S OR KEEN'S  
D.S.F. 1/2-lb. tins..... per doz \$ 1 40  
" 1-lb. tins..... 2 50  
Durham 4-lb. jar..... per jar 0 75  
F.D. 1-lb. tins..... per doz. 0 85  
" 1/2-lb. tins..... 1 45

**Olive Oil**

LAPORTE, MARTIN & CIE, LTD.  
Minerva Brand—  
Minerva, qts 12's ..... \$ 3 75  
" pta 24's ..... 6 50  
" 1/2-pt. 24's ..... 4 25

**Sauces**

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and Toronto  
1/2-pint bottles, 3 & 6 doz., per doz. .... 0 80  
pint " 3 doz. .... 1 75

**Soda**

Case of 1-lb containing 60 1-lb. packages, per box, \$3.00  
Case of 1-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3.00  
Case of 5c. pkgs. containing 96 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, " 30 1-lb. " ..... 2 75  
No. 4, " 60 1-lb. " ..... 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs  
1 case..... \$ 2 50  
5 cases..... 2 75







SELL SEEDS THAT FEED—  
**SPRATT'S**  
 MIXED  
**BIRD SEEDS**

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

**Ask your jobber for them.**

Packed in boxes containing 3 dozen 1-lb. packets.

## Sanitary Cans

### For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,  
 Apples, Peaches, Pears, Plums, Etc.

### Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"  
 "Bottom Like The Top"

Write for Samples

**Sanitary Can Company, Ltd.**  
 Niagara Falls, . . . . . Ontario



We can add little to all that has been said about the absolute purity and superiority of

## "Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

**Church & Dwight**  
 Manufacturers  
**MONTREAL**

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Cansisters.

**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.

## Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

**WE KNOW HOW!**

**The Beardwood Agency**  
 313 New York Life Building - MONTREAL

A Car Shortage is Likely

MORAL:  
Order now, and avoid possible delay.

**SALT**  
FOR EVERY USE

**VERRET, STEWART & CO.**  
LIMITED  
MONTREAL

## Canned Fruits

The quality of

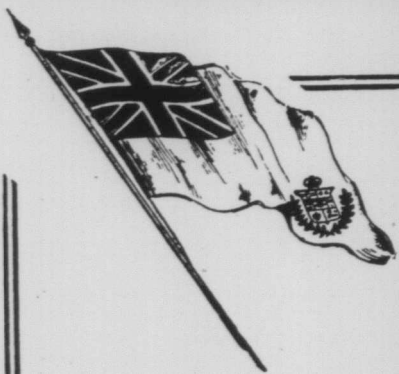
**WETHEY'S**  
**LAUREL**  
**BRAND**

speaks for itself.

Do not buy without consulting us.

Get our prices.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.



**Empire Brand**

**4**  
**Free Phones**  
**for you.**  
**Use freely**

## OUR TRAVELERS

go out on **Monday 16th August.**

We had a great many letter and phone orders.

**Some** that never tried phoning before were convinced.

Any time our traveler not available call us up—our expense.

**GEO. E. BRISTOL & CO.**

WHOLESALE GROCERS

HAMILTON,

ONTARIO

C

Montreal: 701

VOL. XX



Fra

Ca

Le

St

ED

53 Fron