

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, JULY 31, 1908.

NO. 31.



It doesn't pay to change

Keen's Oxford Blue

is a household necessity and your customers will not appreciate any suggestions for a change. In your own interests it pays to advocate and sell Keen's Oxford Blue—

For sale by all jobbers

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

STARCHY WEATHER

These hot summer days are hard on linen and the laundry is kept busy. The use of

EDWARDSBURG "SILVER GLOSS" STARCH

makes it easier for the housewife and everything shines brightly and wears longer.

Advise your customers to use Edwardsburg "Silver Gloss" Starch. They will thank you for the advice. Every jobber can supply you.

EDWARDSBURG STARCH CO., Limited

53 Front St., East
TORONTO, Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

164 St. James Street
MONTREAL, P.Q.



FRESH HERRING

Of all that is said on the subject of canned fish, the essential point is—
are the fish packed fresh?

Herring quickly show the effect of any deterioration, as the flesh loses its firmness and becomes dark in color.

Maconochie Bros. herring are distinguished for their firm, even texture and clear, white color. To accomplish this almost unlimited facilities are required; but Maconochie Bros. method of handling fish is so complete that, in the first place, it insures absolutely fresh packing, and, in the second place, preserves the inimitable natural flavor.

Sell Maconochie Bros. herring—satisfy your customers and see your profits grow.

Ask for samples and prices for 1908.

CANADIAN AGENTS:

MacLaren Imperial Cheese Co. Ltd.

Toronto

Maconochie Bros., Limited

London, England



THE CANADIAN GROCER

The best that money can buy

is never too good for Canadians, that is why it pays to handle "Stower's" goods, their "**Lime Juice Cordial**" is ready for immediate use by adding water—or soda—or ginger ale, already sweetened, their Lime Juice the strongest.



As used
by
King Edward
the VII.

As used
by
The Prince
of Wales

A few of the places where you can get these:

HAMILTON, ONT.—Lucas, Steele & Bristol
BRANTFORD, ONT.—Geo. Foster & Sons
KINGSTON, ONT.—Fenwick, Hendry & Co.
QUEBEC, P.Q.—J. B. Renaud & Co.
ST. JOHN, N.B.—A. G. Dick

ARTHUR P. TIPPETT & CO.

Sole Agents

Montreal

No Musty Flavor



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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.

HALIFAX, N.S.

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.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

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 38

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.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 35, Alliance Bldg.
107 St. James St. - Montreal

MONTREAL

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

NEWFOUNDLAND

T. A. MACNAB & CO.
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.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

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

TORONTO.

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

Foreign and Domestic
BEANS
on spot
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

MOOSE JAW

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 859 Box 793 MOOSE JAW, SASK

(Continued on page 4.)

Coming Back to Canned Goods

The factories are busy with the Pea Crop. We have already seen samples and we know our customers will be well pleased with this year's pack of

"Anchor," "Riverdale" and "Old Homestead"

—CANNED PEAS—

If you haven't already booked your order you should order at once if you want the goods of QUALITY.

EBY-BLAIN, LIMITED

Sole Wholesale Agents

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

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

CANISTERS

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

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

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

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED



REAL
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THE CANADIAN GROCER

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
 WHOLESALE GROCERY BROKER AND
 COMMISSION MERCHANT
TEAS A SPECIALTY
 Open for one or two more first-class agencies
 Correspondence invited
 25 ST. PETER STREET, QUEBEC

STUART WATSON & CO.

Wholesale Commission Brokers and
 Manufacturers' Agents
WINNIPEG, - MAN.
 Domestic and Foreign Agencies Solicited.

WINNIPEG.

Wholesale Grocery Brokers, Com-
 mission Merchants.
 First class connection with the trade. Established
 1895. First-class references.
 Your correspondence and business solicited.
GEORGE ADAM & CO.
 430½ Main St. W.

RICHARDS & BROWN

Wholesale Commission Merchants
 and Brokers
 314 Ross Avenue WINNIPEG, Man.
 Correspondence Solicited

GROCERY BROKERS
 and Manufacturers' Agents
CARMAN BROKERAGE CO., Ltd.,
 WINNIPEG CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 Head Office and Track Warehouse,
 141 Bannatyne Ave. WINNIPEG, MAN.

BRACK & KIRKLAND

Grocery Brokers,
 and Manufacturers Agents
 Warehousemen and Distributors
 Track Warehouse, 137 Bannatyne Ave. E.
 WINNIPEG, MAN.

W. H. ESCOTT
 (Formerly of Carman-Escott Co.)
 Grocery Broker and Manufacturer's Agent
 WINNIPEG, CALGARY and EDMONTON
 Goods stored and distributed.
 Head Office and Track Warehouse
 141 Bannatyne Avenue Winnipeg, Man.

VANCOUVER

F. G. EVANS & CO.

Grocery Brokers and
 Commission Merchants
 139 Water St., - Vancouver, B.C.
 Correspondence Solicited.

STRANG BROTHERS

Commission Brokers and
 Manufacturers' Agents
 233 Fort Street, Winnipeg
 Correspondence Solicited

EXPERIENCED ADVERTISEMENT WRITERS

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

Are Your Goods on The Market?
 They may be first-class. Do the people know that they are?
 Do you want help—a partnership—or have you a business for
 sale?
 Advertise in the condensed publicity columns of The Grocer
 and **Tell Us If You Don't Get What You Want.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
 Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and
 the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the
 merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no
 effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an
 authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have
 been steadily extended, and it furnishes information concerning mercantile persons throughout the
 civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing
 and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations.
 Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.
 HALIFAX, N.S.
 OTTAWA, ONT.

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 VANCOUVER, B.C.

LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

WESL. G. EVERTS, Gen. Mgr. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.

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

JAMES MARSHALL

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



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

Ridgeway's Collecting Agency
 11 St. Sacramento Street, Montreal
 Established 1880
 Has the confidence and patronage of the banks
 and leading merchants such as Forbes Bros.,
 S. J. Carter & Co., John Robertson & Son.
 Overdue claims collected everywhere, no
 collection, no charge. Tel. Main 1877.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

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

CANADIAN MACHINERY

TORONTO MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying busi-
 ness of your own.
 Profits right from the start, and Prizes.
 No money required to begin.
 We will mail to you FREE 5 copies of our
 publication.
 These can be sold and will provide the
 capital for the next week's supply.
 The work is easy.
 You be sure to write at once and we will send
 you 5 copies for next week and everything
 necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

"To Hold Fast to Quality IN THE Merchandise Offered."

John Wanamaker gives this as one of the cardinal principles of success in mercantile life. And he is right. Once let a store get a reputation of selling goods of quality and the public will make a beaten path to its doors. High quality is particularly necessary in foodstuffs in these days in view of the growing demand for purity and wholesomeness.

Canadian Cannery's Peas are the finest in the world.

Grocers and general merchants everywhere find their customers demanding "more of the same" when they have once tried our celebrated brands. Our Grade No. 2, Sweet Wrinkle Pea, is the most satisfactory pea packed. Its superior quality enables you to sell it with a much greater margin of profit than ordinary brands.

Our Canned Peas are sold in four grades or qualities, viz:—

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

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

Canadian Cannerys, Limited

Hamilton, Canada.

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CANADA

Up to the Mark!

OLD
HOMESTEAD
BRAND

Canned Fruits and Vegetables

Splendid value in every can—value that your customers will give YOU the credit for. Our 1908 pack is being made from the usual choice selection of the best fruits and vegetables procurable, and our up-to-date factory hasn't lost one iota of its splendid sanitary and mechanical completeness. Specify

OLD HOMESTEAD BRAND

and your trade is secure!

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

QUALITY versus PRICE

There are two things to be considered when buying goods, the QUALITY of the article, and the benefit you will derive from the sale of high-class merchandise, or the PRICE, and the detrimental effect the offering of an inferior article will have on your trade.

"SALADA"

represents the highest quality of tea—a unity of flavor, purity, and deliciousness that at once raises it to the pinnacle of tea superiority. Its quality and value "loom up" conspicuously above a hundred imitators.

"SALADA" has done more to put the tea peddler out of business than all other teas combined.

"SALADA," Toronto, Montreal and New York.

PICKLING SPICE

We are offering exceptional values in high-grade Pickling Spice. Each of the varieties is specially selected with a view to the best results, so that it can be recommended to the most fastidious trade.

Sold either in bulk or packages.

Our "White Swan," glass front, ¼-lb. package is unequalled as a 10c. line. 4 doz. in a case.

The Robert Greig Co., Limited.

WHITE SWAN MILLS
TORONTO

STOCK THE BEST.

"KIT"

COFFEE

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

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 87 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.





**Y. & S.
SCUDDER
M. & R.**

STICK LICORICE

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

Toronto Sales Agent—
R. S. MoINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

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

MOLASSES AD SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

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

GOLDEN SLING SYRUP
(IN TINS)

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

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	Carman Escott Co.,	Winnipeg.
C. DeCarteret.	Kingslon.	R. G. Badlington & Co.,	Calgary
Jas. N. McIntosh.	Ottawa	Tees & Peerse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

... FOR ...

Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

**IS
JUST THE THING**

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

2 in 1



SHOE POLISH

is the best polish. It is also the most up-to-date and profitable shoe polish for you to handle; because the demand is immense and ever on the increase. A grocery without 2 in 1 shoe polish is incomplete. Are you taking advantage of our advertising.

GET BUSY!

The F. F. Dalley Co., Ltd.

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

We help the
grocer

SELL JELL-O

Advertising matter for store display and recipe books to give to customers sent pre-paid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate,
Peach, Cherry. } 90c a doz.
Retails 10c. per package

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. \$1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.



There is Only One

SNAP

Hand Cleaner

You can find a ready and constant sale for SNAP among all people who want clean hands QUICK. No matter how dirty, greasy or painty the hands, SNAP will clean them instantly, leaving them soft, white and absolutely uninjured.

Snap is Well Advertised

WE DIRECT PEOPLE TO THEIR GROCER

ORDER A TRIAL CASE from your jobber 10-day. Results will prove that SNAP is really a snap for you.

Snap Company,

Limited

Montreal, . . . Quebec

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS. SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

OTTAWA'S FIRST GREAT PURE FOOD SHOW

WILL BE HELD BY

The Ottawa Retail Grocers' Association

DURING THE WEEK OF THE

Central Canada Exhibition, Sept. 18 to 26

☐ This is the first thing of its kind ever attempted, and already a magnificent success is assured. The great majority of booths have been spoken for by live manufacturers. Are YOU in, Mr. Manufacturer?

100,000 PEOPLE

will see your exhibit. That number visited the exhibition last year, and more will be there this year. These **actual consumers** come from all through the great Ottawa Valley, and in all directions within 200 miles of Ottawa. Imagine what it means to reach them!

☐ Our Food Fair will be held in a **large new building right on the exhibition grounds**, and there will be no extra charge to visitors. **Admission absolutely free.**

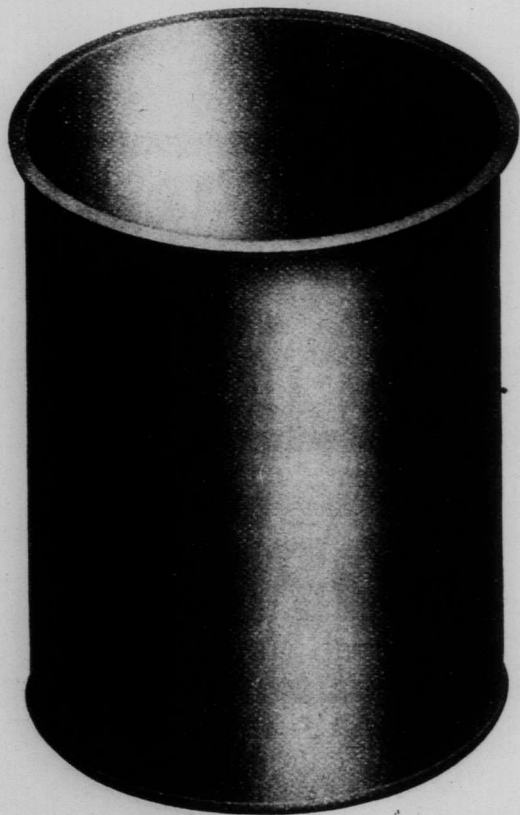
WRITE TO-DAY FOR FURTHER PARTICULARS. SPACES GOING RAPIDLY.

The Ottawa Retail Grocers' Association

F. W. FORDE,
CHAIRMAN

Address all correspondence to A. G. JOHNSON, Sec'y, 388 Concession St.

189 RIDEAU STREET, OTTAWA



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

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

Max Ams Patents

THE CANADIAN GROCER

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - 75 Front Street East, TORONTO

QUALITY IS WHAT COUNTS!

You may be able to sell an initial can of almost any sort of canned goods; but if you want repeat orders—you've got to sell quality.— Here's the reason why you can create and keep customers by selling

FARMER BRAND

CANNED FRUITS AND VEGETABLES

The fruits and vegetables used in FARMER BRAND are grown on three thousand acres of OUR OWN GARDEN LAND. From the time of planting until the can is sealed, we see to it that every atom of FARMER BRAND is pure and high in quality.

FARMERS' CANNING CO., Limited

BLOOMFIELD,


ONTARIO

Book your orders now for regular supply of

BLUEBERRIES

with the

PLAYFAIR, PRESTON CO., Limited,
MIDLAND, - ONTARIO




Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



About 3ft. Long

BROWN'S Famous "FLY COIL"

Catches more Flies to the square inch than any other Fly-Catcher. It attracts customers By its NOVELTY! NEATNESS! and CLEANLINESS Hang up a couple of coils and see how much they improve the appearance of your store and increase the comfort of customers. When people see a good thing like this they want it! And you sell lots of them! Why not catch customers as well as Flies? Brown's "Fly Coil" is easier to use and easier to sell than any Fly Paper.

To be obtained from
The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St., Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. Johns, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. Johns, N.B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from
The Brown Manufacturing Co., Ltd., Bury, Eng.



Naphtho SOAP

MADE IN CANADA

MAKE
NAPHTHO SOAP
YOUR LEADER

The result will be
—satisfied customers—satisfactory profits.

The Welcome Soap Co.
Limited
St. John, - N.B.

New Japan Teas

are the teas of the present and every grocer's unfailing seller.

We can show you proof of our claim that

E. D. S. Brand Jams and Jellies



are absolutely pure.

We have the signed declarations of reliable government analysts who made an impartial analysis and declared that E.D. Brand is the purest sold in Canada.

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

THE CANADIAN GROCER

TRAVELLERS' HOLIDAYS

Wire or Phone at our expense

We pay particular attention to mail orders.

Thomas Kinnear & Co.

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

Camp Pies



When you've got

GLENCAIRN BRAND

You've got the best

The Chicken, Game, Hams and Tongues used in their preparation are selected from the finest stock and are handled with scrupulous care by skilled cooks in a model kitchen.

OVAL OR SQUARE TINS

**Cunningham &
De Fourier Ltd.**

Glencairn Works: LONDON, E.

Canadian Agents:

ROSE & LAFLAMME, LIMITED, Montreal

Butter Dishes

? US FOR PRICES.

Fruit Jars and Rings

Butter Tubs and Boxes

Butter Parchment

AND

John Bull Specials

Do you know about them?

Walter Woods & Co.

Hamilton and Winnipeg

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

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

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

To Agents and Grocers:
Three Good Things

THAT
 PAY TO PUSH

Branson's
 Pure Coffee Extract

Branson's
 "Shereef Coffee"
A CHEAPER ARTICLE

Branson's
 Coffee and Milk in Tins

OUR REPRESENTATIVE

is now in Canada, arranging Agencies for the
 sale of our Specialties throughout the Dominion

Apply to

"BRANSON" 303 Frank St.
 Ottawa, Ont.

Every Ounce in Weight
an Ounce in Quality!

Every Package of "Young-Tom" contains an
 ounce of Quality for every ounce in weight.

To have a Washing Powder what it
 should be it must contain nothing which
 will injure skin or fabric and will leave
 the washing perfectly clean and odorless.

Perfection Is
Young-Tom
 Washing Powder

"For Purifying and Cleansing Unex-
 celled."

Made solely by
THE YOUNG-THOMAS SOAP CO., LTD.,
 Regina, Canada.

No grocer will get himself in a
 pickle with his customers if he
 keeps well stocked with

STERLING
BRAND
PICKLES

and relishes. These are ever-
 reliable goods, giving completest
 satisfaction to the most critical.

Order from your jobber or
 direct from manufacturer.

THE T. A. LYTTLE CO. LTD.
 Sterling Road, Toronto, Canada



We Advertise
 You Get
 the Benefit

That is, if you let people know
 you have Mathieu's Nervine
 Powders. A very effective and
 harmless cure for all headaches
 and nerve pains—and headache
 is such a common complaint.
 There's lots of profit in selling
 them. Send us an order.

Mathieu's Nervine Powders

*You can't tell when one of your best
 customers will be down with a cold.
 Keep Mathieu's Syrup of Tar and
 Cod Liver Oil handy.*

J. L. Mathieu Co., Sherbrooke, P.Q.
 Proprietors
 L. Chaput, Fils & Cie, Wholesale Depot, Montreal

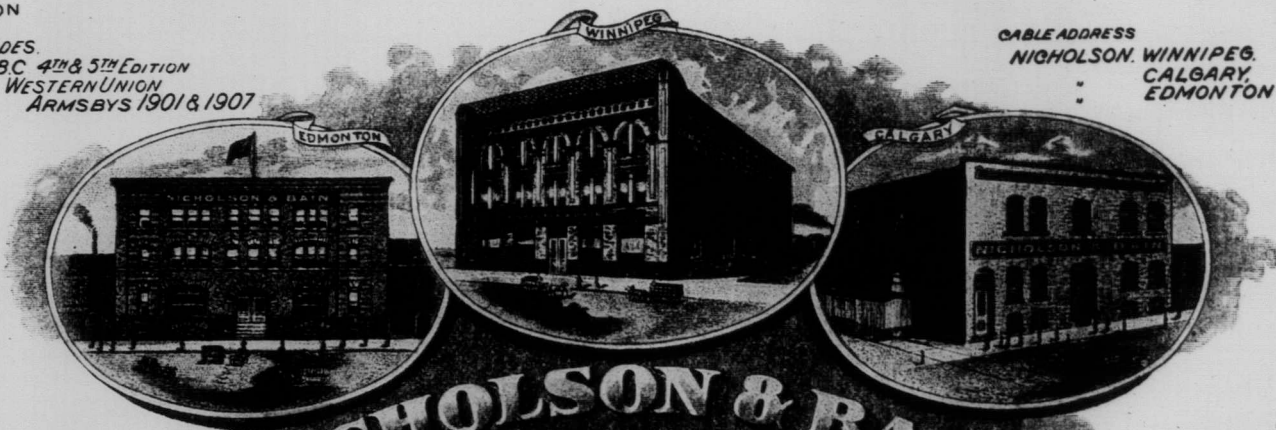
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

MR. MANUFACTURER, do you realize what this year's bumper crop in the West may mean to you?

It is the biggest crop in the history of the country and it will be worth a pile of money—much more than any previous crop.

The West will have plenty of money to spend and there will be a strong demand for high class goods.

Now is the time to push your goods in the West and develop a trade that will grow from year to year.

We can help you, as we have the selling organization to place your goods on the market.

We are established in Winnipeg, Calgary and Edmonton, the three principal wholesale centres of the West. We can take your goods on commission basis, store them at these three points and distribute them to the wholesale trade.

To do business in the West it is essential that you should have live intelligent representation on the ground.

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

D H BAIN

PEG.
IRY.
NTON

TO THE TRADE:

Of course YOU know that

CEYLON TEA

makes the

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

Corks and Capsules

Despite all sayings to the contrary, men and goods are judged largely by appearance. A wise manufacturer always uses the best Corks and Capsules for his bottled goods. **Ewing's Corks and Capsules** have the reputation of being most uniformly excellent and always reliable.

PRICES SENT ON REQUEST

S. H. EWING & SONS

MONTREAL
and TORONTO.

English Brewed

Ale and Stout

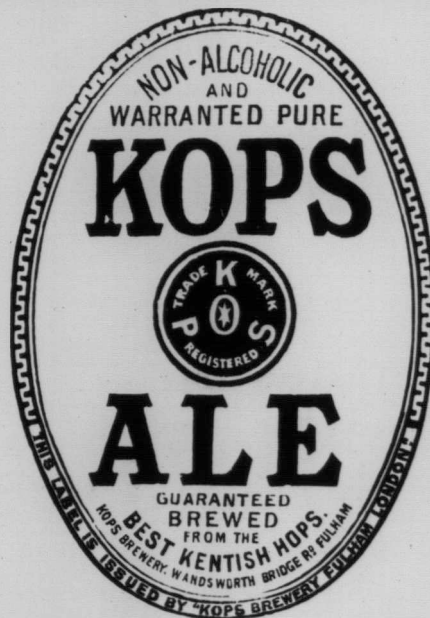
The most healthful drink of Old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our six large breweries situated in London, Birmingham, and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine bitter taste, but are entirely free from anything of an injurious nature. **THEY ARE ABSOLUTELY NON-INTOXICATING.** Good for all the year round trade. Let us correspond with you and send you Analytical report, with other information.

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg.
Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

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



SHIRRIFF'S JELLY POWDERS

The Standard of Quality, always thoroughly reliable

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



Tartan

BRAND

SIGN OF PURITY

While Our Salesmen Are Away

REMEMBER WE ARE HEADQUARTERS FOR
TARTAN BRAND TEAS, COFFEES, SPICES, EXTRACTS, and CANNED GOODS
 RED FEATHER " " " " "

ALSO

WAGSTAFFE'S Pure Jams, Jellies, and Marmalade.
 Imperial Vinegar, the highest quality.

LEAS Pickles, with the home flavor.
 Special Values during vacation.

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.
 Wholesale Grocers, - - HAMILTON



REINDEER condensed COFFEE

Hot Water
Only



Required
for

A CUP OF COFFEE

A SPLENDID SELLER

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



Experience Teaches

But it is a hard master. It is advisable, and in your own interests, that you should not experiment with your maple syrup business, but use

Pride of Canada

the brand with an established reputation for purity, known all over Canada and appreciated by all. A ready seller.

IT PAYS

**The Maple Tree
 Producers'
 Association, Ltd.,**

Waterloo, Quebec



**For Delicacy of Flavor
Quality and Attractive
Appearance**

We have not seen anything more justly entitled to first place than—

LEA'S PICKLES

with the home-made flavor, Canadian grown—Canadian packed. Don't think you're getting the best if you miss buying Lea's.

We are commissioned to offer special inducements to new as well as regular buyers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Made from PURE CANE Sugar by

The
**Canada Sugar Refining Co.,
Limited**
MONTREAL

Order
QUAKER SALMON

and Be Sure

TRADE MARK

This is Your



Protection

SONS

ESTABLISHED 1834.

You are buying salmon now. It is just as easy to get the best, so specify **Quaker Salmon**, highest grade Sockeye, from Fraser and Skeena rivers. Most attractive package obtainable in Canada. Prices—they speak for themselves:

QUAKER SALMON, flats, - - \$2.05
QUAKER SALMON, talls, - - 1.00

EVERY TIN GUARANTEED

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET

Balmoral
scotch
MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

Pushing Wholesale Agents Wanted

FOR



The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Our Representative is now in Canada fixing our Agents for the Dominion

WRITE HIM

"VI-COCOA,"

303 Frank Street,
OTTAWA

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

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

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

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



"GILT EDGE"

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

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE

for ALL kinds of Black Shoes

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

Price per gross
Excellent for old rubbers.

"SUPERB" Patent Leather Paste



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

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

"BOSTON" Waterproof Polish

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

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

"ELITE" Combination

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

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

"DANDY" Russet Combination

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

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

Russet Pastes

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

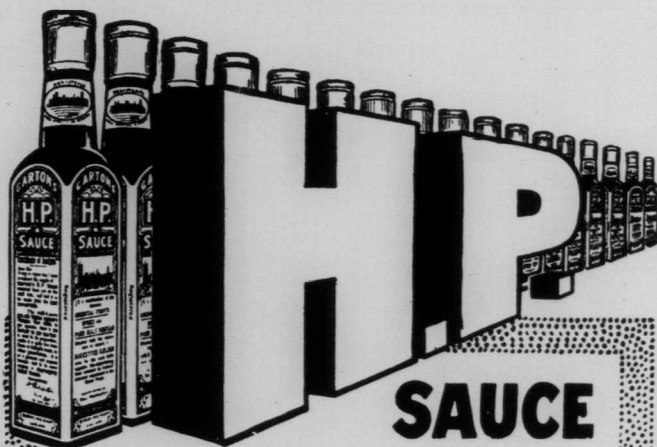


If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

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

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



A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales liberal profit—in H.P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

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

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

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

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

For Prices and Particulars Address	R. S. McIndoe, - - -	Toronto.
	S. W. Shackell, - - -	Montreal.
	J. S. Creed, - - -	Halifax.

**ANNAPOLIS VALLEY CYDER CO.
LIMITED**

BRIDGETOWN, - NOVA SCOTIA

The FOOD DISCOVERY of THE AGE

MOLASSINE MEAL

The Unique and Wonderful FOOD
for Horses, Cattle, Sheep, Pigs
and Poultry.

BOOKLETS AND PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Place d'Youville, - Montreal



CAPSTAN Brand High-Grade Tomato Catsup

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

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

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand
and we want to give our
customers as good service
as good quality.

ORDER TO-DAY FROM OUR AGENTS:

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

- C. E. McMichael, - - - St. John, N.B.
- H. Haszard, - - - Charlottetown, P.E.I.
- Erb & Rankin, - - - - Halifax, N.S.
- C. S. Harding, Ottawa, Quebec & Monk eal
- Kyle & Hooper, - - - - Toronto, Ont.
- J. W. Bickle & Greening, - Hamilton, Ont.
- Carman Brokerage Co., Ltd., Winnipeg, Man.
- C. E. Jarvis & Co., - Vancouver, B.C.

CHAMPION'S

LONDON, ENGLAND

ESTABLISHED OVER 200 YEARS

THE TABLE

VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



We are now appointing Wholesale Agents throughout the Dominion.
Pushing reliable firms with good clientele write

"CHAMPION,"
303 Frank St., Ottawa

Wagstaffe's

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

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and
Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON



Hello, There!

Did you say you were tired of the old
one-color book? Other Grocers got
tired of it and are now using our new

SPECIAL DUPLICATING COUNTER CHECK BOOK

made in several sizes and giving one
color for original and another for
duplicate. It's a splendid system,
and especially adapted for Grocers.
If you had one of the books you
would understand the advantages.

WRITE US

The Carter-Crume Company Limited,

Toronto and Montreal

OPPORTUNITY

Mr. Manufacturer, good times are returning in the West for the
big crop will be worth many millions more than the biggest in
other years.

This is the time to push your goods in the great West. If you
miss the opportunity you will have only yourself to blame.

Are you represented here to your satisfaction? If you have a
high-class line we beg to solicit the agency. We can place your
goods with the wholesale trade, promote your sales and look
after your interests.

R. B. Wiseman & Co.,

Wholesale Brokers, Storage, Warehouse
and Distributing Agents.

123 Bannatyne
Avenue East

WINNIPEG, MAN.



It isn't a difficult matter to get your customers to use Condensed Milk.
Suggest a trial of

BORDEN'S BRANDS

"EAGLE BRAND" CONDENSED MILK and
"PEERLESS BRAND" EVAPORATED CREAM

Now is the time to start in. These lines are most convenient for
camping, fishing, pic-nic and excursion parties. Try it.

WILLIAM H. DUNN, Montreal and Toronto



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

Unsweetened

RIVERDALE BRAND

Is pre-eminently the highest quality in

Canned Fruits and Vegetables

¶ We can't afford to go back on quality because our
great reputation must be lived up to and justified
with each year's pack. Our 1908 pack is right up
to the mark and fairly merits the consideration of
high class grocers.

The Lakeside Canning Co., Ltd. - Wellington, Ont.

MESSRS. EBY-BLAIN Limited, Ontario Agents.

AT LAST
**NATION'S
TON-NIK
LEMONADE POWDER**

Non-intoxicating but a "pick-me-up."

Always ready in ½ lb. tins

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

CARMAN BROKERAGE CO., Ltd.

141 Bannatyne St. WINNIPEG

Manufacture - BRISTOL - ENGLAND



**A Rapid Seller and a Producer of
Unlimited Repeat Orders.**

It isn't so much a question of "Getting Along"
 ---the other fellow may get along so much faster
 that you won't be
What you want to do
Your best asset

In the race---
 is to "Get Ahead"
 is "ENTERPRISE"

"ENTERPRISE"

with new **Total Registering Device**

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.



SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

NO. 97 Pump costs \$6.00 ;
 Auger, 75 cents; Extension Tube,
 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
 Philadelphia, U.S.A.

"Keep up with the Twins"



"Keep up with the Twins"

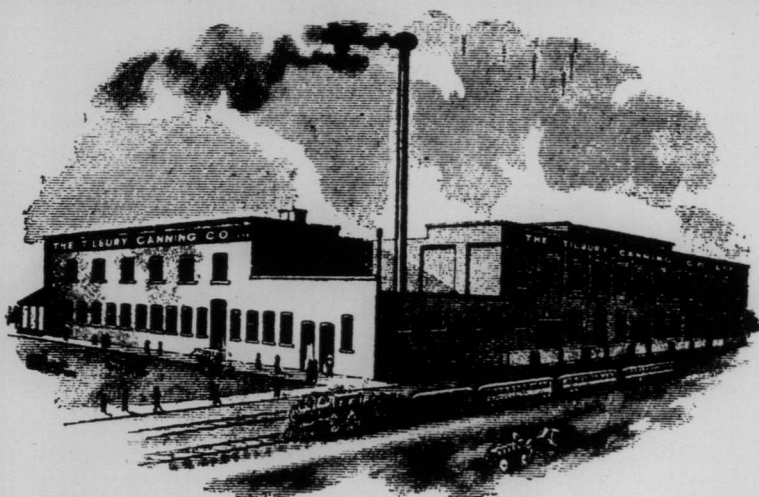
Handle

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal



“Tilbury Brand” Canned Goods

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

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

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

“PEERLESS” Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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

Our Travellers will be out again next week. Watch for them.

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

Perfect Vegetables

Years ago we realized that much of the inferiority of domestic pickles was due to the use of imperfect vegetables. So we sent an expert abroad to investigate. When he returned he brought with him from various parts of the world the seed of vegetables which were known to be absolutely the best obtainable for pickling purposes. By judicious crossing and experimenting we are able to instruct the farmers who grow for us how to produce perfect vegetables for Ozo Pickles from seed which we supply. We also ferment, clarify and mature our own vinegar which is spiced according to an unequalled formula. Try a bottle of Ozo Pickles on your own table! It's a most convincing argument of Ozo superiority.

Your Jobber Handles
Ozo. Ask him for it.

The OZO CO., LIMITED
MONTREAL

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Varicose Veins, Varicocoele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

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

BASKETS

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

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

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

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

TRY A

Condensed Ad.

IN THE

Canadian Grocer

LEA'S

The Pickle with the Home-made Flavor

The travellers will soon be showing our new line, the Tid-Bit. We claim this to be the finest pickle ever offered to the Canadian trade for the money. When the traveller has them around take a good look at them, you will be surprised.

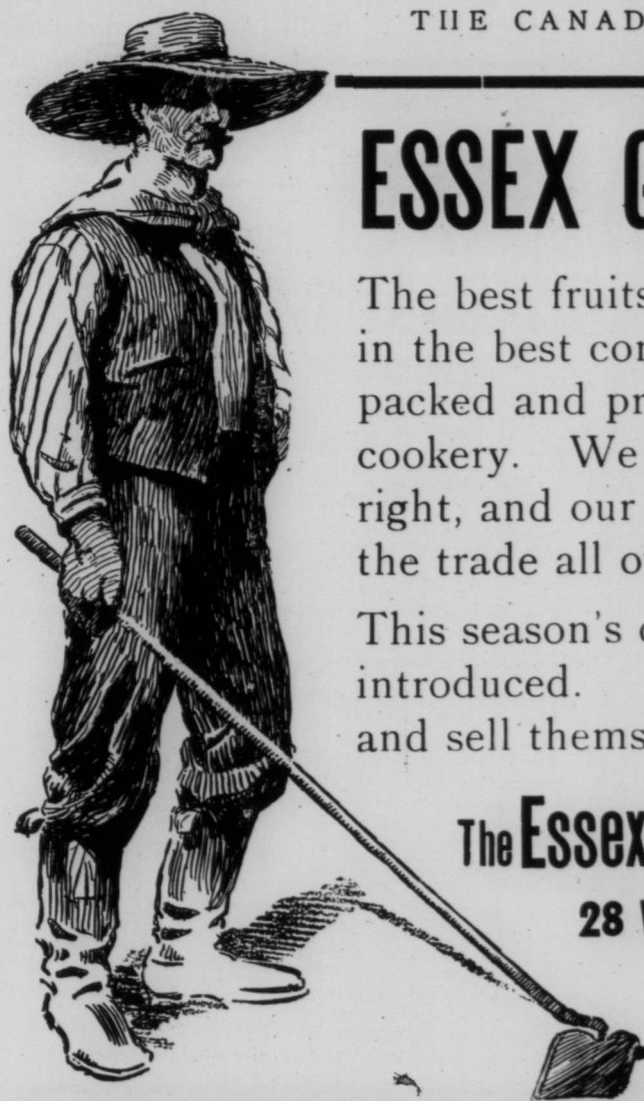
Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: **Mason & Hickey, Winnipeg; Wilsoa & McIntosh, Vancouver**



ESSEX GARDEN PRODUCTS

The best fruits and vegetables grown in Canada, in the best condition of ripeness and perfection, packed and preserved by the arts of curing and cookery. We have every facility for doing things right, and our products are in growing favor with the trade all over Canada.

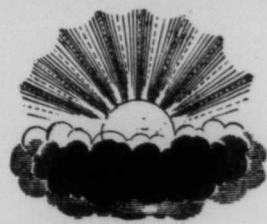
This season's output is by far the best we've ever introduced. Goods that speak for themselves and sell themselves. Place your orders early.

The Essex Canning & Preserving Co., Ltd.

28 Wellington St. E., Toronto, Can.

FACTORY AT ESSEX, ONT.

(The most Southerly County in Canada)



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

55 ST. PAUL ST., MONTREAL

Brooke Bond's Packet Teas.

Are you getting the best possible value in the tea you purchase?

Write for our prices and samples and compare them with the tea you are now getting and the prices you are paying.

If we do not show better value, you may rely on it that you are buying exceedingly well. If, on the other hand, our prices are lower or our tea better, we ask you to give us a trial order.

Agents for Western Canada:

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

THE CANADIAN GROCER



Superior Quality Canada First Brands
**Evaporated Cream
and Condensed Milk**

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

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton

FREIGHT SAVED YOU

is just the same as so much extra profit. That is why—**Eastern Township Grocers**—we know you will be profitably interested in having our travellers call upon you. We can supply all your grocery wants below Montreal or Quebec prices.

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



Tacks

We cannot say a great deal about **Carpet Tacks**, they are such a common, every day necessity.

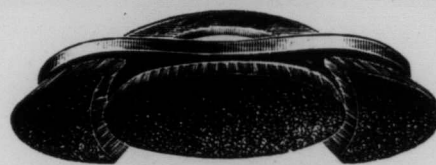
"Pigs is Pigs" and "Carpet Tacks is Carpet Tacks."

What we want to tell you, though, is that the little **Bank Package** above is filled with our excellent tacks, and it assists sales wonderfully, retailing at 5 cents.

With these on hand you can actually feature tacks.

Drop us a line for a trial lot. It's a pleasure to give you further information.

The **Bazin Manufacturing Co.**
94 Arago St., QUEBEC



YOU WILL SOON BE PLACING YOUR ORDER FOR

Brushes

For the Fall Trade

We are constantly adding to our lines, improving styles and finish, and to-day offer the most complete range of Brushes for the Grocery Trade to be found in Canada. Ask for the **Keystone Brand**.

STEVENS - HEPNER COMPANY
LIMITED

PORT ELGIN, ONTARIO



VACATION

We desire to thank our friends for their generous mail and letter orders during the travellers' vacation.

It will be impossible for our men to be more than one place at a time, so until they can call we solicit business by mail and wire at our expense, which will receive special attention by our experienced mail order staff.

Goods ordered prior to 4.30 p. m. shipped same day.

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

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

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Practical Advertising for Grocers

Advertising Regarded as Insurance, How the Matter Works Out—Examples of Ads. That Will do the Work—How One Country Merchant Covers His Field—Suggestive Talks for the Grocery Ad.
 Man—Conducted by W. F. Ralph.

Have you ever considered an advertising campaign from the standpoint of an insurance policy?

You insure against such contingencies as fire, shipping disaster, dishonest employes, etc., as a matter of course, but the moment some one mentions advertising as a business-builder for your particular benefit, you immediately begin to "hedge" and vow that you cannot afford such an expensive luxury, etc., etc.

Have you ever thought that the greatest of all commercial calamities—loss of trade—can be insured against?

The "premium" represented by the cost of advertising is, in proportion to the importance of the security afforded, no higher than other insurances; in fact it is considerably smaller and soon becomes a minus quantity. Any other kind of insurance is an expense:

Think it over—you who have been accustomed to regard advertising as so much blue sky and hot air. It's a thoroughly practicable business proposition and should be considered in no other light. Keep up your advertising "premiums" and you won't have to "die to win."—Everybodys Magazine.

Some Comments.

Of course, the writer of this didn't mean to convey the impression that everyone who bought newspaper space and put something in it was insured against loss of trade! Advertising should never be confused with mere space-filling. An advertisement in the true sense is a thing that really pulls business.

When you are advertising, you are dealing with housekeepers who are everlastingly on the lookout for anything that affects housekeeping. When

sonally interesting to your prospective customer. But if you add that you are offering some extra fine berries, of which you have only a limited quantity at the special price for one day only of 10 cents, then your ad begins to get interesting. There's any amount of proof extant that the foregoing is as true as Gospel.

A Good Example.

The Freeze's Grocery ad., which occupied 12-inch, 3-column space in the Morning Albertan, of Calgary, is a good one. Not a wasted word in it. On the day this ad. appeared, many Calgary housekeepers may have been perplexed as to what particular dainties they would have for that day's meals; but, confronted with Freeze's ad., with its wealth of economical housekeeping suggestions, doubt would speedily vanish. It's a safe bet that Freeze's ad. pulled business.

For the Country Grocer.

Some time ago the case of the grocer in a small hamlet without a newspaper was dealt with. The other day we received a most interesting and effective little circular along this line from R. W. Thomas, of Hartford, Ont.

Mr. Thomas does business in a small hamlet, the population of which is about half Indian, there being only about seventy white people on his mailing list.

His circular is issued on a sheet of coated paper, ten by eight inches in size. On one quarter of one side of this sheet is printed a half-tone of the store accompanied by its title in type.

The rest of the circular is made up of various priced items accompanied by very bright and breezy paragraphs. These are typewritten or written by hand in the first instance and duplicated as many times as required on a duplicating machine. The result is a complete little store newspaper, as attractive as it is original; and we are not the least surprised to learn from Mr. Thomas that the results from its use are eminently satisfactory.

We have only favorable criticism to make of Mr. Thomas' method of advertising, which seems to be suitable in every way to the local conditions with which he is confronted. Some of the paragraphs are exceedingly brightly written, and cannot fail to produce a favorable impression upon those who read them. Read these:

"Sal Soda—If you dissolve it in soft water it is the nicest thing you ever

THE
 UP-TO-DATE
 CORNER STORE



B. W. THOMAS
 HARTFORD

One Side of a Country Grocer's Circular.

MEATS

ROLL SHOULDER 14¢
Cured and smoked.

WILTSHIRE SIDES. 14¢
Choicest dry salted.

SAUSAGE PER LB. 10¢
Just on Saturdays.

BOLOGNA. 10¢

NEW ENGLAND HAM 15¢
*The best pork trimmings
 not cut fine.*

worse than that—it is a dead loss so long as there is no "claim."

But the insurance of trade represented by advertising carries a direct profit with it. It covers not only the risk of losing trade, but also the minor risk of being compelled by competition to carry on business at a diminished profit.

Thus the "insurance premiums" represented by your advertising outlay, are so systematically recouped by the current and simultaneous increase of profits that, instead of being regarded as an investment of capital, as they ought logically to be, they are almost

invariably written off, year by year, as a current expense.

they see a grocer's name printed in display type they expect to find something house-keepingly interesting above that name. "If that something is sufficiently interesting to them personally, and the grocer they usually do business with isn't offering anything as good or better, you can bank on some extra business.

There's not a great deal of use in merely stating that your name is Blank and that you are a family grocer—that statement doesn't contain anything per-

used to clean the Cream Separator—2 lbs. for 5 cents.”

“Bread—Don't you think it would be cheaper and easier to buy bread during the hot weather? It would save a lot of fussing around the hot stove, and then you can always depend on getting your bread nice and fresh.”

“Wilson's Fly Poison Pads—Each packet has killed a bushel of flies. If properly used there will be no dead flies lying around.”

“Lightning Fly Paper Poison—This works just the same as the other paper, and there are three sheets in a package.”

“Tanglefoot—The sticky kind. What they have they hold.”

The three fly paper paragraphs were each illustrated by crude, but effective and comical drawings of flies.

Incidentally, if Mr. Thomas is as modern in all his store methods as in his correspondence and advertising he ought to be making a great big success, as no doubt he is. With a well designed, well-printed letter head, neatly type-written, and with a modern duplicating machine included in his store equipment he can show his heels so far as modern equipment is concerned, to most grocers in towns the size of Hartford. He deserves credit for his enterprise. But, as he says in his letter, “These things pay.”

TRADE NOTES.

Dorval & Barrette, grocers, Montreal, have dissolved.

The assets of L. Sirois, grocer, Montreal, have been sold.

Adrien Morin, general merchant, St. Hubert, has assigned.

The assets of V. Gauthier & Co., general merchants, Drummondville, are to be sold.

N. J. Ellis, Meaford, spent a few days in Montreal recently and honored The Grocer by a call.

A. W. Taylor & Co., general merchants, Minnedosa, Man., sustained a loss by fire recently.

Standard Imports, Montreal, capitalized at \$30,000 has been incorporated to carry on business as dealers in preserved fish, meats, vegetables, groceries, provisions, soap and chemicals. The directors are C. H. Binks, H. S. Williams, W. Bovey, J. L. Reay and Margaret H. Cooney.

R. Nash, formerly connected with Lockerby Bros. and the E. D. Marceau Co., Montreal, is now representing the Tamilkande Tea Co. Mr. Nash is known by grocers all over Canada as a tea traveler, and he has scores of friends who will wish him all success in his new position.

Green & Co., Toronto, manufacturers' agents, have recently been appointed representatives for Johnson, Baird & Co., of Glasgow, pickle makers. In addition to their other agencies the firm is dis-

posing of considerable of the “Nation” preparations, and are also doing well with the Tilbury Canning Co.'s canned goods.

Norman Willets, the well-known Colborne Street grocer, of Brantford, has disposed of his business to Thomas Thompson. Mr. Willets has been con-

George Wilson has brought the general business of Dawson Bros., at Bell's Corners, near Ottawa, but will not take possession until March next.

The employes of the St. Lawrence Starch Co., Port Credit, held their annual excursion to Niagara Falls on July 25.

Wednesday Specials

Freeze's Grocery

Phone 367 223a Eighth Ave. East

FANCY MIXED BISCUITS —(Royal Blue) Regular 20c. lb. Wednesday special 2 lbs for 25c	PINEAPPLE —Finest, large tins heavy syrup regular 20c. tin. Wednesday bargain, per tin 15c	PORK AND BEANS —In large tins, Regular 2 for 25c. Wednesday bargain 3 tins for 25c.
EATING APPLES —Just received, a large shipment of fine apples, good for eating or cooking. Wednesday only per box \$2.20	CROSSE AND BLACKWELL'S —Marmalade, 4 lb. tins. Regular 60c. Wednesday bargain per tin 50c.	WHEN you read our ad. make up your mind you will save money by buying at Freeze's.
GOLDEN WEST LYE —Regular 12 1/2c. tin. Wednesday special 3 tins for 25c.	CROSSE AND BLACKWELL'S —Marmalade 2 lb. tins. Regular 35c. per tin. Wed. bargain per tin 30c.	QUAKER PUFFED RICE —Regular 15c. packed. Wednesday bargain, package 10c.
ORANGES —Fine sweet Navals, a big snap at 2 doz. for. 35c.	TAPIOCA —Best quality. Regular 2 lbs. for 25c. Wednesday 3 lbs. for 25c.	LEMONS —Pine, large, juicy. Wednesday bargain, doz. .. 25c
PLEASE —Order as early on Wednesday morning as possible; of course if you cannot order early why order late. We want your orders.	LYLE'S GOLDEN SYRUP —Pure English syrup. 2 lb. tins. Regular 25c. Wednesday bargain per tin 20c.	YOU'LL save money by bringing your orders here Wednesday and get the freshest goods.
FAIRBANK'S SCOURING SOAP —Wednesday special, cake 10c.	ROWATS WORCESTERSHIRE SAUCE —Regular 15c. per bottle. Wednesday per bottle 10c	ROLLED OATS —R. & K. in 8 lb. sacks. Reg. 45c. Wednesday bargain 40c.
BAKER'S COCOA —In 1/2 lb. tins Regular 35c. Wednesday special per tin 25c.	ALBERTA POTATOES —Good sound. Wednesday Bargain, per bushel, 60c.	GOLDEN WEST LAUNDRY SOAP —Regular 25c. per carton. Wednesday bargain .. 20c
SALT —Windsor brand. Regular 10c. bag. Wednesday special 4 bags for 25c.		NEW PRUNES —Extra fine quality, regular 15c. lb. Wednesday bargain, per lb. 10c
		LONG TOM POP CORN —For the children, a prize in each package, 5 packages for 50

Extras

LETTUCE, RADISHES AND GREEN ONIONS —We have made arrangements for a large supply of the above for Wednesday at only 5c. per bunch. (They are grown in Calgary)	BLOOD ORANGES —Extra sweet per doz. 25c.	DEVONSHIRE FARM SAUSAGE —A large supply for Wednesday at per pound package 15c.
NEW GREEN CABBAGE —Direct from California at per pound 4c.	TANGERINE ORANGES —Very fine per doz. 20c.	ONTARIO WHITE CLOVER PURE HONEY —In combs at per comb 30c. In bottles at per large bottle 36c.
	FRESH CELERY —And Fine Bananas.	

Every Day Bargains

CLAMS —Good quality per tin 15c.	FINEST DAIRY BUTTER —30c.	RED ROSE TEA —Red Label per pound 35c.
SALMON —Angler brand, fine red salmon, large tins only 15c	SUNLIGHT SOAP —5 bars for 25c.	Green Label lb. 40c. Blue Label lb. 50c. Try a pound, it is delicious.
BLUEBERRIES —Golden Diamond brand 2 tins for 25c.	LIFEBUOY SOAP —4 bars for 25c.	MALTA VITA —2 pkgs. for 25c.
	BRAZIL NUTS —(Nigger toes), per lb. 25c.	BLUE LABEL TOMATO CATSUP —Large bottle 35c.

A Well-written Grocery Ad. From Calgary.

nected with the trade twenty years in Brantford, and much success has attended his efforts. He will for a time take a rest. His successor, Mr. Thompson, has had twenty years' experience in the wholesale grocery business in Ireland. He took possession last week.

James Fraser and Ed. Windross have purchased the meat and grocery business of Lamb & Smith, Burks Falls.

The Sarnia grocers and grocers' clerks enjoyed their first Wednesday afternoon holiday recently by picnicing at Lake Huron Park.

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

CANADA—

MONTREAL - 232 McGill Street Telephone Main 1255

TORONTO - 10 Front Street East Telephone Main 7324

WINNIPEG - W. H. Seyler, Manager 511 Union Bank Bldg Telephone 3726

VANCOUVER - F. R. Munro R. Bruce Bennett 1737 Haro St.

ST. JOHN, N.B. - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - 1001 Teutonic Bldg J. Roland Kay

NEW YORK - 544 West 145th St. R. B. Huestis Telephone 2430 Audubon

GREAT BRITAIN—

LONDON - 88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - Louis Wolf Orell Fussli & Co

Subscription, Canada and United States, \$2.00

Great Britain, 8s. 6d. Elsewhere 12s.

Published every Friday.

FROM THE WHOLESALERS' STANDPOINT.

An article appeared in these columns recently regarding the prize and subscription nuisance and advising the retail merchants to refuse to give such favors. This has caused some little comment, but the matter needs to be treated from a little different standpoint.

If it is inadvisable for the retailers to give such subscriptions to the public, why should the wholesalers be asked to do it for the benefit of the retailer. This is putting the shoe on the other foot, but it's a shoe that will fit without any stretching. When the merchants' associations arrange a picnic or excursion, in ninety-nine cases out of a hundred one of the first things that is considered is the matter of getting subscriptions and prizes from the wholesale houses, and a committee is appointed to canvass them for this purpose.

The matter is just as much a nuisance to the wholesaler as to the retailer. The wholesalers in most cases grant the favor because the practice has grown so that they feel they are under a sort of obligation to do so. But it is safe to say they do it very grudgingly. In some cases the retailers' associations will offer the excuse that the contributions received are paid for in the way of adver-

tising. There may be some pretence of giving value in this way, but in the majority of such cases, this is only a pretext to get the money, and the firms are forced into doing advertising which they do not for a moment want to do, and which will bring them practically no return.

The practice is not at all along business lines, and should be discouraged. There is too much money made out of these association picnics and outings through taking advantage of the wholesale interests. They should be run on good business principles and should be self-supporting.

A DECLINE IN SUGAR.

The decline of 10 cents on all grades of refined sugar which came rather suddenly on Wednesday afternoon was not altogether unexpected. It is thought that the refiners are doing a little speculating to stimulate buying, which is said to have been rather light at some large distributing centres. The raw markets earlier in the week showed somewhat easier conditions, and this might be used as an excuse, but for the fact that late cables from New York indicate the renewal of a stronger position. If the decline is made on the above supposition, it will only be temporary, and prices may be restored to the old basis before next issue. What will be the line of action, however, is exceedingly difficult to prognosticate. One thing may be said, however, and that is, with the heavy demand of the mid and late summer season to come, retailers cannot make any mistake by buying sugar on the present basis.

THE FARMER IS KING.

In another column appears an interview which the chairman of the U. S. Steel Co. gave the New York Herald. Mr. Gary's grasp of the business situation is so great that any opinion he may express is of value, but it is of special importance at this time when every man of affairs is waiting and watching for developments. It is of special interest to readers of the MacLean newspapers, which have for some years been urging business men—merchants and manufacturers—to draw closer to the farmer and take an active part in any movement for improving the conditions of the agricultural classes and developing the productiveness of the land. In other words, we should not be content with making and selling what is actually required, but we should be creators of business by increasing the buying power of our customers. The farmer is the business man's best friend

but there are a lot of the latter who do not rise to it.

THE WEST AND THE RAILWAY COMMISSION.

Speaking in Montreal last week Mayor Ashdown, of Winnipeg, gave expression to a feeling of discontent in the West with the working of the Railway Commission and argued that a section of the Board of Commissioners should sit in Winnipeg to hear the complaints of western shippers. He protested against being put to the inconvenience of having to travel to Ottawa on every occasion when he had something to lay before the Commission. Similar sentiments were expressed by several speakers at the Western Canada Boards of Trade Convention in Medicine Hat last month. It was stated that many matters of vital importance to western interests have been before the Commission for months and that consideration of these questions was delayed by the rush of work originating in the province where the Commission sits. One or two speakers urged that there should be a western section of the Board to hold its sessions in the West and attend only to western matters, but the general opinion of the delegates was that this would be impracticable. If there were practically two Boards, one for the East and one for the West, dealing often with the same questions there might be a conflict in decisions which would lead to inconvenient results. The convention came to the conclusion that the situation would be very much relieved by the appointment of a western man on the Railway Commission and a resolution to this effect was adopted unanimously.

There is no doubt that western sentiment demands the appointment of a western man well versed as to conditions in the West and determined that western problems and complaints shall have their full share of the attention of the Commission. Such an appointment would increase the public confidence in a Board which already possesses the favor of the people of Canada in a marked degree. That such an appointment is in contemplation at the present time there is good reason to believe and it is likely that the new appointee will be able to do very much to relieve the situation about which complaints are now heard so frequently and for which Mr. Ashdown has proposed a remedy which is scarcely practicable.

Grocery News From Coast to Coast

Eastern Province Notes.

Potato Outlook Bright in New Brunswick—Halifax Houses Bringing in Ontario Hams and Bacon—Good Lobster Season on P. E. I.

ST. JOHN.

July 27.—Eggs and butter both advanced in price during the past week. Eggs are now quoted at 17c to 25c a dozen, the latter figure for henery stock. Butter is selling at from 20c to 13c for good dairy stock and as high as 28c retail for creamery. These are better prices than are usually obtainable at this time of year.

Strawberries are about done, a few late ones bringing 17c a box. Raspberries and blueberries have made their appearance and are selling at 11c to 13c for the former and 10c to 12c for the latter. New potatoes are selling at \$1.10 to \$1.25 a bushel. The heavy rains of last week have improved the outlook so far as the potato crop is concerned, as the long continued season of dry weather had caused some uneasiness. If weather conditions continue favorable the potato crop this year should be a record breaker.

New vegetables of various kinds are now coming in quite plentifully and the prices are becoming fairly reasonable.

Beef is quoted at from 7c to 10½c a pound and lamb is in good supply, though the price is still pretty stiff, being 18c to 20c a pound for hind quarters.

Standard oatmeal dropped 50c a barrel and cornmeal advanced slightly.

Business generally is very good for the time of year.

A. J. S. Copp, M.P. for Digby (N.S.), was in the city last week on his way home from Ottawa. Mr. Copp is recognized as an authority on fishing and he takes a keen interest in the affairs of his constituents who are largely fishermen. Speaking of the fisheries in his section of the sister province, he said the fishing generally this season had been very good. The shad fishing was not, however, up to the mark and some steps would have to be taken at once to deal with the shad fisheries. The commission which was now investigating the matter would meet in Digby on the 29th. Mr. Copp also said that another commission was to be appointed soon to go into the question of lobster fishing, etc., and a betterment of conditions was looked for.

The Charlotte County Weir Owners and Weir Fishermen's Association intend holding a picnic at St. George on August 10. A business of the association will be held in the morning and this will be followed by a public meet-

ing, to be addressed by prominent men. In the afternoon sports will be held. The day's programme will conclude with a band concert and ball in the evening.

C. E. Starr, of Canning, N.S., who was in St. John last week, is authority for the statement that there will be a shortage this season in the apple crop. Mr. Starr is interested in fruit growing in Nova Scotia and New Brunswick and is considered an authority on existing conditions as well as the prospects for the present year in fruit-growing.

Regarding the fruit outlook for this season, Mr. Starr said that in his opinion it would be about two-thirds of the average crop, taking into consideration all varieties.

The lobster season just ended has been one of the most successful for years on the north side of Prince Edward Island. The largest catch taken by a single boat was by Skipper Alex. McLaughlin, whose catch totalled thirty thousand pounds. The first lobster of the season was landed on April 20th and the last on July 10th.

HALIFAX.

July 27.—Business conditions throughout Nova Scotia are good, the grocery trade being especially so. Failures are few and collections are fully up to the average. The commission men have all the business they can handle. The strawberry season just closed has been the best for years, and there was no slump in prices, all the stock being quickly bought up as soon as it was marketed. Butter is in good supply but the price keeps up. The best creamery is quoted at 26 cents, and dairy in small tubs is selling at 24 cents. These prices are considered high by many of the dealers. Eggs are not so plentiful and in consequence the price has been advanced. Nova Scotia stock is quoted at 20 cents and Prince Edward Island eggs at 18 cents.

Stocks of local cured smoked meats are pretty well cleaned up and many dealers are now importing hams and bacon from Toronto. No local grown tomatoes have yet been marketed. American tomatoes are selling retail at two pounds for twenty-five cents. Lots of old potatoes are still on the market and the stock is in good condition. New potatoes are now coming in but very slowly. There has been a slight decrease in the price of oatmeal. It is now quoted at \$6.15 to \$6.30.

Chickens are on the market but those offered for sale are very small. They are quoted from 75 cents to \$1 per pair.

The market is well supplied with fruit, bananas being in abundance. The quality is only fair, and the poorest stock is sold at very low prices. Pears are quoted at \$3 per box and plums at \$1.75 to \$2 per crate. No Nova Scotia apples are on the market yet, but the early varieties will soon be along.

Boutilier & Co., of Centreville, Digby County, who are the pioneers in the kippered herring trade of Nova Scotia have recently increased the capacity of their plant and will add sardines to the lines of fish put up in future. The firm has carried on private investigations with a view to bringing their brands of prepared fish up to the Scotch standard, and their output, now largely placed in the American markets, commands prices equal to those paid for the best Scotch cure, the methods employed being identical. Two power presses, purchased in Aberdeen, Scotland, have recently been installed, by which the cans used are pressed from the sheet tin in one piece, and the entire plant in its workings is of the improved type. A private electric light plant furnishes light for the company's factory, wharves, warehouses and general store. The firm has recently adopted a cash basis for their business. They pay their help regularly and will not transfer an item on their books for goods purchased in their mercantile establishment, which is one of the largest general stores in Digby County. A. Boutilier, the head of the firm, is considered one of the most prosperous men engaged in the fish business in Nova Scotia.

The West India Liner Sobo, which arrived here this week, landed five hundred packages of molasses, 350 barrels of sugar, and ten thousand bags of sugar.

NEWCASTLE, N.B.

July 25.—J. D. Paulin, of Newcastle, grocer, is enlarging his store on Castle Street, to accommodate his growing business.

Miss Bessie McIntosh, late clerk for S. M. Dunn, has set up business for herself in Harecourt.

F. Afton Batson, of Campobello, general merchant, has assigned to Harold C. Purves, St. Stephen.

Charles Moffat, McAdam Junction, and Luke S. Albert, of Caraquet, general merchants, have assigned.

David and Pinkhas Goldenberg, of Campbellton, have entered into partnership as general merchants.

News From Western Canada

Fernie Wholesalers Secure Favorable Distributing Rates—Disastrous Fire in Fort William—Novel Windows in Saskatoon.

VANCOUVER.

July 25.—Cured meats are stiffening up, the wholesalers and commission men giving as the reason that there is a shortage in supply. Not so very long ago light breakfast bacon was 17½c, but now it is jobbed at 19c and 20c. Premium hams were 17¾c and 18c, and now are 19½c. Premium bacon is also up a cent, being 25c to 26c. An increase is also noted in lard. When Swift & Co. and Freye, Bruhn & Co. were cutting prices two or three months ago, it dropped to 12½c, but they evidently soon saw the error of their ways. It got back to 13½c, and is now 14c, with another advance of ½c in sight.

The Empress Manufacturing Company, which lost its building by fire some time ago, is again ready for business. It is the intention to erect a cement or brick factory. This company makes a specialty of jams, pickles, extracts and coffees.

At the annual meeting of the B. C. Packers' Association, held on Monday last, the balance sheet for the last year was presented showing a fair profit, and officers were elected. The old Board of Directors was re-elected, as follows: W. H. Barker (General Manager), Aemilius Jarvis, E. W. Rollins, E. E. Evans, Campbell Sweeny, William Murray, K. K. McLaren, W. Braid, and Robert Kelly. One or two interesting features of the report were that while twelve canneries and one cold storage plant were operated, the profit was \$68,146.07, a 3½ per cent. dividend being paid, the balance of profits earned being added to working capital. There is on hand canned salmon valued at \$91,983.91, and there has been used in preparation for this season's pack material inventories at \$517,912.21. Stock of frozen fish in cold storage on June 27th, \$23,000, and sundry accounts, \$28,986.42. There was \$74,901.85 owing to the banks, with outstanding accounts at the same date of \$8,817.51. The report remarks that the run of sockeyes last season on the Fraser was almost a total failure, the pack being less than 60,000 cases. The total pack from all points was 139,805 cases canned salmon, 180 tons mild cured salmon, and 2,783,978 pounds of frozen salmon and halibut, besides a small quantity of cod, herring, sturgeon, etc. Quite a large part of the canned salmon was of the cheaper varieties, the packing of which shows little or no profit, the lower grades of salmon being in demand owing to the short supply of sockeyes.

Fernie wholesalers are elated over the action of the C.P.R. in granting them distributing rates. They are of the opinion the result will be to give them control of the wholesale trade throughout the Crow's Nest Pass district, although it may interfere with the business done

from Nelson and Calgary. The advantage should be a considerable one.

An arrival from the Okanagan states that the tobacco crop in the vicinity of Kelowna is in fine shape, much of it being already two feet in height. There is a large increase in the acreage this year, the area being about 60 acres, as against 20 to 30 in former years. Those growing are: J. Casorso, 14 acres; Holman, Upton & Monckton, 10; M. J. Monckton, 6; T. Renwick, 3; D. MeEachern, 4; J. B. Fisher, 5; J. Lytle, 5; W. J. Peterman, 2; A. Anderson, 1½; A. H. Crichton, 8; Roy Sweny, 1. Plants were supplied in many cases.

A point of interest came out before the Pork Commission at Edmonton, namely, that the reason American cured pork was imported by wholesalers in that city was because the Canadian article is inferior in keeping qualities, and was consequently unfit for the northern trade, for which the American meat was brought in. Apart from how it applies in this particular instance, the same thing is often said about other lines. A number of articles could be named in the trade which are called for by customers wanting the best, and in most cases it will be found they come from the other side of the line. The price is higher, because of duty, etc., but even that does not interfere with good business. Packers and manufacturers should learn that the best pays, and that quality should never be sacrificed to get a cheap article on the market. There is good money in the ham and bacon business in the West, and Pat Burns, the cattle king, is always crying out for the farmer to raise hogs. But unless the treatment is good, the high-class American article will continue to hold the market.

The increase in the rate on butter from \$1.30 per hundred to \$2.14, from Calgary to Montreal, may, if maintained, result in the shipping of more butter to British Columbia, and may even curtail production, as it will mean a loss of one cent to the shipper. This will, of course, fall back on the producer. As it is now, there is more second grade butter in Alberta than can be disposed of on the local and the British Columbia market, and the surplus has been shipped East. With a greater quantity shipped here, some interference may be made with the price of the lower grades, although the first will always be at the best figure. Good butter is never a drug on the coast market, and the call for the best is unceasing.

John Prentice, one of the pioneer commercial travelers, and now representing Nasmith & Co., has returned from a trip to the Old Country.

Fred. Richardson, not the man with the same name who travels for the Ames, Holden Co., but the man who has been a grocery traveler, and is now in

business in Victoria, is again in the hospital, having been injured in a wreck in the Kootenay. Perhaps no other traveler in Canada has been the victim of more accidents, and if there is a railway or steamboat wreck in the West, one can almost bet that he is in it.

R. C. Abbott, manager of the Glenbrook creamery at Mission Junction, is much pleased over the fact that his product won second prize at the Dominion Fair at Calgary, when 26 creameries competed. This notwithstanding that the butter had to be shipped 500 miles during very warm weather. It also speaks well for the farmers of the Mission district. The Glenbrook Creamery scored 96.5 points, or one-half a point lower than the winner of the gold medal.

FORT WILLIAM.

July 25.—One of the heaviest losses by fire that has ever visited Fort William occurred on Monday afternoon, the 20th inst., when a fire, originating in a wooden warehouse at the rear of the departmental store of the John King Co., wiped out the whole of the John King block and did serious damage to the Snelgrove-Waddington block adjoining it. A heavy south gale rendered the work of coping with the fire extremely difficult and in a few minutes the premises of the King Co. were beyond hope. This company's entire stock of groceries, hardware, furniture, dry goods and liquors was a total loss. The adjoining block was occupied by Kirkup & Wilkie, grocers, whose stock was to a large extent damaged by smoke and water. As soon as the fire was under control arrangements were made for carrying on a portion of the business of both firms. Kirkup & Wilkie securing an office and entering into an arrangement with two other firms, Evans & Hayes and Hayne & Campbell, to handle their orders, until the losses were adjusted and they could re-open their own quarters. Mr. King was absent in Quebec at the time of the fire but his manager, Mr. Fraser, arranged for the renting of two stores and in one of these the wholesale liquor department was opened on Wednesday, while the grocery business was moved into the Frodsham block on May St. The King Co. has a large warehouse on the local track of the C.P.R. in which the reserve stock of liquors and groceries were carried, so that they will have considerable stock on which to re-open their two branch stores. The property on which the King Co.'s store was situated is among the most valuable of the business sites of the city, being worth from \$500 to \$600 per foot, and in one of the best business sites on Victoria Ave. Until Mr. King's return no plans for the rebuilding of the block have been made, but there is little doubt that he will arrange for rebuilding with as little delay as possible.

J. Teeft, of Port Arthur, has purchased the store on the corner of Finlayson and McMurray St. from A. Cal-

Correspondence from Ontario Towns

An Auto Delivery System for Chatham—Kingston Grocers Closing at 6 p.m.—
London's Association Prosecuting Hucksters—Bracebridge Full of
Summer Visitors.

OTTAWA.

July 28.—Preparations for the Pure Food Show, which the Ottawa Retail Grocers' Association will run in connection with the Central Canada Exhibition this fall, are about completed, and it looks as though the affair was going to be a grand success. Manufacturers from all parts of the country have taken space and they promise to put in attractive displays. A splendid new building has been turned over to the association by the Exhibition authorities for the use of the exhibitors, and this will be devoted entirely to pure food products. An attractive feature of the fair is that the exhibitors will be enabled to derive the extra advantage of the night advertising, since the building will be open during the evenings as well. Some six hundred lights will be used in the one building alone. Messrs. Forde & Johnston have just left for the West, and expect to dispose of practically all that is left of the space on the trip they are taking. The association will have full charge of the fair, and if they cannot make a success of it with an attendance of over one hundred thousand people during fair week, it will not be their fault.

Most Ottawa grocers are quite satisfied with the volume of trade that is passing. They say that business is no more quiet than it usually is during July and August.

President York, of the Ottawa Retail Grocers' Association, states that sales have been well maintained. Mr. York has the interests of the association before him at all times and makes a good chief executive.

Herb Ellis, who runs a store with his brother just across the road from Mr. York, was secretary of the association for nine years, and is another enthusiastic member. His worthy successor, A. G. Johnston, was out hustling for business when a representative of The Grocer dropped in. Mr. Johnston is always hustling. His father, with whom he is in business, is responsible for many of A. G.'s good qualities, in that he is an up-to-date grocer in his ideas, and has always shown good example in this respect.

C. J. Prevost, one of Ottawa's best-known retailers, is another grocer who spends a great deal of his time out of doors looking after his interests.

F. W. Forde, Rideau Street, gets out a very attractive little blotter every month, which seems to be appreciated by his customers. Mr. Forde is quite a valuable citizen, taking much interest in educational and civic matters. He is on one School Board.

Quite a number of Ottawa grocers were seen going around with officers of the Brotherhood of Locomotive Engineers, who held their convention here.

houn, and has put in a complete stock of groceries. This corner grocery is in the centre of a district which has recently built up rapidly and has a good population tributary to it.

Last winter a determined effort was made through the Board of Trade to promote the local growing of produce in order to get fresh vegetables at more reasonable prices than those shipped in from east and west. The freight rates serve as a protective tariff, and the local growers can always depend upon getting a much better figure than the grower in Eastern Ontario or Manitoba. As a result of the campaign a number of market gardeners have come in and have taken up land near the city. In some instances they were given the land under a five-year lease on condition that it was cultivated and in other cases they purchased the land, paying from \$50 to \$80 per acre. Already some result is being attained in the growing of radishes, lettuce and such vegetables, and it is expected that that there will be far more local-grown potatoes this fall than ever before. With new potatoes at \$2.40 per bushel to the retail consumer the field for growing these should be an excellent one. A number of 100-acre lots have been cut up into five-acre plots for the purpose of disposing of them to market gardeners, and agents report that they are selling readily. This should not only be profitable to the gardener but should relieve the local produce situation considerably. Most of the produce thus raised is brought in and sold to the grocery trade, but the gardeners are contemplating the formation of a market and disposing of the stuff by public auction on certain days in the week.

SASKATOON.

July 24.—A fine display of Sunlight soap is to be seen this week in the grocery window of J. F. Cairns, on Twenty-first St. The window is an extensive one and the greater part of it is taken up with this display. In the centre is a pyramid built with this useful household article, and in the background is a clothes line from which hangs several articles of apparel, looking as white as snow, having probably just been washed. On the outside of this arrangement are four big arches built with large soap cartons. Mr. Cairns has just ordered a car of four hundred cases of the soap from Lever Bros., Toronto. The east part of the same window is confined to a tea display. Here Tetley's tea is to be seen done up in all sizes and is priced at 40c, 50c and 60c. In the centre of the packages is a big sign made with loose tea and lump sugar. The tea is used for a background while the white sugar forms the letters, "Tetley's Tea." Inside the store Miss Lloy conducts a tea demonstration and her stand is well patronized by the lady customers.

There were some two thousand in attendance, and they left quite a lot of money in Ottawa retail stores. Walter Walby, who is the proprietor of the Cecil Hotel, an "hotel for commercial men," was the recipient of a very nice present from a section of the Brotherhood of Locomotive Engineers. Walter is widely known among traveling men who come to Ottawa.

A fire broke out at Wilson's grocery store at the corner of Frank and Elgin Streets at 4 o'clock Saturday morning, July 18, and damage was done to the extent of about \$2,000. The blaze started at the rear of the shop, but the origin is only a matter of conjecture. There was a large stock of matches at the back, and it is presumed that the rats did the rest for the fire. An alarm was turned in, and the firemen were quickly on the scene. They worked hard as usual, and within three-quarters of an hour they were back at the station. A lot of the stock was saved from damage by the firemen spreading tarpaulins over the goods.

J. P. Valiquette has just opened up a drug department in connection with his grocery store located on the corner of Dalhousie and Clarence, all dispensary being done by Mr. Valiquette himself. Mr. Valiquette formerly kept a drug store in the city.

At the meeting of the Retail Clerks' Association in Foresters' Hall last week an address was delivered by Mr. John Flett, of Hamilton, general organizer of the American Federation of Labor of Canada. Mr. Flett gave a history of the labor movement, showing how it has increased and described it in its full strength as it stands to-day. He claimed the clerks were justified in their demands for shorter hours. To win their campaign he counseled the drafting of a comprehensive appeal, and the dividing of the city into districts with a number of canvassers allotted to each district. Then the enlisting of ministers and other influential men in the army to fight the battle would ensure the success of the campaign. Mr. Flett asked for personal service, strict attention to detail and combination of effort. The power was there, and if it were only exerted would accomplish the object in view. The speaker was enthusiastically received.

The flow of milk in the vicinity of Ottawa has fallen off 25 per cent. in the last four weeks, largely on account of the dry weather, and many families are now unable to obtain sufficient milk from their dealers to keep them supplied from day to day. An increase in the price of milk before September is possible.

Wm. Kipp pleaded guilty to a charge of having kept his butcher shop on Dalhousie Street open after 9 o'clock on Saturday night, July 18. The defend-

ant asserts that his shop was open only for the purpose of sending out goods that already had been purchased, the constable which laid the charge, expressed his intention of charging Kipp with keeping open another store on the same street. The case was adjourned.

KINGSTON.

July 27.—Well, the boys are talking up a big grocers' picnic for September. Like Milwaukee beer, the grocers' picnic made Kingston famous. Coburn, of Comfort Soap fame, will swear to that, and when it comes off, don't miss it if you are less than a 100 miles away. Bert Robertson is looking after the Victoria Day celebration. This will fit him for doing his share in the grocer picnic. Bert is always ready to give a hand, and does it willingly.

James Crawford brought in a car of new potatoes last week and ran them off quickly as the local market potatoes are like nutmegs in size.

Dan Dennis has been on the sick list for several weeks. We hope he will gain strength rapidly so he can help as in former years to make a success of the picnic.

David Shaw, formerly a grocer, but now of the dry goods firm of Newman & Shaw, was in a runaway accident and nearly killed. He is now on the road to recovery.

The most popular and humane movement of late in the grocery trade here is the early closing, all stores closing sharp at 6, excepting Saturdays. We are going to try 10 o'clock for Saturdays. It can be done by united effort. So could business be put on a cash basis. What rot giving credit! If a man borrowed \$2 from you and tried it again without paying, you would insult him. Yet you keep on giving out your goods (cash) without a murmur. Well, what do you say, cash or credit?

George Crawford is well pleased with the broom business he bought out several months ago. It is a change from the grocery business, and it is change George is after. I hope he may have lots of it to jingle.

A few grocers are thinking of spending their holidays at the Methodist camp to lead the simple life for a time.

Lee & Kirk are doing well in their milk and store business.

Dairy butter is seldom asked for here. It is hard to get it good, and, cheap butter paper is generally used, and it is annoying. Warton Creamery is well thought of here, the agent handled nearly a ton last week. Eldon, Victoria and Port Perry makes have their places also in the public taste. A good ad was put in one of our local papers lately, "In everybody's mouth—Warton Creamery butter." A good package for campers is a 4 or 5-lb. crock of good butter.

The egg market went up in jumps, and scarcity is the word. I wrote different houses and word generally came back "Haven't enough for my own trade." Seems strange with all the incubators and patent artificial hens now in use all over Canada. The hen industry is in-

creasing every year. Yet once in a while we get to the shortage crisis.

Death visited the home of C. H. Pickering, grocer, last week, and took their little six-year-old boy away, leaving sad hearts, which only those who have had a like experience can understand.

How many kinds of granulated sugar do you handle? It's getting as bad as baking powder. The man with the grip will soon come around with a bundle of labels telling you he will give you a brand of your own. Every grocer here sells sugar at cost or 5c advance. Of course, we have to compete against wholesalers who sell to consumers. If these wholesalers would cut out the retail sales the wholesale part would increase, because retailers do not like unfair competition. Let us hope they will. Some houses allow their representatives to sell to hotels and restaurants, which seems a questionable procedure.

Say, Mr. G.T.R., this butter is soft. It was to be sent in a refrigerator car, and it doesn't look like it. "No," he said, "it came in an ordinary car from Toronto." The same butter was sent from Warton and placed in an iced car there. Complaint has been laid to the Government, and I hope they will loose the lash. These large corporations take liberties and they want to get shown up at times. A new railroad company is putting in new lines around Kingston, and we may get a spur. Opposition will do good. Kingston has no main line running into it which is a detriment. A little suburban train meets all trains about two miles out from the city.

Marshall Reid, grocer, lost a valuable horse last week from paralysis of the throat.

Kingston has a go-ahead appearance this summer. The sound of the roller and crusher making roads, the miles and miles of cement walks, and about 100 new houses are in course of erection, many of them of cement. John Litton, at one time a grocer, but now a large contractor, is erecting artificial stone residences.

ST. THOMAS.

July 27.—The many readers of The Grocer in this progressive city will be interested to know that you have a correspondent and will appreciate the fact as one more evidence of its importance.

St. Thomas merchants observe the Wednesday half-holidays during July and August, almost to a man closing at 1 p.m. The grocers and their assistants appreciate the breathing spell immensely. It has had the effect of persuading the public to do all their buying in the forenoon, and helps to give the grocer a standing of more importance in the community as no business is really more necessary. This move illustrates what can be accomplished by their united action. The merchants who refused to sign the agreement to close about ten years ago and who at first kept their places of business open found after a few years that they had lost the patronage and respect of many of the citizens as the closing movement was popular

from its inception, and they gradually fell in line after realizing the error of their ways. Merchants who compared their sales before the half-holidays were in vogue and since found that they did not lose business thereby, but that the customers gave their orders more quickly with less kicking and just as much was accomplished in the half-day as previously required all day.

It is surprising the number of people who cannot pay the grocer that are able to take holiday trips and at that with the easy grocer's money. How very indulgent the business men are to suffer for it, and how easy with united action on their part it could be stopped. No such dishonesty should be permitted.

Grocers in the old days had an idea that they were obliged to sell sugars at cost, but in this city they are selling sixteen pounds for a dollar, and everybody is apparently satisfied.

T. S. Poole and P. L. M. Egan, of this city, accompanied the London grocers on their excursion to Niagara Falls on the 15th.

Frank Price, wife and family, are visiting their parents in this city. Mr. Price is now one of the leading grocers of Brandon, Man., and as his father, J. H. Price, did one of the largest grocery businesses ever done in St. Thomas, his son is following in his footsteps.

GALT.

July 27.—Business in all lines is exceptionally quiet at present. Not unusually quiet, as the months of July and August are always regarded as slow months. Compared with the same season last year, however, the volume of business shows a decided advance.

The berry season is almost over, and many housewives are complaining of the high prices which obtained during the entire season. Strawberries never were less than 3 for 25c, while raspberries have never gone lower than 10c per box. A good many were sadly disappointed in buying the last-mentioned fruit. They held off until the last moment, confident that the price would drop. But it didn't, and now the good ladies are forced to hustle around and get a supply of raspberries, which are already scarce, for preserving purposes.

The apple crop in Waterloo County will be the largest in years. Fruit dealers are already offering harvest apples at 2 cents apiece.

The business men of Galt are making arrangements for a big picnic to be held in Victoria Park, Berlin, on Thursday, August 18-20. The function will be confined to merchants, clerks, their wives and sweethearts—the clerks' sweethearts, of course. At the meeting of the Retail Merchants' Association, at which the picnic was discussed, a member was loudly applauded when he made the statement that the merchants of Galt were altogether too slow in getting together to enjoy an outing. "It will be of immense benefit to us," he concluded, "to get better acquainted."

Local merchants find the handling of imported fruits unprofitable. A good

portion of the fruit is spoiled when it reaches Galt, and considerable more is lost in this manner before it is disposed of. How do the merchants in other towns find it?

Allan Deans, of the Red Front, has returned from a business visit to Hamilton.

Mr. Alex. Sloan, who recently joined the benedicts, has been honored by the people of Galt. The teachers of Knox Church presented him with a handsome gift, and the members of the congregation and Board of Managers sent along a handsome set of silverware.

LONDON.

July 27.—George W. Stevenson, grocer, Richmond St., has made an assignment to W. R. Meredith. It is said the liabilities are not very large.

Raner & Campbell, grocers, Richmond St. north, have dissolved partnership. Mr. Raner will continue the business, while Mr. Campbell has purchased the stock and good will of R. J. O'Neil, West London. The latter intends going out West.

Raspberries came in very plentiful during last week, the result being a drop in retail price to ten cents. There promises to be an unusually large crop of thimble berries.

The East-end Merchants' Association intend holding a picnic at Springbank Wednesday afternoon. Many of the downtown grocers will join them. Others will accompany the market gardeners on the occasion of their outing at Springbank.

There will be no Wednesday half-holiday next week owing to Civic Holiday coming on Monday and the Old Boys' reunion.

The McCormick Manufacturing Company's employes' annual picnic at Port Stanley on Saturday was a big success. A splendid programme of games and sports was participated in by the biscuit and candy-makers and all seemed to thoroughly enjoy the outing.

Next week the grocery travelers will be back on the road and business will begin to boom again.

As a result of the efforts of the Retail Grocers' Association three hucksters appeared before the Police Magistrate this morning. One of them, John Hopper, was fined \$5 for violating the huckster by-law; that is, selling vegetables and fruit on the market in the street which they do not grow. President Shaw, of the association, told the court the grocers were greatly troubled by these hucksters, who get down in the market early and buy up supplies and the grocers are then at their mercy. The result is that the grocer has to pay a higher price than he otherwise would, and the general public also suffers. Hopper was fined \$5 for using a measure with a false bottom. He had to pay over an additional \$5. The other persons accused of violating the huckster by-law were a Hebrew and his wife. Neither

could speak English and the services of an interpreter were called in. They were given a good lecture and warned that repetition of the offense would mean penalty; namely, a fine of \$50.

Notwithstanding that this is the holiday season wholesale trade keeps very fair, warehouse staffs being kept busy filling telegraph, telephone and mail orders. Payments keep up very well. All staples are firm. Japan teas are very scarce and high; Ceylons and Indias unchanged. There is no change in sugars, though raws are a little dull. Local retailers appear well satisfied with trade conditions and with the outlook.

BRACEBRIDGE.

July 27.—Grocers from this centre report better trade during July than any month since navigation opened. Last Thursday some twenty launches from the lakes, with each owner carrying its quota of friends, visited the town and during the afternoon the streets seemed alive with up-to-date tourists. The grocers are alive to the wants of its visitors and while the streets seemed crowded with fair strangers, the stores were also each doing its share of the extra rush.

Peter Hutchison and family are sojourning at Fort Carling.

W. Hanna, of W. Hanna & Co., of Port Carling, was a visitor to town on Thursday and he reports trade improving. In conversation with him he says that since the store adopted the cash system, they find trade much better than heretofore, which speaks volumes.

GUELPH.

July 27.—The first fantastic dab at showing off Wyndham Street and the very many fancy lights on that street was demonstrated on Friday night and about 5,000 citizens came down street to see where their money was being spent. The City Hall and Wyndham Street are certainly a picture, but, great Scot, when the market opened up on Saturday morning and raspberries were \$3 per crate of 26 boxes, and butter from 28c to 30c, the people began to see that Old Home Week is going to touch their pockets, and for once it pays to be an alderman or be a very near relative or a visitor.

A. M. McLaren has returned from Niagara and New York after a pleasant visit.

This is the last that will be written by your correspondent on the half-holiday either for or against, this year. It is funny after all that two of the hardest knockers are off on their holidays, one to the Old Country for two months, the other to Muskoka for six weeks, and one other about to go on an extended trip. Now, really, do those gentlemen need a half-holiday? Not by any means. But why knock some poor clerks' holidays or some grocer who cannot afford a week off? Enough said.

All roads lead to Guelph this next week, and even Earl Roberts and Admiral Kingsmill will be here. The grocers will be open all the time, and this will be our harvest. But come and see us and we will do our best to fix up a

good time for you or a tent to sleep in. There is nothing doing now but Old Home Week for everybody, and it's in the blood.

The raspberry season is now practically over, and hundreds of people here have not been able to get any, all waiting for the cheap fruit. But it, like the cheap strawberries, has failed to connect. Cherries were a snap. 45c to 75c was a good price, and many more cherries were sold than raspberries. Last year the price for No. 1 cherries was \$1.50, this year 50c was nearer the mark. Blueberries this year are also cheap, from \$1.10 to \$1.50 for good quality. The grocers, fruit dealers and wholesalers are at their wit's end to know what to do in the way of bringing in stock. Don't be afraid. The telephone and telegraph are handy, so don't load. Buy carefully and run short, rather than load up, as there is bound to be a reaction. Just go easy and buy right and no plunging. There is money in it.

WOODSTOCK.

July 27.—Since the local branch of the Retail Merchants' Association passed quietly out of existence several months ago no attempt has been made at re-organization and no move in that direction seems probable at the present time. Merchants freely admit that there is lots of room in Woodstock for an organization of the kind, but when the association was in existence it received so little support that there is not much encouragement in the recollection to stir anybody else in the organization direction.

Business among Woodstock grocers this summer has been very good. They are not complaining to any extent, though business is perhaps a little behind that of immediate previous years. A varying number of men have been out of work, and this circumstance has perhaps caused merchants to keep a closer lookout on their credit accounts. Most men, in theory, are in favor of the "no credit" system, but in actual practice, especially in a town of small size, where personal friendship counts for so much, it is a different matter to keep charge items off the books.

A grocer remarked the other day that he didn't think there were as many flies to bother people this year, as there were last. It is to be hoped that their number is decreasing. There is wide room for a change. Many people who know something of the danger of disease transmission by means of flies, are in absolute dread, in getting goods from fly-infested stores. It is, of course, a difficult matter to keep them out, but screen doors, fans and plenty of mosquito netting are excellent preventatives.

There is no general weekly half-holiday in Woodstock this summer. An agitation was commenced, but it didn't succeed to any extent. In the minds of many, the half-holiday scheme, so far as Woodstock is concerned, is about played out. Jewelers, dentists, lawyers

THE CANADIAN GROCER

and barbers are the only ones this summer who close up their shops or offices one afternoon each week, and on the part of the general public there is a lot of kicking about this. Some of the larger stores are adopting the practice of giving half the staff an afternoon off one day and the other half the next. This works out well and saves patrons the inconvenience of finding the store closed when they want to do business. Woodstock has to cater to the farming trade, without which Woodstock merchants would find it hard to live. It is contended, in opposition to the half-holiday, that if a farmer or his wife come to the city to shop, and finds stores closed, that the person next time will go somewhere else. Last year, grocery stores and various other lines, were closed on Wednesday afternoons, barber shops Thursdays and banks on Fridays so that farmers hardly knew when to come to town, for their supplies.

There has been a plentiful supply of fruit on the local market, but prices have been high and this, with the high prices of sugar, has been felt by the housewife. The apple crop promises to be comparatively light.

J M Ross, manager of the Woodstock Cereal Company, a South African war veteran and captain and adjutant of the 22nd Regiment Oxford Rifles, has gone to Quebec as adjutant of the composite "black" regiment, of which a company from the 22nd forms a part. Capt. Ross is a fine military man and the present acknowledgment of his ability is appreciated by his many friends here.

The opening of the new railway from Woodstock to St. Mary's, passing through Embro, is a great thing for the farmers in the district served. The road fills a long-felt want.

CHATHAM.

July 27.—Things are rapidly shaping themselves for the forthcoming merchants' picnic to be held on Aug. 19 at Erie Beach. Since last week the committees have been diligently at work, making the necessary arrangements and mapping out a good programme of sports for the great day.

There is some prospect that when the proposed central delivery system goes into operation, the Chatham grocers will go the Adrian and Pontiac, Mich., merchants one better by installing an auto delivery. Now that all the main streets of Chatham are paved, such a system seems feasible; indeed, the dry goods firm of H. W. Ball & Co. have been using an auto for delivery purposes for a year and more. Quicker deliveries and an ultimate reduction in running expenses are a result.

An echo of the Ridgetown Canning Company by-law of a year and more ago has just been sounded in legal circles. It will be remembered that Ridgetown passed a by-law granting the promoters of the projected Ridgetown Canning

Company certain concessions, in return for establishing a factory. The factory never materialized. Now Ridgetown has brought action against Messrs. B. V. Hole, C. B. Keenleyside and several other Londoners for a sum in the neighborhood of \$550, to cover expenses incidental to passing the by-law.

Wm. Potter, the Queen St. grocer and ex-alderman, who is also Past Grand Patriarch of the I.O.O.F., was a prominent guest at a gathering of Blenheim Oddfellows on July 23, for the purpose of welcoming Grand Master, R. R. Brett, of Essex.

Smith & Jermyn have opened a new fish market on the market square. The new firm are keeping open the week round and till 10 p.m. Saturday nights and are doing considerable advertising. They deliver to all parts of the city. For many years past Chatham has been dependent for its fresh fish supply upon itinerant vendors and small boys carrying freshly caught carp and catfish from door to door. An up to date fish store supplying fresh lake fish should meet with a hearty welcome.

Chas. Burnie, of Dresden, is to be the new proprietor of Jas. N. Massey's grocery. Mr. Burnie was engaged in the grocery business in Dresden up to a few years ago, and has since been connected with W. M. Drader's factory staff in this city as foreman. Mr. Massey last June purchased W. D. Sheldon's liquor agencies, and is retiring from groceries to give his attention to the new business. He has been associated with the grocery business since his teens, and has won a wide popularity among all classes, resulting ultimately in his election to the city council, where he is now in his third year of service.

Fred Wood, who recently was compelled by ill-health to dispose of his business on Grand Ave. to Jas. H. Kadwell, is now soliciting orders for E. R. Snook. Mr. Wood has had 20 years' experience and somehow can't get away from the fascination of the trade.

W. T. Gregory is buying tobacco in Leamington and vicinity for the Imperial Tobacco Company. The price now being offered is 6½ cents a pound.

Henderson & Morriss, Leamington, have moved their bakery to the Coultis block on Talbot St. east. Their new premises are very attractively fitted up.

The new Kent Canning Company's warehouse was completed a few days ago, and is now in use.

Do grocers stop to think that in most cases they are paying meat prices for the paper in which their bacon is wrapped? The same applies to other meats, as many as three thicknesses of paper sometimes being used. Of course it is charged for as meat. The grocer, however, cannot sell it in the same way.

Another matter where weight figures is in connection with cheese. The grocer has to pay for his cheese at factory weight. After leaving the factory, it is never weighed a second time. Green cheese weighs more, however, than old cheese. Nevertheless, the grocer pays extra for old cheese on the ground of

better quality and is allowed nothing for the falling off in weight, unless he calls attention to the matter. Grocers state that they have met with cheeses from 5 to 6 pounds short, though 2 or 3 pounds is a fair average.

HAMILTON.

July 27.—The optimistic feeling in regard to better trade conditions is growing rapidly in this good town. Cheering reports of good crops all over the country is putting fresh heart into all of our business men and manufacturers. Large orders are coming in from the West. All of this is very pleasing to the grocers who have been carrying large accounts on their books, and who are hopefully looking forward to the settlement of some of the old scores. The city is just closing a large contract for electric power, with the Cataract Power Co., for light and power for pumping water, which will be followed by street railway extension and equipment, giving employment to thousands of workmen. All in all, it looks more like good times here than in a decade before.

The trade miss the kindly chat of the travelers who are away on their holidays, but expect to be regaled with some tall stories about the way in which they enjoyed themselves on their return.

DEATH OF CANADIAN COMMISSIONER.

Peter B. Ball, Canadian Agent at Birmingham, Passes Away as Result of Operation.

The news was received with regret by many friends and business acquaintances this week, of the death of Peter B. Ball, Canadian Trade Commissioner at Birmingham. The end came as the result of an operation, but up to the present further details have not been received. Mr. Ball was a son of the late Rev. William L. Ball, formerly of Woodstock, and later of Guelph. His mother was a daughter of the late Peter Brown and a sister of the late Hon. George Brown. The late commissioner has done a good deal in his efforts to build up Canada's trade with the United Kingdom, and his kindness to many Canadians who have approached him in business interests is remembered in a good many quarters.

TRADE NOTES.

W. Watts has opened a grocery store in Brandon, Man.

G. A. Layton, grocer, Penticton, N.B., has sold his business to E. S. Lake.

The grocery stock of M. Asnin, Winnipeg, has been sold to L. Goldstein.

An extension has been granted Tate & Black, grocers, Boissevain, Man.

Arnold Christie has purchased the milk condensing factory at Mission, B.C.

J. M. Closson, general merchant, Pense, Sask., is succeeded by W. C. Thorburn.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Evaporated Apples—Firmer.
- Sugar—Weaker.
- Teas—Firm.
- Dried Fruits—Bad reports.
- Pork—Advanced.
- Produce—Firmer.

Montreal, July 29, 1908.

There have been a few advances in prices this week, but no declines worth speaking about. Sugar, however, is rather weak and a decline would not surprise. New York refiners have dropped their prices. Wholesalers are not all of them well supplied with sugar, and a decline would induce buying in considerable quantity by many. Japan teas and Indian and Ceylon blacks are quite firm, while cheaper grades of blacks are weaker in tendency. Coffees and spices are quiet. New pack strawberries and peas are now being delivered, and appear to be giving satisfaction. Old pack canned goods are gradually being cleared off the market, and when the new stock arrives it will likely be put into empty warehouses. Some discouraging reports have been coming from California recently. Apricots are up nearly 20 per cent. and prune prices have been withdrawn. There has been an uninterrupted spell of extreme heat in that part of the country. A good crop of currants is expected, according to reports from Greece. Evaporated apples are firmer. Pork has been advanced. Butter and egg prices are a little higher, while cheese quotations are firm.

Collections are reported as fair to good.

SUGAR—Weakness characterizes the local market for refined sugars, and a decline would not surprise. There have been declines in New York this week in refined. Beet sugar is also weak. Wholesalers, some of them, are poorly stocked and a drop in prices would result in more or less buying activity. This, in turn, would have the effect of firming up the market again, especially should the refiners' stocks be of a limited nature. It is generally believed that New York refiners are none too well supplied.

Granulated, bbls	44 90
" 1-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" " 25 lbs	6 00
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 75
" " 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 80
No. 2 "	4 40
No. 1 " bbls	4 59
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Syrups are dull. Molasses has not changed since last report.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33	0 35
" in half-barrels	0 34	0 36
" fancy	0 34	
" extra fancy	0 36	
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 63
" 1-bbls		0 03
" 3 1/2 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 60

MAPLE PRODUCTS—Trade is slack and nominal quotations rule.

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

TEAS—Japan teas are very firm and prospects are for a well sustained market. Black teas are quite firm, both Indian and Ceylon being good value and fetching the price when of quality. Cheaper varieties are weaker in tendency.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
" Medium	0 22	0 23
" Good common	0 21	0 22
" Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
" Pekoes	0 19	0 20
" Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
" Young Hysons	0 19	0 25
" Hysons	0 18	0 20
" Gunpowders	0 17	0 25
China greens—Pinguay gunpowder, low grade	0 12	0 14
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Fair trade is being done in coffee, the market for which is the same as it was last week.

Jamaica	0 18	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Rio No. 7	0 09	0 11
Santos	0 11	0 11
Maracalho	0 14	0 19

Rosated and ground 20 per cent. additional.

DRIED FRUITS—It is expected, according to Grecian reports, that the currant crop this year will be a good one, and that prices will rule about the same as last year. Those in a position to know something about the yield place the crop at 170,000 tons, but, of course, this is purely speculative, as others place it as low as 140,000 tons. So far it is estimated that 150,000 tons of currants have been shipped since the harvesting of last year's crop, against 125,000 tons which had been shipped at this time a year ago. An opening price has been made on Valencia raisins, but little activity is reported in this market as yet. Advices from California are of a discouraging nature. Continued extreme heat has altogether altered the face of things, and whereas the prospects were splendid a couple of weeks ago, things do not look nearly so bright to-day. Prunes, apricots and peaches have suffered. All districts seemed to have been affected except the Santa Clara Valley, which was already in poor condition owing to the

fruit having been dropping in quantity from the trees. Apricots, which should be of large yield this year, and, consequently reasonable in price, are nearly 20 per cent. higher. Prune prices have been withdrawn. Some dealers have taken orders for prunes at opening prices and these will now be filled by the shippers at a considerable loss. Raisins look good, but little definite information has been received as to the prospects.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 06
" cleaned	0 06	0 06
" in 1-lb. cartons	0 07	0 07
Finest Vostizzas	0 07	0 08
Amalias	0 05	0 06
" 1 lb. packages		0 07
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
" 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown		0 07
Glove boxes, fine quality, per box		0 07
Fancy washed figs, in baskets, per basket		0 15
" pulled figs, in boxes, per lb.		0 15
" stuffed figs, " box		0 25
Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 05
Selected, per lb.	0 06	0 06
Layers, "	0 06	0 06
Dates—		
Hallowees, per lb	0 04	0 06
Sais, per lb.	0 03	0 04
Packages	0 05	0 06
Malaga Raisins—		
London layers		0 26
" Connaisseur Clusters		0 40
" " 1-box		1 00
" Royal Buckingham Clusters, 1-boxes		1 27
" " boxes		
" Excelsior Windsor Clusters		0 50
" " "		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.		0 32
Peaches, "		0 18
Pears, "		0 18
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08	0 09
" " " 50-60s	0 08	0 08
" " " 60-70s		0 09
" " " 70-80s	0 07	0 08
" " " 80-100s	0 06	0 07

SPICES—Not much activity exists in spices. Prices are quite unchanged.

Peppers, black	per lb.	0 14	0 20
" white		0 18	0 27
Ginger, whole		0 15	0 20
" Cochin		0 17	0 20
Cloves, whole		0 17	0 20
Cloves, ground		0 25	0 25
Cream of tartar		0 25	0 32
Allspice		0 12	0 18
Nutmegs		0 25	0 30

RICE AND TAPIOCA—There has been no change in the rice situation since last report, while tapioca is firm in the primary market at last week's advance, and unchanged locally.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 20
C rice, in 10 bag lots	3 08
C rice, in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05

BEANS—Beans rule unchanged. Foreign beans are still being sold.

Choice prime beans	2 10	2 15
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EVAPORATED APPLES—There is little trade in evaporated apples, which are firmer.

Evaporated apples	0 08	0 09
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though one or two jobbers are offering cuts on one or two lines.

	Per lb.	Per 100 lb.
Rice, stand. B.	0 03 1/2	0 03 1/2
B rice, 5 tag lots, delivered.	0 03 1/2	3 05
Bangkok	0 03 1/2	0 03 1/2
Patna	0 03 1/2	0 05 1/2
Japan	0 05 1/2	0 06 1/2
Java	0 06	0 07
Sago	0 0 1/2	0 06 1/2
Seed tapioca	0 06 1/2	0 06
Tapioca, medium pearl	0 06 1/2	0 06

SPICES—Business is fair with no new features.

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

BEANS—Ontario beans continue scarce though arrivals of imported goods have eased the situation somewhat. Reports from the bean section in Western Ontario tell of an acreage 20 per cent. above last year and of excellent prospects.

Beans, hand picked, per bush	2 10	2 30
" prime No. 1	2 00	2 10
" Lima, per lb	0 07	

EVAPORATED APPLES—There is very little doing in this commodity. Prices are steady.

Evaporated apples	0 18	0 08 1/2
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HIDES AND WOOL—Wool declined 10 per cent. on future on Wednesday. Hides are firm and steady. Prices ruling now are as follows:

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

NO BORAX PICKLE USED.

Despatch Makes Incorrect Statements Regarding Methods Used by Canadian Packers.

The following despatch from Ottawa which has been given some prominence by the Canadian dailies this week is arousing some interest among the trade in Canada:

"The Local Government Board of Great Britain will hold an inquiry into the use of preservatives by exporters of ham, bacon and other meats. The statement has been made that much of the Canadian bacon and hams sent to England is pickled in borax. The use of preservatives has occasioned considerable alarm in the Old Country, which has resulted in orders being issued for the proposed inquiry on the subject."

The statement regarding the pickling of Canadian meats in borax is certainly entirely without foundation. Local packers say that a sprinkling of this chemical is used on the outside of the packages, but that no borax whatever is used in the pickling. The statement appears to have been made by someone who has no intimate knowledge of conditions in the industry. Under these

considerations the story does not seem to have much validity.

OUTLOOK IN THE UNITED STATES

New York, July 15.—E. H. Gary, chairman of the U. S. Steel Co., the greatest business concern in the world, when asked to express an opinion on the business outlook in America, said: "In looking into the future, from commercial and financial standpoints just at this moment, we happily are forced to take into consideration the condition of the crops, and crop prospects are excellent, I might say wonderful."

"There lies the key to the situation. Enormous quantities of corn, wheat and oats are to be harvested and marketed, and that means that the railroad companies must prepare to handle those products. I say 'must' because there is a certain element of compulsion in the proposition."

"The railroads must move the grain and other farm products."

Cause and Effect.

"They can adapt their equipments to the circumstance, either by the use of their surplus or by borrowing money, and we know that they can now borrow plenty of money if they need it. Thus, if you care to follow the line of cause and effect, you can see that the demands on the railroads mean added demands on the steel plants in the matter of materials as well as on hundreds of other branches of industry and manufacture."

"To get right down to the foundation of fact, it must be said, as on many other similar occasions, that the farmer is the king of the steel corporation's output, as the railway companies take about one-third. I will add this in connection, that the demand for structural iron is increasing all over the country and the tin plate department is also very active. Here again you can trace the demand back to the farmer and the gardener, whose products fill the cans for the year's consumption."

"The general condition is like that of the great wave breathing confidence and solidity sweeping from the middle west and west over the recently afflicted east."

WAS FORMERLY TORONTO BROKER

Wm. Dane, Father of Fred Dane, of Dane & Co., Passed Away in Ireland.

News was received with regret among the trade in Toronto this week of the death of Wm. Dane, father of Fred Dane, grocery broker, Belfast. Mr. Dane, who was in his 78th year, had been ailing for some time, and was at a seaside resort for the benefit of his health when the end came. Some years ago he was a familiar figure on the street in Toronto, having carried on a brokerage business for a number of years, leaving for Ireland about 14 years ago. Fred Dane is the only son, but three daughters survive in Ireland.

T. E. Hartley, of Kearley & Tonge, the London tea merchants, has been in Toronto this week, and is spending some weeks in Canada, looking over business prospects.

PIMENTO OR ALLSPICE.

Is the dried, unripe berry of the pimento tree, known as *Eugenia pimenta* or *pimenta officinalis*. The tree is a fine evergreen, growing 20 to 30 feet high, of the myrtle bloom order, very common in Jamaica, the West Indies and South America. Its leaves are of oblong or oval shape, of a deep shiny green color, and about four inches long. It is largely cultivated in plantations called "pimento walks," but grows to perfection in a wild state in Jamaica, whence British importations have been mostly derived, hence the name Jamaica pepper.

The berries are light and brittle, of roundish form and crowned with the remains of the calyx, generally in the form of a raised, sear-like ring. Each horn contains two dark brown reniform seeds. They are called "allspice," from the fact that they have the flavor of cinnamon, cloves and nutmegs combined. The corns are about the same size as huckleberries, and are sometimes adulterated with mustard husks. There are also inferior kinds, such as pimento acris.

LET US HAVE THE SIGNATURES.

A couple of anonymous letters have been received at this office recently bearing on different phases of the situation in the trade. We should be glad to publish these, but cannot do so unless the writers will make their identity known. In cases where the writer does not wish his name made public this can easily be arranged, but all communications must bear the writer's name as evidence of good faith before they can be considered.

TRADE NOTES.

The general store business of F. Ereckle has been sold to W. J. Seed.

Chattel mortgages are in possession of the grocery store of E. H. McMillan.

A. G. Fleming, of T. Kinneer & Co., Toronto, is enjoying the cool breezes at Sparrow Lake.

A meeting of creditors of the Farmers' Exchange, grocers, Vancouver, has been called for an early date.

Ted Bailey, of the Dixie H. Ross Co., has entered into partnership with J. Blomquist, grocers, Victoria.

F. Anderson, city traveler for T. Kinneer & Co., Toronto, is holidaying at St. Thomas and Tilsonburg.

W. J. Parkes, of the Todhunter, Mitchell Co., Toronto, is spending a week or so holiday at Windermere.

F. W. Hudson, of the Canada Brokerage Co., Toronto, was in Cobalt and Latchford for several days this week.

BUSINESS CHANCES.

GENERAL BUSINESS FOR SALE OR RENT—Turnover \$18,000; good farming and dairying district east of St. Thomas; all new stock. Immediate possession. Satisfactory reasons for selling. Apply Box 207, CANADIAN GROCER.

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, July 30, 1908.)

POINTERS—

Salmon advancing.
Reduction in canned tomatoes.
Corn syrups reduced.
New Japan teas arriving.
Cocoa and chocolate reduced.

Winnipeg, July 25.

In spite of dog days there is considerable activity in wholesale grocery circles and the business outlook is very bright. Crop reports continue very encouraging. One or two districts in Manitoba complain of drought but upon the whole the crop outlook is by far the best in years and it is confidently expected that the returns will be sufficiently large to compensate for the disappointments of last year.

Coho salmon are advancing. This is a year of a short pack and prices will be high. Gallon tomatoes have been reduced. New Japan teas are arriving and they are quoted at about the same scale of prices as last year.

CANNED GOODS—A reduction is announced in the new prices of gallon tomatoes. The canned goods situation continues very interesting and further developments may occur at any time. The local wholesale houses are getting a special line of corn, tomatoes and peas from the Canadian Cannery to sell at 20 cents per case less than "group 2." Only 25 per cent. of their orders for this grade are being filled and therefore they cannot guarantee delivery in all cases.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27 1/2	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41 1/2	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 69	2 64
2's black	2 19	2 14
Gooseberries New—		
2's, heavy syrup	2 31 1/2	2 29
Lawtonberries New—		
2's heavy syrup	2 41 1/2	2 33
Peaches—		
2's yellow flats	2 30	2 27 1/2
3's	3 12	3 09 1/2
Pears—		
2's, F.B.	1 81 1/2	1 79
3's	2 39 1/2	2 37
2's Bartlett's	1 96 1/2	1 94
3's	2 59 1/2	2 57
2's lobe, light syrup	1 51 1/2	1 49
Plums—		
2's Damson, l.s.	2 93	2 88
2's Lombard, l.s.	3 03	2 98
2's Greengage, l.s.	3 13	3 08
Raspberries—		
2's red, light syrup	2 12 1/2	2 10
2's black, heavy syrup	2 41 1/2	2 39
Pineapples, whole, 2 lb., per case	3 65	4 50
" sliced, 2 "	3 85	3 85
" grated, 2 "	4 40	4 40
Strawberries (new), per case	4 05	4 00
Raspberry Jam (Smith's)—		
12-oz. bottles per doz	1 65	
1-lb.	2 20	
44-oz.	4 75	
5-lb. tins, each	0 59	
7-lb.	0 80	

—1908 Pack for Delivery Later—

Apples—3's standard per case	2.44	2.34
Gallons, standard	1.55	1.52 1/2
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44

" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42 1/2	2.40
" pie peeled gallons	3.30	3.27 1/2
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's	2.78	2.78
" Globe l. s. 3's	4.14	4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77 1/2
" black 2's	4.18	4.08
" black gallons	3.80	3.77 1/2
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77 1/2

VEGETABLES.

Beans (new) per dozen—		
golden wax	1 06 1/2	1 04
refugee	1 06 1/2	1 04
" crystal wax	1 16 1/2	1 14
" red kidney	1 21 1/2	1 19
lima	1 46 1/2	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
No. 4 2's	1 06 1/2	1 04
No. 3 2's	1 16 1/2	1 14
No. 2 2's sweet wrinkle	1 21 1/2	1 19
No. 1 2's extra fine sifted	1 51 1/2	1 49
Succotash—		
2's	2 63	2 58
Beets—		
whole	2 08	2 08
sliced	2 28	2 28
whole, 3-lb.	2 64	2 64
sliced	2 84	2 84
Spinach—		
2's, per doz	3 13	3 08
3's	4 09	4 04
gallon, per doz	11 10	11 10
Asparagus per case	7 78	7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 88	1 83
refugee	1 98	1 93

1908 Pack for Delivery Later.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 "	1 90
" 3 "	2 50
" 1 " tomato sauce, per case	2 50
" 2 "	1 90
" 3 "	2 50
" 1 " Chilli	2 50
" 2 "	1 90
" 3 "	2 50
Soups, per doz	1 25
Corned beef	3 18
2's per doz	3 18
1's	1 45
Roast beef	1 65
1's, per doz	3 10
2's	0 55
Potted meats, 1's, per doz	1 25
Veal loaf 1 lb., per doz	2 50
1 lb.	1 25
Ham loaf 1/2 lb.	1 25
1 lb.	2 50
Chicken loaf 1 lb.	3 50
1 lb.	3 50
Lunch tongue 1's	3 85
Sliced smoked beef	1 80
1-lb. tins, per doz	3 10
" 1-lb. glass	3 35
Chipped	1 45
1-lb. tins	2 50
" 1-lb. glass	3 10
Sliced bacon	0 06
1-lb. tins	3 10
" 1-lb. glass	3 25

SUGAR—

Montreal and B. C. granulated, in bbls	5 40
" in sacks	5 35
" yellow, in bbls	5 00
" in sacks	4 95
Wallaceburg, in bbls	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 20
" in sacks	5 25
B. C. quinnies granulated, 5-18's to bale, per cwt	5 45
" 5-3's	5 45
" hard pressed lump, 25's, per cwt	6 55
" half bbls, per cwt	6 70
" icing	6 20
" bar sugar	6 90

Icing sugar in bbls	6 00
" in boxes	6 20
" in small quantities	6 50
Powdered sugar, in bbls	5 70
" in boxes	6 00
" in small quantities	6 35
Lump, hard, in bbls	6 35
" in 1-bbls	6 35
" in 100-lb cases	6 35

SYRUPS AND MOLASSES—Corn syrups have been reduced 5 cents per case. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" 5-lb tins, per 1 "	2 80
" 10-lb tins, per 1 "	2 65
" 20-lb tins, per 1 "	2 70
" barrel, per lb.	0 03 1/2
" Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 "	3 60
" 10 "	3 30
" 20 "	3 30
Barbadoes molasses in 1-bbls, per gal	0 40
New Orleans molasses in 1-bbls, per lb	0 03 1/2
Porto Rico molasses in 1-bbls, per lb	0 04 1/2
Blackstrap, in bbls, per gal	0 31
" 5 gal. bats, each	2 25

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 85
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—The price is advancing and local quotations are now as follows:

Corn meal, per sack	2 85
" per 1/2 sack	1 05
" per bale (10, 10's)	2 40

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

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

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, 1's and 4's	3 00
Syrup gallons 1/2 doz. to case, per case	5 65
" 1 doz. to case	6 15
" 2 doz. to case	6 55

FOREIGN DRIED FRUITS—New apricots to arrive in about two weeks' time are quoted at 9 1/2c for standards and 10 1/2c for choice.

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown	0 10
Sultana raisins, bulk, per lb	0 09
" cleaned	0 10 1/2
" 1 lb pkgs	0 11 1/2
Table raisins, Connoisseur clusters per case	2 60
" extra dessert	3 40
" Royal Buckingham	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5 1/2 lbs)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 90
" " selects " 14's	1 05
" " " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20

California raisins, choice seeded in 1-lb. packages	0 07
" per package	0 07
" fancy seeded in 1-lb. packages	0 07 1/2
" per package	0 07 1/2
" choice seeded in 1-lb. packages	0 09
" per package	0 09
" fancy seeded, 1-lb. packages, per package	0 09 1/2
Raisins, 3 crown muscatels, per lb	0 08
" 4 "	0 08 1/2
Prunes 90-100 per lb	0 05 1/2
" 80-90	0 06
" 70-80	0 06 1/2
" 60-70	0 07
" 50-60	0 08
" 40-50	0 08 1/2
" 30-40	0 08 1/2
Silver prunes	0 09 1/2
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filletras, per lb	0 07 1/2
" wet cleaned, per lb	0 07 1/2
" Filletras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	0 08 1/2
Wet cleaned	0 12 1/2
Pears, per lb	0 12
Peaches, per lb	0 09 1/2
Apricots, standard, per lb	0 09 1/2
" choi e, per lb	0 10 1/2

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Winnipeg, July 25.—The situation of the crop, which is the big factor at the moment, continues to be of the most satisfactory character, in fact, it could hardly be more so as the weather throughout the week has been hot with light, cool winds and occasional showers, and the reports are continuous that the wheat is well headed and beginning to fill in a most satisfactory manner. There are damaged spots, of course, but just at present the most cautious are figuring on a crop of from 105 to 110 million bushels, and this would be more than sufficient to set the country humming like a hive of bees. Indeed, it is pretty well doing that at the present time for trade is certainly brisk with the wholesale houses, the railways are getting everything ready for a rush movement once the harvest is on, and the Free Press of Winnipeg is getting everything underway for its annual inspection, which has now begun to be regarded as the authoritative statement on crop conditions for the year. The fact that the election for the Province of Saskatchewan has been set for the 14th day of the month, is an indication of the time when harvest is expected to be general in that Province, which is always a little later than in Manitoba.

Barley harvest will be general in Manitoba in another ten days, and there are a few barley fields that will be cut during the coming week.

The live stock market is active, but with lower prices. The receipts for July have been enormous, running in some instances over 5,000 a week, and though the drop in the British market has lowered prices, more especially for export cattle, there is still a good margin in the prices offered. The drop has had one good effect and that is to keep back on the ranges some of the cattle that were not too well finished and which ranchers had a tendency to rush forward while prices were high. The market for butchers' cattle is depressed owing to heavy receipts, for, of course, the steers spoken of as too light for export, when they get to Winnipeg are thrown into the butchers' class and there is not at present sufficient consumptive demand to clean up the stocks coming in.

Hogs are coming in in fair numbers, but the demand is good and the price advanced another 1/4 on Friday, making the price for tops 5 3/4, off cars Winnipeg, with 6c paid for occasional lots of extra choice.

Winnipeg is feeling the effect this summer of the mad rush to sell feed and dairy cows last fall, of which mention was made at some length in these columns. The make of butter has been very light all season, and the prices high, and it looks as if butter would be both scarce and dear next winter.

The make of cheese is also light and prices have held high all season. There are not wanting signs that the lesson of the cows has been laid to heart, for

there are a large number of farmers not only trying to buy cows this season and making preparations to go into butter making for another season, but those who have cows show a determination to hang on to them. There have been larger exhibits of choice dairy cattle at the fairs and the owners of pure bred dairy stock report a very good demand for both cows and heifers.

The milking shorthorn is receiving more attention than has been the case for some time, and there were some very successful sales of Holsteins following the Winnipeg, Brandon and Regina Fairs. The present shortage will be worth putting up with if it brings forth fruit such as this.

The general revival of trade seems to have stimulated interest in Western stocks, and the inquiry has been good all week, while a number of Western stocks were listed in London. This comprised £1,500,000 four per cent. City of Winnipeg bonds, and £113,700 five per cent. City of Regina bonds. Several Western school districts are calling for tenders for their debentures.

ENJOYED ANNUAL PICNIC.

Employees of E. W. Gillett Co., Limited, Toronto, Have Jolly Outing at Bond Lake.

Bond Lake, on the Metropolitan Railway, is the Mecca of many a happy picnic and excursion party from Toronto. It is safe to say that this year no more pleasant gathering has been held on this lovely spot than the second annual picnic of E. W. Gillett Co.'s employes on Friday, July 24. As was advised on the programme "everybody looked pleasant" and this was the case, through the day, with exception of the little upset during the ladies' 50-yard dash. Three special cars took the excursionists, numbering one hundred and eighty, at 9.30 and 10 o'clock from the North Toronto terminus and safely landed all at 11 o'clock. President Wm. Dobie and his various committees of games, sports, etc., officered by Assistant General Manager G. H. Macfarlane, Treasurer J. R. Kirkpatrick, Secretary Geo. Hepburn, Sales Manager C. E. Moyle and Superintendent of Factory A. P. Craig were on hand and looked after the comfort and happiness of everybody. Even The Grocer representative was assigned the pleasant (?) duty of umpiring the baseball game between the office staff and factory team.

Oh, yes, Harry Barker, of Harry Barker Company, served the dinner and lunches. Nuff Sed!

One of the most novel features was the engagement of Sousa's Band (from the Ward) and in the absence of the renowned Phillip, the crank was turned by Signores Spaghetti and Fidelini. Be-

sides the above, D'Alessandro's string orchestra of five pieces furnished the best of music. Sousa's Band, by the way, came in and went out to the park on the way freight. This was a new advertising stunt of Phillip's.

Like everything that E. W. Gillett Co. Limited, do, the picnic programme was a novel and well arranged one, systematic arrangement being evident in everything. After the various games were run off Mr. Dobie, at the conclusion of supper, presented the prizes to the successful competitors. The list of events and the winners were as follows:

LADIES' CONTESTS.

1. Needle Threading Contest—1st, Violet Gostlin; 2nd, Bessie Ferguson.
3. Potato (on spoon) Race—1st Minnie Burkholder; 2nd, Bessie Moore.
5. Throwing Baseball—1st, Edith Elton; 2nd, Florence McTavish.
7. Nail Driving Contest—1st Flossie Robertson; 2nd, Annie McTavish.
9. 50-yard Race—1st, Edith Elton; 2nd, Bessie Ferguson.
11. Biscuit Contest—1st, E. Hawkes; 2nd, Ethel Tetley.
13. Married Women's Race—1st, Mrs. Wells; 2nd, Mrs. Thom.

MEN'S EVENTS.

2. Sack Race—1st, H. Farquhar; 2nd, Ed. Langevin.
4. Three-legged Race—1st, Ed. Fisher and Arthur Kemp; 2nd, Gordon Holland and Thos. Reynolds.
6. Putting Shot—1st, J. M. Thom; 2nd, Arthur Kemp.
8. High Jump—1st Wm. Tonkin; 2nd, Geo. Edmunds.
10. Boot Race—1st, L. H. Ray; 2nd, Alf. Chaddock.
12. Hop, Step and Jump—1st, F. Osborne; 2nd, W. Tonkin.
14. Married Men's Race—1st, C. Smith; 2nd, W. Miller.
15. 100-yard Dash (open)—1st C. E. Moyle; 2nd, J. M. Thom.

Baseball game won by factory team. Tickets for a free ride on the electric launch were presented by Mr. Dobie and many took advantage of the trip on the lake.

The return journey was made at 7.30 and everyone acknowledged a happy and pleasant outing. The Grocer, as well as the Gillett employes, owe their thanks to Mr. Dobie for a delightful outing.

TRADE NOTES.

Erratt, Walter & Co., Englehart, have assigned.

Matthew Macfarlane, grocer, Ridgetown, has assigned.

The general store of the John King Co. and the grocery store of Kirkup, Wilkie & Co., Fort William, were burned last week.

The Canadian House of Commons committee is informed that the condensed milk industry is making considerable growth in Canada.

6 00
6 20
6 50
5 70
6 00
6 05
6 35
6 35
6 35

ES—Corn
cents per

2 40
2 80
2 65
2 70
0 03 1/2
0 03 1/2
3 10
3 60
3 30
3 20
0 40
0 03 1/2
0 04 1/2
0 31
0 33
2 25

2 65
2 70
2 80
3 10

advancing
w as fol-

2 05
1 05
2 40

advancing
now asking
icked, and

LEY—Pot
barley has
are \$4.05
sack.

3 00
5 65
6 15
6 55

JITS—New
two weeks'
standards

0 08
0 10
0 09
0 10 1/2
0 11 1/2
2 60
3 40
4 00
5 25
per
3 35
libel ... 0 80
's ... 2 00
's ... 1 05
's ... 3 20
's ... 1 15
's ... 2 25
's ... 1 20

ages ... 0 07
ages ... 0 07 1/2
ages ... 0 09
ages, ... 0 09 1/2
... 0 08
... 0 08 1/2
... 0 05 1/2
... 0 05
... 0 06 1/2
... 0 07
... 0 08
... 0 08 1/2
... 0 09 1/2
... 0 06 1/2
... 0 07
per lb ... 0 08

0 12 1/2
0 12
0 09 1/2
0 10 1/2

"Men Who Sell Things"

The Value of Faith in Salesmanship—Faith in Oneself and to One's Firm—Power of Persuasion Depends Earnestness and Enthusiasm—The Dynamo and Its Practical Application to the Business of Selling—Look Out for New Ideas.

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

CHAPTER XII.—(Continued.)

No Profit From Impatience.

The trouble? Impatience, that's all—the common fault of most young men who want to get on in the world. Impatience is about as useless a thing as any young man can encumber himself with. It produces no end of worry and absolutely nothing in the way of profit.

The trouble I was experiencing was due to impatience, and was for the most part an imaginary and not a real trouble.

If there was discord in our work together, it was simply and solely because I was continually anticipating something of the sort—as the boys would say, "sort of egging it on in my mind."

I worked on in that mental atmosphere for several months, chafing inwardly at this chimerical enmity between the men and their manager, at the same time putting on the best front I could muster.

Finally, one morning I had an awakening. It was a rude shock, but it did the business.

While speeding along on an "L" train to the office, I began to arraign myself something after this fashion:

"You're a nice sort of sales manager! You preach faith continually to your men, and you haven't a drop in your own veins. You're not willing to meet your men half-way on confidence, while expecting every man jack o' them to give to you, a stranger, the fullest degree of that precious article. Here you've been building up trouble for yourself in your mind all these months on account of the sins of the other fellow. When the trouble lies entirely with yourself. Now, this can't go on much longer. This whole business is mere mental moonshine, if you only had good horse sense enough to realize it.

"There's nothing in the world the matter, excepting with yourself. Sweep the cobwebs of distrust out of the place where your grey matter is supposed to be—and likewise the despondency out of your mental atmosphere, and things will look different.

"You are doing good work. You have heard no complaint from headquarters. Your methods are all right. Both will win out in time if you'll give them a fair chance. Now, brace up and have faith in your house, your men, your proposition, and yourself.

"That's all you need—just faith, coupled with good horse sense."

There was no rebuttal evidence. The examination finished, on reaching my office I rested the case, and that was all there was to it.

From that hour, things took on a different hue. Everything connected with my department moved forward with a vigor and a satisfaction that were reassuring, to say the least.

That mental blue-print of myself was my salvation, and added immeasurably to the comfort and well-being of all concerned.

It's a great thing to have faith in yourself—not too much, but enough to keep you from slipping backward in the race for success.

An Interesting Incident.

The famous Glasgow clergyman, John McNeil, while preaching in Chicago during the World's Fair year, wishing to emphasize the value of faith, related the following rather remarkable incident which occurred in his career as pastor. Said he:

"Many Christian people have their prayers only half answered because they have not sufficient faith that they will be answered in full. Let me illustrate that.

"During my pastorate of a certain church in —, we had occasion to make extensive repairs, and the church was heavily in debt. It worried me a great deal, and I made it a subject of much prayer. A stranger called on me one day in my study, and to my utter amazement he said: 'Mr. McNeil, you do not know who I am, and it does not matter. I understand you have a debt on your church that you are anxious to pay. I have heard a great deal about you and the work you are doing, and I want to help you with that debt.'

"Taking a check-book out of his pocket, he tore out a blank and laid it before me on my desk. 'There,' said he, 'fill that out for the amount you require, and I will return later and sign it,' and he was gone before I could stop him.

"I sat there looking at that blank check, failing to comprehend what it all meant. 'Surely,' said I, 'he does not realize that the amount of our debt runs into thousands of pounds sterling. He would never give that much if he knew. But he told me to make it out for the full amount. No. He couldn't have known. I'll put down half the amount. I am afraid when he sees how large it is he will not sign even for that amount.'

"After a little the stranger returned, asked for the check, and with scarcely a glance he affixed his signature, took up his hat and left without another word.

"Mechanically I looked at the bit of paper, felt it, searched it; at last the name drew and held my gaze. With peculiar force the truth dawned upon me, and likewise the genuineness of the check. The signature was that of a wealthy and philanthropic man whose generous acts were well known to me, although I had never met him before. When I realized that he meant what he said, and could easily have paid the whole amount of the debt, I said, 'O

man of little faith! I will never doubt again.'"

That story is a faithful picture of many men in the business life who fail to take opportunity when it is offered.

To every salesman opportunity opens the door to success. Those who perceive and enter gain the treasure. To those who do not heed, opportunity says:

Master of human destinies am I;
Fame, love, and fortune on my footsteps wait;
Cities and fields I walk; I penetrate
Deserts and seas remote, and passing by
Hovel and mart and palace, soon or late
I knock unbidden once at every gate.
If sleeping, wake; feasting, rise before
I turn away. It is the hour of fate,
And they who follow me reach every state
Mortals desire, and conquer every foe
Save death; but those who doubt or
hesitate,
Condemned to failure, penury, and woe,
Seek me in vain, and uselessly implore.
I answer not, and I return no more.

—John J. Gallis.

Successful salesmen—those who make territories yield a permanent, profitable business, the sort who "wear" well—must and do possess strong positive force.

Doubt befores mind force. Indecision crucifies precision of action.

Inoculation of doubts in the salesman's mind poisons his enthusiasm.

Persuasion Depends on Enthusiasm.

There is little doubt that the degree of a man's power of persuasion depends upon his earnestness and enthusiasm.

Persistently thinking right means persistently acting right.

The true salesman learns what kind of thoughts count; he thinks them, acts them, until they become a part of his being, forming the directing force in his success.

The right kind of salesman begins by training himself. From the first mistake in the first town of his first trip until he lays down his grip for the last time, he is in constant training.

Early in his career he discovers—and what a power that discovery is!—that the same tactics he would employ in training his horse would, if used upon himself, secure him against doubt and failure.

Over and over again with infinite patience and determination, he declares to himself with spirit, "I will" and "I am"—until he comes to a thorough belief in his power to win men and sales. Right thinking and right doing—those are the means by which he keeps his name at the top of the sales list.

The right kind of salesman has no fear of opposition, whether it be from his customers or his competitors.

How well he knows from experience in his early days that to listen to rebuff with his ears that hear is but to succumb to a greater force than he himself possesses! Sharp thrusts received in the school of experience cause him to be watchful. Constantly he cultivates the thoughts and habits in himself that teach him how to parry successfully all negative influence from within or without.

Success From Optimism.

All successful salesmen are optimistic. They see only the side of things that wins, and recognize no superior among competitors. The real salesman so schools himself that he is able to sell a poor line of goods on a poorer territory, solely upon the strength of his own personality. What a mighty human dynamo he is when he finds his lot cast among circumstances wholly congenial! And so the world about him always moves onward to better and bigger things; slowly but surely he leaves behind to rust and shrivel and die every adverse suggestion, everything that has tended to lessen his power.

It is lack of brain activity that keeps the class of salesmen that go round and round and round, year in and year out doing things in the same old way, always hugging the despicable place at the bottom of the sales sheet.

It is lack of the kind of brains that work and dig and sweat till they find a way to get things done, brains that go to the bottom of things, brains that are always looking for better things, brains that never give up a problem till they find a way to solve it.

The Human Dynamo.

In mechanics to-day the electric dynamo stands as the highest development of mechanical power. Among salesmen the highest is the human dynamo, the man whose brain is charged with dynamic force; whose heart is on fire with enthusiasm and push; who leads the strenuous life and likes it; who is always dissatisfied, always fighting for bigger and better results; who sets his goal-post far out in the field of endeavor, and knows no rest until he reaches it; who is on the keen scent for newer and better ideas to help him in his work; who is willing to sweat blood to get what he wants; who believes the head of his house and his manager know as much as he does; who believes the credit man will give both himself and his customers a square deal; who believes that the buyers of the establishment that pays him his salary know as much about buying goods as he does about selling them; who knows that the goods of his house are good goods, the right kind, and will sell, and that he can sell them; who spurns the habits of indifference, of shirking, of mischief-making, of arrogance towards customers, of mutual jealousy the "click" habit; who avoids, as evidence of weakness, such thoughts as "Oh, what's the use? The sales manager's got it in for me. He's a dreamer, anyway. I always get the worst end of everything, no matter what I do." The model salesman avoids, as worst of all, the habit of fault-finding and criticism of superiors. He is the kind of salesman that forms the title of this chapter. It is that kind, and no other, that gets the big prizes in the business game.

What are you, Mr. Salesman?

A human dynamo, or just a common member of the Sons of Rest? Never mind the other fellow—how is it with yourself? That is the question.

Are you cultivating confidence in the value of your own ideas, and in your power to use them? Did it ever occur to you that you could do as well as others, if you would only bring yourself to believe it?

I have observed in many successful salesmen the desire and willingness to grasp at every good idea from any source that will aid them in making sales. The humblest men in our profession are those who are at the head.

Get Good Ideas Everywhere.

I remember on a certain occasion issuing a statement to our traveling force which was intended to inspire in them an optimistic survey of the month upon which we were about to enter. The statement contained facts and figures of the month just ended, showing the percentage of increase in various departments, and wound up with a forecast of the month to come as viewed from the standpoint of the managing staff. The men were all in from the road, winding up a period of house trade, and about to depart for a "filling in" trip.

A few minutes after the letter had been distributed, I chanced to saunter down "Salesmen's Row," the name the stock-boys had given the aisle that skirted their long row of desks. My approach was unnoticed by a group of salesmen clustered about the desk of one of our "Sons of Rest" who happened to have the distinction of being the ringleader of a small coterie of professional critics.

He was reading aloud to the others from my statement, and had reached the part concerning the forecast of the coming month when he laid the paper down and in a tone of withering sarcasm said, "Umph! The idle dream of an office man."

Catching the exclamation on passing, I wheeled and squarely faced him. Perceiving me standing there for the first time, he became confused. His eyes sought the floor as he blurted out, "A fine letter, sir, and right to the point. Hit the nail right on the head. Yes, sir, hit the nail right on the head."

Six weeks later the man who led the force in point of sales and general efficiency bustled into my office, just in from his trip. Warmly extending his hand, he said in tones of deep appreciation:

"That statement you compiled just before I left home did the business. It helped me wonderfully. It was tough work landing business this trip; but on one occasion when I had sweat blood with a dealer in my sample-room without being able to sell him, I pulled out your letter and read it to him. Stamped as it was with the authority of the house, it made an impression, helping me to get some hard orders that otherwise I would have lost. Send me that kind of stuff as often as you get it out."

His attitude coupled with that simple statement, furnished the key to his success, namely, that he was alert, and made use of everything that could possibly contribute to his success in sales-making.

A day or two later brought in the other man, the leader of the Order of the Sons of Rest. As may easily be imagined, he reported a poor trip. He had all manner of excuses to offer for his failure. Failure and excuses go together.

If such salesmen could only read what takes place in their employer's mind when weighing the salesmen on his staff, one against another, there would be at least a slight hope of their being graduated from the Order of the Sons of Rest, but their untrained powers of calculation do not admit of their philosophizing so far.

Believing the opportunity was at hand to arouse Mr. S. O. R. Van Winkle from his state of selling-lethargy, I asked him whether or not he had found the statement issued by the sales department just before he left of any use to him on his trip. He looked perplexed, scratched his head, and remarked that he could not remember just what statement I referred to. There were many statements issued. He thought he could find it in his grip, where he carried all current mail from the house; he would look it up when he returned home that evening.

"No matter. Let it go, let it go," said I. "It's too late to use it now, but let me remind you that that little piece of paper you misinterpreted to your fellow-salesmen as 'An idle dream of an office man' helped one of our men to increase by a goodly margin, while you have been idling along in an atmosphere of self-satisfied self-efficiency, which has amounted to nothing more than inefficiency."

The salesman who hopes to get on in the world comes to know sooner or later that

Knowledge is proud that he has learned so much;
Wisdom is humble that he knows no more.

(To be continued.)

PRESTIGE.

Prestige is defined as the influence which arises from reputation. That being the case, it naturally follows that anything which effectively spreads a firm's good reputation is a direct aid to prestige. Most travelers prefer to work for a firm which has prestige with the trade. The very weight of a name often helps a good deal. All concerns which persistently advertise in a good trade newspaper have more or less of prestige with the trade; because the fact that a firm persistently advertises is convincing evidence to the retailer of that firm's progressiveness and prominence in the trade. No use talking; live trade newspaper advertising, does tend to make the travelers' path easier to tread!

A GROCER'S "SUNFLOWER" WINDOW

A Timely Hint for an Attractive Summer Display—Bottles and Cartons Furnish the Material for an Effective Showing.

Sunflowers are coming out now in all their glorious yellowness. Just the time to get in an applicable window which will make people think of them, and at the same time be a thoroughly good attraction, both for your store and the goods displayed. The engraving shown herewith suggests a sunflower window, which, as well as being timely, is attractive and offers opportunity for good work in the window. The sketch and suggestion appeared recently in the *Modern Grocer*.

The wall in the background is made of boxes and cartons, topped off with bottles. The stars, built of cartons, are tacked to the background as are also the stems, which appear to support them. A few cartons are placed along the stems to suggest leaves. Where a good many cartons are used in the circle the effect suggests a sunflower immediately.

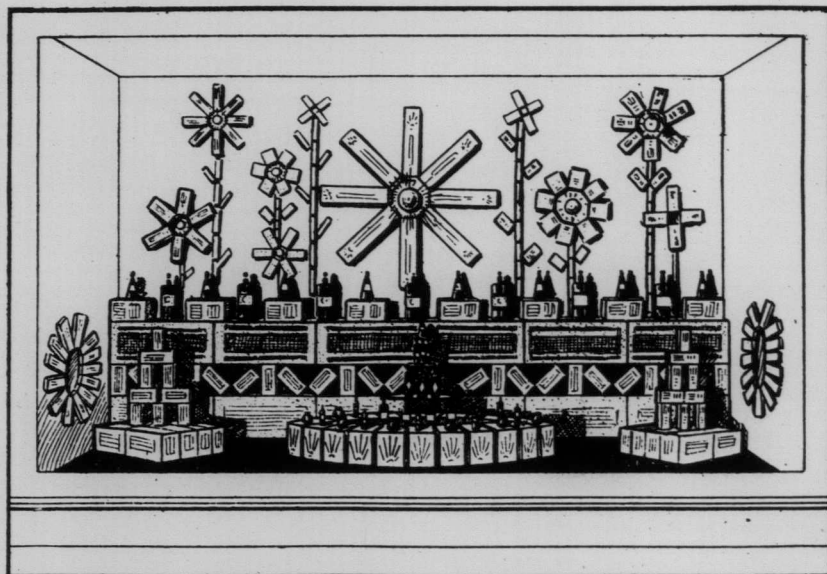
A circle of boxes is built in the centre of the floor space where each box is

it is changed at least once, and, if possible, twice a week. Remember that the possible customer is frequently attracted or repelled by a window display. She sees the window before she sees the interior of your store. It is most important that the outside of your shop should be made inviting in every way.

When you meet a person you look first at his eyes. When you meet a tea and coffee store, you look first at its eyes—the windows. If the "eyes" are interesting and suggest possibilities, you have a natural desire to know the possessor better. Look to your windows.

ELECTRICITY AS AN ADJUNCT.

Don't let the item of increased expense stand in the way of your having electric fans in your store during the hot-weather season. The overhead fans are best, because they are not so rude—they are not likely to disturb your



Suggestion for a Sunflower Grocery Window.

crowned with a bottle or a jar. In the centre of this circle of boxes is a pyramid of bottles towering up well above the floor display.

A couple of pyramids—one at either side of the window—are made of cartons. The background effect is an easy way to lend height to the display in a simple way, entailing very little work and very little stock.

CHANGING WINDOW DISPLAYS.

If you have a window in your store, study how to get the maximum of advertising value out of it. See to it that

customer's headgear or disarrange her carefully dressed coiffure. This may sound like a trivial thing, but it is none the less important. You will find that your lady customer will stay all the longer if she is made cool and comfortable—and the longer she stays the more she buys—that is, if you or your clerks are good salesmen. Electric fans in summer are quite as necessary as electric lights in winter.—The Spice Mill.

Henry T. Thomson, Zetland, has purchased the general store business of Mr. Mallough, Belmore.

OTTAWA'S NEW HOTEL.

Walter Walby, proprietor of the Cecil Hotel, Ottawa, is meeting with splendid success in his new venture—an hotel for the commercial men. Mr. Walby's sixteen years' of experience have taught him that commercial men will give preference to an hotel which caters to them especially, and with this in mind he put up one of the prettiest and most comfortable hotels in this country. There are about one hundred rooms, forty having a bath in connection. All have running water, and are bright, sanitary and comfortable in every respect. The dining-room is first-class, the cuisine being perfect, while the service is all that can be desired. From Mr. Walby to the newest bellboy all are particularly anxious to please the commercial travelers, which certainly has a whole lot to do with the comfort of a class of guests who are too often left to shift pretty well for themselves—so long as they pay up—except during dull winter months.—Advt.

TRADE NOTES.

L. Sirois & Co., grocers, Montreal, have been registered.

C. F. Stevens, grocer, 1065 College St., Toronto, has assigned.

Noel Cote, general merchant, Ste. Perpetue, is offering to compromise.

M. J. Lavigne & Co., Hull, have disposed of their branch grocery store.

Nap. Girard Co., general merchants, Wickham West, have been registered.

Roberge & Poirier, general merchants, Thetford Mines, have been registered.

George Walters has purchased John McKenna's grocery business at Brantford.

Valentine Voison's general store at Mount Forest was damaged by fire last week.

Lawrence Hager, Palermo, has sold his general store business to James Dobson.

The general store business of J. A. Campeau & Co., Thetford Mines, has been registered.

L. Brunelle & Frere, wholesale and retail grocers, Three Rivers, have filed a consent to assign.

N. E. Dodds, grocer, Perth, has put in a new store front and improved and renovated the interior.

The employes of the Norton Manufacturing Co., can makers, Hamilton, held their annual picnic at Niagara Falls, last week.

Ernest H. Bird, Woodstock, has entered into partnership with John Kerr in a general store business at Wingham.

The Hanover early-closing by-law will be rescinded because the requisite number of grocers did not sign the petition. It is likely that a majority of stores will remain open evenings as a consequence of this.

Winnipeg Industrial Exhibition

Splendid Showing of Horses and Cattle—British Columbia and Ontario Well Represented With Fruit — Agricultural Motor Competition a Point of Interest—Winnipeg Manufacturers Poorly Represented—Some of the Grocery Exhibits.

Written for the Canadian Grocer by our special Western correspondent.

Winnipeg, July 25.—The eighteenth annual exhibition of the Winnipeg Industrial Association was last week brought to a highly successful closing. There are many points of interest in connection with the exhibition, but the most outstanding feature, entirely new from anything in previous years, has been the agricultural motor competition. It is the first time in the history of an industrial exhibition in Canada that such a thing as an international agricultural motor competition has been held. Some idea of the importance attached to such a competition is gathered from the fact that the Federal Government at Washington sent a special representative to watch the tests. The Government of the Argentine also sent a man. There were motors here from all parts of the United States, Canada and Great Britain. The first part of the competition was held in the grounds of the exhibition, when the motors were tested for hauling powers, and the second and most important test was made in a field a short distance from the exhibition grounds.

Peculiar Weather Conditions.

An agricultural motor must be good for plowing if it is to be considered at all. The day set apart for the plowing tests it rained and it rained and it rained, and nothing could be done. The day following the road to the piece of ground set aside for the plowing test was one sea of mud, and Manitoba mud at that. One thing was demonstrated to the Queen's taste and that was the ability, or rather the suitability of the motors to go over bad roads. It is not likely that anything in the shape of a motor will ever encounter any road worse than those went over. It took a whole morning to move them to the field, but in the afternoon the motors all got to work. Among them were three machines of the International Harvester Company, and Marshall's, from Great Britain. Two of the heavier machines had difficulty in reaching the ground. The English machine burns coal oil instead of gasoline for fuel. The Cockshutt Plow Company very kindly loaned all the plows used for the trial and also their experts to put them in order. This was a great help in making the test a uniform one.

The rain that made the roads so bad certainly gave the motors the ideal soil for plowing for the sod turned over like cheese. There were no stones and the engines were able to travel right along and do very satisfactory work. Short furrows were the order so that spectators might notice the turning qualities of the outfits. Two hours steady plowing was done, the machines drawing from three to six 14-inch bottoms each.

The third day of the trial was devoted to an expert examination of the interior parts of the various machines.

This was too technical for the ordinary fair visitor, but it was most interesting to note the large number of farmers who were anxious to learn something of the construction and management of these machines. On Saturday, the last day of the exhibition, the results were handed out. The judges were William Cross, for many years master mechanic of the Canadian Pacific Railway, and A. R. Greig, of the Manitoba Agricultural College.

The decision was based upon the excellence of the motors as general purpose machines, not laying undue emphasis upon their success in any one test, but rather upon their uniform usefulness. First place was given to the Minnard-Haines, of Minneapolis, a 30-horse-power four-cylinder tractor with a score of 117.6. Second to the International Harvester Company, for a 15 horse-power, single cylinder engine, which scored 117 points, and third, to the Marshall engine, a two-cylinder, 30 horse-power, with a score of 108.3. None of the outfits scored under 100. The selling price f.o.b. Winnipeg of the respective winners in the order named is \$2,270, \$1,800, and \$2,700, while their respective weights, equipped with fuel and water are: 13,530 lbs., 9,920 lbs., and 10,680 lbs. It might be remarked in passing that almost the entire credit for the holding of the competition at the Winnipeg industrial is due to A. Burness-Greig. In a chat your correspondent had with W. L. Ellis, of the Department of Agriculture, Washington, he said: "I consider this one of the most important departures that has been made along the line of practical agriculture motors, because it has given the builders of this class of machinery an opportunity to get together and see just wherein their various machines are at fault for practical use in this country. Take the Marshall people, from Gainsboro; they frankly admitted that they were up against soil conditions which they had never seen before, and the experience would be of great value to them in constructing motors for use in this country. I have watched the competition very closely on behalf of my Government and feel that it has been not only of great interest but of great profit for me to be here."

Splendid Exhibit of Horses.

The motor competition has been dealt with first and at length because of its novelty and its importance. One of the most interesting things was to walk back and forward between the motor competition and the ring where the heavy horses were being judged. The Winnipeg Industrial has always had a high reputation for its exhibit of horses, but this year the number and quality of the horses is ahead of anything that previous years have brought into the ring. Prof. Carlyle, Dean of the Agriculture College of the State of Colorado,

and a graduate of the O.A.C., Guelph, and George Gray, of Newcastle, Ont., acted as judges in all the heavy horse classes. Prof. Carlyle is recognized as one of the greatest authorities on Clyde horses on the continent of America, and his verdict was that the classes were all exceptionally well filled and that many of the horses shown, if taken to the International at Chicago, would make the American breeders of Clydesdales sit up and take notice. One exhibitor, Mr. Tabor, of Condie, Sask., who has six mares and fillies, all the get of one stallion, Baron's Gem, a descendant of Baron's Pride, was really urged to go to Chicago with this particular string. It would be difficult to imagine six horses of varying ages showing more uniformity of type and conformation.

The Canadian west has always been known as a Clydesdale country, but in the last few years, owing to the large influx of American settlers, there has grown up considerable demand for Percherons, and already a number of breeders have gone into the business of raising these horses. For the first time a large exhibit was made, and some really splendid specimens of the breed, both black and grey, imported and home-bred were shown and came in for a good deal of favorable comment from the judges. It is quite safe to say that never in the history of the Winnipeg Industrial has so keen an interest been taken in the breeding of heavy horses. Geo. Pepper, of Toronto, who was here with his string of light horses, remarked to the writer that never in the history of Canada had there been so great a demand for heavy horses as at the present. It would not, he said, be possible to buy for love nor money ten carloads of good horses in Ontario at the present time. The west is short of horses; the United States is short of horses, and England herself has few to spare. Mercer & O'Neill, of Markdale, Ont., were exhibitors of both light and heavy horses. They brought up a string of ten of the latter, and it is understood that not one of them is going back to Ontario. All of which goes to show that though the agricultural motor has no doubt come to stay, it has not by any means taken the place of the horse, not is it likely to do in the next quarter of a century at least.

Fine Showing of Cattle.

From the standpoint of the breeder of beef cattle, the exhibition was also a great success. Never have finer herds of Shorthorns, Herefords, Polled-Angus and Galloways been brought out and never have the herds been shown in finer groom. The writer has attended every exhibition held in Winnipeg since the opening one in 1885, when the late lamented Walter Lynch was one of the successful exhibitors of Shorthorns brought up by him from Guelph by way of St. Paul, Minn., and from there by

river boat to Winnipeg. It has been most interesting to follow the development of the live stock exhibit since those early days when things were very crude indeed and the man who bred fancy cattle was regarded by his neighbors as little better than a fool. It is a far cry from those unregenerate days to the present when a single herd on exhibition represents an investment of any where from twenty-five to seventy-five thousand dollars, and breeders come from every part of the great Dominion to Winnipeg.

Some splendid sales of cattle were effected at this exhibition, there being a number of buyers from the American side. Nor was it only cattle that our American cousins wanted. One dealer from Chicago offered W. H. Bryce, of Arcola, Sask., \$3,500 cash for a team of young Clydesdale mares, which offer was not accepted as Mr. Bryce considered them of more value to him as brood mares, each having produced a splendid colt this season.

Other Interesting Features.

From the standpoint of manufactures, particularly of machinery in motion, and agricultural machinery of all kinds, the exhibition showed a marked advance on other years.

As usual, British Columbia was in with a splendid display of fruit and timber, and, marvellous to relate, old Ontario has at last awakened to the opportunities of the west as a fruit market, and the Government put in a very fine display.

There was not very much in the way of fresh fruit, but a magnificent display of apples that had been held in cold storage, fresh tomatoes, and honey. Crowe & Hodgens, who were in charge of the exhibit, certainly won golden opinions for their province for their courtesy in furnishing information, and it is to be hoped that from this beginning there will be great results in the way of fruit shipments from Ontario to Winnipeg in the future. There is ample room here for both Ontario and British Columbia.

There are many other things in the exhibition that might be noted, but the ones touched upon seem to the writer the points that would be of the most general interest. From the standpoint of attendance and monetary receipts the fair was a decided success notwithstanding the fact that one day was almost a total loss owing to the very heavy rain. —H.

Some Grocery Exhibits.

Unfortunately the exhibits in the Manufacturers' Building were by no means representative of the industries of Winnipeg, and the West. Moreover, they were not so numerous as in former years. Perhaps the grocery field was represented better than any other, but many exhibits were conspicuous by their absence and the majority of the exhibits were from the East. The Winnipeg manufacturers for the most part ignored their own exhibition.

Blue Ribbon, Ltd.

Blue Ribbon, Ltd., was one of the few Winnipeg firms having an exhibit, and their display, from its interesting and novel character, attracted considerable attention. In a large well-situated booth several employes were busily engaged

packing Blue Ribbon Tea, and thousands of visitors stopped to examine the interesting processes. It is safe to say that Blue Ribbon tea interested many visitors as a result of this novel exhibit.

Blackwood's, Ltd.

Blackwood's baking powders, pickles and aerated waters were well displayed in a big booth. Being the only Winnipeg pickle and baking powder firm to have a display, Blackwood's should reap increased rewards for their enterprise.

57 Varieties.

The Heinz 57 varieties were displayed in the same handsome booth illustrated a few weeks ago in connection with the report of the Winnipeg Pure Food Show. Pickles, sauces and relishes were served to many visitors, and as the Heinz booths are always in charge of experienced demonstrators, the results obtained are invariably satisfactory. The Heinz demonstration campaign is a great assistance to the dealer in selling the 57 varieties.

Canada Maple Exchange.

Toothsome samples of the various maple products put up by the Canada Maple Exchange, Montreal, were served to many visitors during the progress of the exhibition. Small's maple creams were especially popular.

Walker Bins.

Stuart Watson & Co., Winnipeg, agents for the Walker bins, had a splendid exhibit in a favorable location. The goods of several Winnipeg firms were displayed in the silent salesmen, and on the shelves. The exhibit was an object lesson to visiting dealers, and many stopped to examine the up-to-date fixtures displayed.

Ridgway's Teas.

Richards & Brown, the Winnipeg agents for Ridgway's teas, had an attractive booth devoted to a display of this high-class line. The Ridgway teas are rapidly gaining popular favor in the West, and the display at the exhibition interested many new friends.

Purity Flour.

The products of the big St. Boniface mill of the Western Canada Four Mills Co. were well displayed in a large booth near the entrance of the Manufacturers' Building. Winnipeggers are proud of the big mill across the river, and "Purity" and the other brands of flour made by this firm are very popular in the West.

Jell-o.

An interesting display of the Jell-o products of the Genesee Pure Food Co. attracted the attention of many housewives attending the exhibition. Winnipeg ladies were introduced to these products at the Pure Food Show recently, and many from out of town were interested in the display at the exhibition.

Drewry's.

A handsomely illuminated display of Drewry's aerated waters made a pleasing picture for the eye. The Drewry

products are well known throughout the entire West.

PERSONAL.

Mr. Hendery, of Rose & Laflamme, returned to Montreal after a short holiday.

F. C. Harp, one of Brantford's energetic grocers, made a pleasant call at the Toronto office of The Grocer on Tuesday. Mr. Harp, with Arthur Coulbeck, president of the Brantford Grocers' Association; James Bros., another grocer, and A. Wiles, were on the way back from a jolly holiday trip by boat up to Mackinaw. The way these brothers in the trade fraternize speaks well for relations in the grocery business in Brantford.

Everything

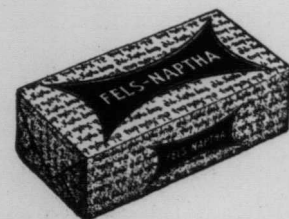
about FELS-NAPTHA will show you that it's the "washday-wonder" soap.

Examine and try a bar yourself, Mr. Dealer.

Note the packing, the make-up, the quick work, yet harmless combination of ingredients; the immediate results if directions are followed.

These are the reasons for its popularity. Prove them to your own content.

Better yet, have your folks test it!




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

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

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

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

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


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

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

Lard, compound, tierces, per lb.	0 09	0 09½
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin	0 09	0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " 5-lb.	0 08½	0 10
" " 3-lb.	0 10	0 10
Wood, net; tin packages, gross weight—		
Canadian short out mess pork	23 50	23 00
Canadian short out clear	23 50	23 00
Very heavy clear fat back	24 50	24 50
Breakfast bacon, per lb.	0 14½	0 16
Hams	0 12	0 14½
Extra plate beef, per bbl.	17 50	17 50

BUTTER—The butter market is steady and firm at slightly higher prices. Export business is not as brisk as it might be, but local trade is satisfactory.

Fresh Creamery, solids, 1 lb.	0 21	0 15
" " prints, lb.	0 21½	0 25½
Dairy, tubs, lb.	0 20	0 22

CHEESE—Firm prices rule and local trade is satisfactory, while export demand is good considering prices.

Cheese, new, large	0 12	0 12½
" " twins	0 12½	0 12½
" " old	0 14	0 14½

EGGS—Advances in the country have resulted in higher prices locally, which are assured while receipts are only sufficient to supply local demand, as is the case at present. Dealers report an annually increasing demand for eggs, and ascribe much of the growth of the trade to the immense number of foreigners, particularly Hebrews, who are settling in Canada each year. The Jews, especially, are users of large quantities of eggs.

New laid	0 22	0 23
No. 1 Eggs	0 19	0 20
No. 2 Eggs	0 15	0 17

HONEY—Good inquiry for buckwheat honey is reported, but arrivals so far have been small.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—Stocks are light and the market is very firm this week. There is a heavy demand for smoked meats. Breakfast bacon, backs and hams have advanced slightly, but the other lines remain at last week's quotations.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 11	0 11½
Light hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 12	0 12½
Shoulder hams, per lb.	0 09½	0 10
Backs, plain, per lb.	0 09½	0 10
" " pea meal	0 17½	0 18
Heavy mess pork, per bbl.	18 50	19 01
Short out, per bbl.	23 50	23 50
Lard, tierces, per lb.	0 12	0 12
" " tubs	0 12	0 12
" " pails	0 12	0 12
" " compounds, per lb.	0 8½	0 09½
Plate beef, per 100-lb. bbl.	15 50	16 01
Dressed hogs	0 8½	0 09½

EGGS—Freer in supply, but lighter demand is now the feature. Cooked and smoked meats, which are going freely during this hot spell, is held accountable for the lack of things doing among eggs. In the face of these facts, however, prices remain unchanged from a week ago. Extra choice new laid eggs are at 24 cents, and for good eggs between 21 and 23 cents is asked.

CHEESE—Another quiet week is passing. Newspaper reports tell of sales on the cheese boards at various points in the Province at pretty fair prices. Locally, however, quotations are the same as a week ago.

Cheese, large, prime old	0 14½	0 15½
" " " new	0 13½	0 13
" " twins, new	0 13	0 13½

BUTTER—Like eggs, supplies are good, but demand has fallen off. Prices are stationary, with the exception of dairy prints, which have firmed up a little.

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

POULTRY—Now that haying is over live birds are coming in more regularly and freely. Spring chickens have dropped off two cents in price, and hens have gone up a cent. A few dead birds are offered, but the difficulty of keeping them looking fresh retards sales somewhat.

Spring chickens, per lb.	0 15	0 18
Hens, per lb.	0 10	0 11
Young ducks, per lb.	0 10	0 12
Turkeys, per lb.	0 13	0 14

WINNIPEG.

BUTTER—For round lots produce houses are paying 16½¢ per lb; for No. 1, 17¢ to 17½¢ per lb, and for No. 2, 15¢ to 15½¢ per lb, f.o.b., Winnipeg.

EGGS—There is a good demand and supplies are not so large as they were. Prices paid is 16¢, f.o.b., Winnipeg, subject to candling.

Manitoba, per lb.	0 13½
Ontario	0 14

BARBADOES GRANTS A PREFERENCE.

Will Favor Canadian Trade if We Give Advantages on Sugar.

The Barbadoes Legislature has passed a law giving Canada a preference of 20 per cent. on flour, cheese, cordage, butter, hay, oats, peas, fish, lumber (other than pitch pine), bacon, hams, iron and steel nails, spikes, rivets and clinches, shingles, bran, sulphate of ammonia and mixed manure, soap, beans, horses, boots and shoes, fish and meat (canned), iron or steel bars, hops and rods, on condition that the Canadian preference is altered so as to leave a clear \$6.72 per ton in favor of West Indian sugar, as against sugars from foreign countries. Canada's trade with Barbadoes is only 7½ per cent. the United States 40 per cent., Great Britain 45 per cent. The new tariff extends to goods from all British countries, and will benefit Great Britain at the expense of the American manufacturer quite as much as, if not more than, Canada.

TRADE NOTES.

D. McL. Brophy, Montreal, is off on a fishing expedition.

Thos. Montgomery, Montreal, is spending a few weeks at the sea shore.

S. Rousseau, sample room manager for Laporte, Martin & Co., Montreal, leaves the beginning of the week for a few holidays at Vaudreuil.

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

**Symington's
"Edinburgh"
Coffee Essence**

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

**Thos. Symington & Co.
EDINBURGH**

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

**Royal Salad
Dressing**

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING**. Manufactured in Canada only by

**Horton-Cato Mfg. Co.
Windsor, Ont.**

**CLARK'S SPECIAL
OX-TONGUE CAMPAIGN**

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

There is only

One

BOVRIL



Do not load your shelves with inferior imitations. These when sold will not please your customers. **BOVRIL** will always do you credit.

Supplies can be obtained from—

- | | | |
|---------------------------------|--------------------------|----------------------|
| BOVRIL LIMITED, | - - - - - | MONTREAL |
| | 27 St. Peter Street | |
| A. B. MITCHELL | - - - - - | HALIFAX, N.S. |
| | Mitchell's Wharf | |
| R. S. McINDOE | - - - - - | TORONTO |
| | 120 Church Street | |
| W. L. MCKENZIE & CO. | - - - - - | WINNIPEG |
| | 306 Ross Avenue | |
| A. G. URQUHART & CO. | - - - - - | VANCOUVER |
| | 336 Hastings Street West | |

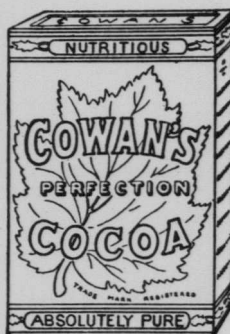
and from all wholesale houses throughout Canada

COWAN'S Cocoa and Chocolate

Absolutely Pure—Un-
equalled in Flavor.

Are you handling
Cowan's line of

**Dainty
Chocolate
Confections ?**



The Cowan Co., Ltd.

By Royal



Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

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

Nelson's Gelatine and **Lozenges** Liquorice

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Keep them in front—
They will keep you there.

Mott's "Diamond" and "Elite" brands of Chocolate

are such valuable and necessary lines for
every household that your attention to
same means money.

Ask your jobber for MOTT'S.

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Montreal Toronto Winnipeg Vancouver
Arthur M. Loucks R. G. Bedlington
Ottawa Calgary

THE HIGH-WATER MARK in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding month of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strength-giving, body-building material, for economy, or for wide culinary uses.

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

The Canadian Shredded Wheat Co.
Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Dull and Unchanged—Oatmeal Declined in East, Advanced in Ontario
—New Wheat Coming in.

The flour market is practically featureless this week with prices on the same basis and demand, both at home and abroad, poor. Both millers and buyers seem to be in a waiting attitude and it seems scarcely likely that anything new will develop until something definite regarding the western wheat crop is evidenced. Some small lots of flour are going forward to Great Britain but the amount is scarcely large enough to warrant any attention.

Rather an anomalous condition exists in regard to oatmeal. In Montreal a decline of 25 cents occurred, probably as the result of dull business. In Ontario, on the other hand on account of large purchases of oats by United States buyers and small deliveries, an advance of 15 cents on rolled oats and oatmeal has been made. The outlook in the cereal market is quite encouraging.

MONTREAL.

FLOUR—There is but little going on in flour circles. Prices remain about the same while demand locally is poor at present, though considerable inquiry for new crop flour exists and prospects are that very satisfactory orders will be placed. Export demand is practically nil.

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

ROLLED OATS—A decline which has occurred in rolled oats will stimulate trade, it is hoped, for orders have not been many nor large of late.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated ".....	3 05
Gold dust oatmeal, 98-lb bags.....	3 25
White cornmeal.....	1 70
Roller oats, 90-lb. bags.....	2 50
" 80-lb. bags.....	3 25
" hhls.....	5 75

FEED—Ontario bran is slightly lower, but otherwise the situation in feeds is unchanged. Demand is not brisk and prices on some lines have been severely cut in efforts to effect a sale.

Ontario bran.....	21 00 22 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	24 00 26 00
" bran.....	22 00
Moullie, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The market is unchanged, though the feeling continues somewhat strong. Large wheat exports account for a firm feeling and the market seems to be on a waiting basis. Little business is passing locally, though some small shipments are being made to Great Britain.

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

Winter Wheat.	
Straight roller.....	3 7 3 80
1 stone.....	4 8 1
Blended.....	4 2 1

CEREALS—The feature of the week has been an advance in rolled oats of about 15 cents. This is the result of the scarcity of oats in Ontario, consequent on large shipments to the United States. Business continues fair with good local demand and dealers report most optimistically on the outlook.

Roller wheat in barrels, 100 lbs.....	2 85
" oats in bags, per bag 90 lbs.....	2 75
Oatmeal, standard and granulated, in bags 98 lbs.....	3 05

THE BEAN CROP OF 1908.

Prospects Better Than Last Year With Acreage 20 Per Cent. Greater.

Special Correspondence of The Canadian Grocer.

Chatham, July 28.—It is a little early yet to estimate the results of the bean crop of 1908 with anything like precision. Nevertheless, the present outlook is for a very good crop. Conditions this year contrast noticeably with those of last year. Last year the beans had many obstacles to contend with. This year conditions have been favorable almost from the start.

Last year about 50,000 acres were planted. Late frosts in the spring, and the heavy frost of July 2, wrought considerable damage, so that not more than 40,000 acres were harvested. Furthermore, the crop averaged little more than 15 bushels to the acre. The crop of 1907 went short about 200,000 bushels. At the present writing old beans are very scarce.

Buyers, however, look for a heavy crop this year. They state that the acreage is 20 per cent. more than last year, and prospects are good. The plant is so strong, however, that the harvest may take place a little later this year. The rains of the past two weeks have had a very favorable effect upon the crop, being just what the beans needed to bring them along.

There are practically no late beans this year. Last year, on account of the late spring frosts, many acres were replanted and, ripening late, suffered from the early autumn frosts. The bean crop this year seems, however, to be pretty uniform, and the chances are that practically the whole crop will ripen before the fall frosts commence. The late spring frosts of 1908, such as they were, did little if any damage, except possibly in the immediate vicinity of Ridgetown.

The harvest commences the latter part of September, by October 1 new beans will be on the market. With dry weather through the time of the bean harvest, a pretty good quality of bean may be looked for, as they are growing pretty evenly in the fields.

Soda Biscuits of the Highest Quality

What kind of soda biscuits are you handling? The ordinary, mediocre kind, or

Mooney's Perfection Cream Sodas

You will find Mooney's the most satisfactory because they are much better value to your customers. No other brand of soda biscuits is equal to Mooney's for dainty, long-lasting crispness.



The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



GOX'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
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

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

Mr. Groceryman

- ¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.
- ¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.
- ¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain
House.
C. A. PARADIS, Quebec

H. CONSTANT
First and sole maker in Canada
of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

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

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



KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O.

DON'T FAIL
To send for catalog showing our line of
**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

48 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

CO-OPERATIVE GROCERY FOR CIVIL SERVANTS.

A movement is said to be on foot in Ottawa to establish a co-operative grocery store among the members of the civil service in the city. Recently a civil service co-operative coal company was formed with a view to enabling civil servants to secure their coal at cost. It is now proposed to follow this up with a similar arrangement to supply provisions to members of the association at cost, or as near cost as possible.

TRADE NOTES.

F. H. Thompson of the Maidstone Trading Co., general merchants, Maidstone, Sask., is dead.

The assets of T. J. Lamontagne & Fils, general merchants, Ste. Anne des Monts, Que., have been sold.

Diek & Blomquist, grocers, Victoria, have dissolved partnership. John Blomquist will continue the business.

A curator has been appointed for the general store business of W. H. Clapperton at Maria Capes and Little Casepédia, Que.

Thos. W. Duffield, Canadian representative of the Horton-Cato Manufacturing Co., of Detroit and Windsor, was in Winnipeg last week and called at the office of The Canadian Grocer. Mr. Duffield is now on his way to the Pacific Coast on a short business trip.

**Ridgways
TEA**

is something no first-class grocer should be without.

Widely advertised, extensively sold—RIDGWAYS—the tea of quality everywhere.

CANADIAN OFFICE,

VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St.,

MONTREAL

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY

WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD



Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



During These Hot Days

It is very easy to sell a line such as ours, which is always in demand.

MACE'S

Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Secure a small trial stock. Packages retail at popular prices.

A. H. MACE & CO.

746 Notre Dame St. West, - MONTREAL



WHITE MOSS COCOANUT

When a Branded Cocoanut has come to be recognized as a necessity in the housewife's pantry it is safe to count upon that brand as being the best on the market and you should stock it to please your customers.

Such is White Moss

The Canadian Cocoanut Co., - Montreal

The Million—are after the money—Here is a Proposition

CASSON'S

Worcestershire Sauce

is a money maker. Wholesalers and Retailers find the quality right—Prices right—

YOU write **JOHN CASSON CO.**
FRONT ST. E., TORONTO

FRUITS, VEGETABLES AND FISH

The arrival of Canadian Fruits and Vegetables is now very heavy.

Raspberries are near end of crop.

Lawtons arriving very fine.

Plums early varieties.

Peaches

Black Currants and Blueberries are plentiful.

All kinds Canadian vegetables now offering.

Full lines of Imported Fruits.

Late Valencia Oranges,

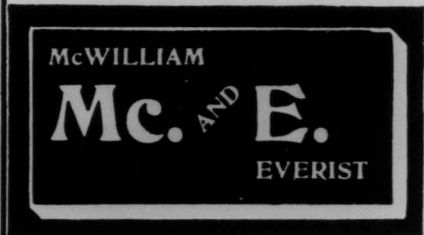
Messina and California Lemons,

Bananas, Watermelons.

California Peaches, Plums and

Bartlett Pears.

Guarantee Market Prices



25-27 Church St., TORONTO

NOXIE-KOLA



Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works

WATERLOO, QUE.

Sauvé Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

Height of the Raspberry Season—Imported Staples Still to the Fore—Canadian Potatoes Make Their Appearance—Home-grown Cabbage Being Exported—Pike and Pickerel Plentiful.

The height of the berry season is reached this week, and before another week comes round raspberries will have begun to drop from the market. This has been a very good season for the quantity of berries offering, and the quality, too, especially of the late arrivals, has been good. There was some dissatisfaction with the early berries, due to too much sun and too little rain, but the seasonable weather of late greatly improved those now offering.

Imported watermelons, peaches, pears and bananas are the best of the other fruit lines placed on the market. Some Delaware grapes have been offered in eastern Canada, but the season is yet too early for them. Lemons are going off, but pineapples have taken a new lease of life.

Canadian potatoes and tomatoes are beginning to arrive rather freely, and judging from appearances are of good quality. Home-grown cabbage is being exported to the south. All other lines are fair in supply and demand.

Fish lines are better in supply than for some time past, and pike and pickerel from the fresh water are coming along freely. Eastern Canada cannot get enough dore and dealers are sending in frozen stock.

MONTREAL.

GREEN FRUITS—With the advance of the summer season all fruits are becoming more plentiful and prices are dropping to a more reasonable level. Each week some new fruit is arriving. Some Delaware grapes were offered early this week at \$4 a box, which is an extremely fancy figure. They were not up to a great deal in quality and trade was small. The first Lake St. John blueberries, which are widely known and appreciated, arrived Monday and quotations for 18 to 20-quart boxes are around \$2 to \$2.25. Raspberries continue to sell at reasonable figures. Lemons are in better demand. The New York market has been advancing and local prices have been stiff in sympathy. Pineapples are scarce and prices are firm. New apples are on the market, while Montreal melons are also new. Plums and pears are lower owing to increased receipts.

Bananas, fine stalks.....	1 50	2 00
Cocoanuts, new, per bag.....	2 50	3 50
Lemons.....	2 50	3 00
California oranges, late Valencia.....	0 09	4 75
Watermelons, each.....	0 30	0 40
Pineapples, cases.....	3 25	4 00
Sorrento oranges.....	3 25	3 50
New Apples, bushel basket.....	2 50	
Apricots, 4 basket crate.....	1 50	1 75
Peaches, ".....	1 50	1 50
Plums, ".....	1 50	2 00
Pears, boxes.....	2 50	
Tomatoes.....	1 10	1 25
Blueberries, 18-20 qt. box.....	2 00	2 25
Raspberries.....	0 13	0 15
Montreal melons, basket.....	10 00	15 00

VEGETABLES—Grocers are displaying a great deal of interest in the vegetable market these days, and it is well

worth watching. Increased receipts are resulting in lower prices and trade is quite brisk. Quite a lot of cabbage and other Canadian vegetables have been exported lately. Cabbage is a good seller at the moment. Horse radish is nearly done and the market is not well supplied. Dry weather experienced recently has resulted in a scarcity of spinach, which is firm in price. There are few onions held locally except the early spring growth. Montreal tomatoes at \$1 a gin box are selling freely. On the whole, trade is most satisfactory.

Parsley, per doz. bunches.....	0 35
Sage, per doz.....	0 40
Savory, per doz.....	0 40
Celery, doz.....	0 50
Water cress, large bunches, per doz.....	0 40 0 45
Spinach, box.....	0 40
Green peppers, crate.....	3 00
Montreal cucumbers.....	0 25 0 35
California asparagus, bunch.....	1 50 0 00
Beets doz bunch.....	0 25
Carrots, doz bunch.....	0 40
Tomatoes, hot house, per lb.....	0 15
Montreal tomatoes, 40 lb. box.....	1 00
Spanish onions, small crates.....	0 75
" large crates.....	2 00
Egyptian onions.....	0 30
Lettuce, per doz.....	0 35
Radishes, doz.....	0 10
Canadian parsley, doz.....	0 25 0 30
Horse radish, per lb.....	0 10
Beans, green, bag.....	1 00
French beans, wax, bag.....	0 60 0 65
Egg plant, doz.....	1 75 2 00
Cabbage, doz.....	0 10 0 75
New potatoes green mountain, b'l.....	3 50 4 00
Onions, large bunch, 2 for.....	0 25

FISH—Fresh lake fish is scarce and demand for these lines is good considering the season. Dore is particularly scarce, and dealers are shipping the frozen stock instead. Halibut might be arriving in better quantity also to suit dealers. Supplies of brook trout have not increased. The season for eastern fresh salmon will close tomorrow, so that trade in this line is just about finished. Market cod is reasonable in price this week and some nice orders have been booked. Cod is in good supply as is also haddock. Little business is being done in smoked fish. American lobsters are on the market, but the price is a little too high, owing to duty, to interest the grocery trade very much.

Fresh and Frozen Fish.

Brook trout, lb.....	0 22
Haddock, per lb.....	0 04 0 05
Fresh halibut.....	0 09
Mackerel.....	0 10
Dore.....	0 10 0 12
Stark cod.....	0 06 0 07
Market cod, lb.....	0 03 0 04
Pike, lb.....	0 05 0 08
Whitefish lb.....	0 06 0 10
Gaspé Salmon.....	0 16
Lake trout.....	0 10
Sea trout, lb.....	0 12
Flounders, lb.....	0 10
Bluefish, lb.....	0 15
Smoked and Prepared—	
Kipped Herring, 50 in box.....	1 00
Yarmouth Bloaters, per box.....	1 10
Shredded cod, box of 2 dozen cartons.....	1 00
Skinless cod, 100 lb. cases.....	5 50
Boneless cod, 20 lb. boxes.....	0 08
Boneless fish, 25-lb. boxes, blocks.....	0 08
Boneless fish, 25-lb., boxes, per lb.....	0 04 1/2
Smoked herring, box.....	0 18
Dry cod, 112 lb. bundles.....	0 75
Oysters and Lobsters—	
American live lobsters, lb.....	0 72
Standards, bulk, per imp. gal.....	1 50
Standards quart tins, sealed.....	0 40
Paper pails, 100, pint size.....	1 10
" 100, quart size.....	1 50

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 postage, etc.

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

BUSINESS CHANCES.

AN EXCEPTIONAL OPPORTUNITY to purchase one of the best general store businesses in Southern Alberta. Stock approximately \$20,000, all new. Ill health reason for selling. Has cleared \$5,000 per year and will do better. If satisfactory, financial arrangements can be made; 90 cents on the dollar will buy. Apply Drawer 13. **CANADIAN GROCER**, Winnipeg, Man.

GENERAL STORE, long established, doing lively business, town surrounded by best farming district in Ontario and big summer resort. Stock, store and house for sale. Grand opening. Good reason for selling. George Cuttle, Sutton West.

FOR SALE.

FOR SALE OR TO RENT—A general country store and post office in one of the best wheat sections in Southern Sask. Large trade; no competition. Good reason for selling. Address, Postmaster, Ingleford, Sask

AGENTS WANTED.

LUCRATIVE AGENCIES—Several leading British houses (grocery, etc.) require responsible firms as agents in all business centres; representative now in Canada; reliable firms, with extensive clientele, write, stating connections and district covered, "Arthur," 303 Frank Street, Ottawa.

SALESMEN WANTED.

SALES MANAGER.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 206, **CANADIAN GROCER**, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

MISCELLANEOUS.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

\$60,000,000.00. Shrewd merchants all over the world have paid \$60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King St., Toronto, Ont.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," **THE CANADIAN GROCER**, Toronto. (116)

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Are you interested in any of the lines that are advertised? A Post Card will bring you price list and full information. Don't forget to mention Canadian Grocer.

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.
INDIANAPOLIS, IND.

Ship your

DRIED APPLES
before warm weather sets in

O. E. ROBINSON & CO.
Established 1850
Ingersoll - Ontario

WHILE THEY LAST

400 boxes, 300 and 360 size Messina Lemons repacked at \$2.75 per box; Cash, special price of \$2.40 in lots of 5 or more boxes. First come, first served.

THE DAWSON COMMISSION CO., TORONTO

The distinctly rich and appetizing flavor of

"King Oscar"

brand of
Norwegian

Sardines

is due to the delicacy of the fish, the purity of the olive oil, the scrupulous care exercised in curing and packing.

Norwegian Sardines are preferred to French or Portuguese pack by the best connoisseurs.

You may never have handled any—if not, place an order with your jobber and insist particularly on getting

"KING OSCAR" BRAND.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

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

Are you getting your customers interested?

Your jobber can sell them.

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

NEW PACK



**BRUNSWICK
BRAND**

**KIPPERED
HERRING**

Sanitary Can

A-1 Stock



Every tin
guaranteed.

Place your
order now.

Connors Bros., Limited

Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

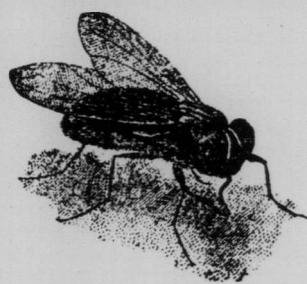
OUR REFERENCE :

Crown Bank, or any mercantile agency.

AUCTION SALES

Monday, Wednesday and Friday,
at 2 p.m.

Also every morning at eight o'clock during berry season.



WILSON'S FLY PADS

are immensely superior to any other Fly Killers, and give universal satisfaction.

Their yearly sale is many times larger than all other fly poisons combined.

Queen City Water White Oil

GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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

FACTS ABOUT GROCERIES

Things the Clerk and Merchant Ought to Know Regarding the Goods He Sells.

Stilton Cheese.

Stilton cheese derives its name from the village of Stilton, in Huntingdonshire, Eng., where it was first manufactured near the beginning of the eighteenth century. Though the process of making was considered a secret at that early date, it was not very long before the method became pretty widely known, not merely in the county of Huntingdon, but in the neighboring county of Leicester. It is the latter county which is to-day the seat of the largest production of this cheese.

The original secret of its successful production was the addition of a considerable percentage—from 30 to 45 per cent.—of cream to the milk. This addition of cream was long considered absolutely necessary in order to obtain the real Stilton flavor, yet nowadays excellent Stilton is produced without such addition, and the secret once rigidly held as indispensable to the successful manufacture is now proved to have been little more than a mere accident to the process. There is, in fact, no one recipe for the manufacture. Every Stilton cheese maker must follow certain general methods, but given these, many individual variations in detail are carried out without in any way causing deterioration in either quality or flavor. It is generally considered that the best district for its production is around Melton Mowbray, in Leicestershire, though excellent cheese is also produced in the neighboring districts of Staffordshire and Derbyshire.

Cheese-making, as a rule, begins toward the end of March, the 25th being held to be the earliest date on which it should be begun, and the production continues steadily to the end of September.

The milk used must be that of cows fed on good pastures, and it is on this point that the special advantages of particular localities are supposed to tell upon the character of the article produced.

The salts in the soil of Central England are supposed to have some more or less mysterious effect upon the herbage there produced, and this again has an effect on the mold which gives to the Stilton cheese the particular character and flavor.

Two different systems are followed. In one, two curds are obtained separately from the morning milk and evening milk, and the two are mixed as two different curds. In the other system only one lot of curd is produced. The latter method is more likely to produce a uniform cheese, and it is doubtless on this account that the two-curd system has fallen somewhat out of practice, for it was found that the cheese was often uneven in color owing to the earlier milk used developing too great

an acidity because of the waiting necessary.

The mixing of the two curds was said to secure conditions more favorable for the development of the blue mold, but with the one-curd system these can equally well be insured by having the curd sufficiently moist.

The following are the points that should be present in a good Stilton:

1. A brown crinkled surface.
2. The cheese should give on being pressed.
3. On being cut the mold should show separate from the white, and the more numerous the veins the better the cheese.
4. The mold should have a rich taste, yet the flavor of the blue mold should not predominate.
5. It should be moist and rich and should possess good keeping qualities.—Retail Grocers' Advocate.

Origin of Fruits, Vegetables and Spices

Celery originated in Germany, the chestnut came from Italy, the onion from Egypt, parsley was first known in Sardinia, citron is a native of Greece, the pear and apple are European products. Spinach came from Arabia, and currants from Greece. The potato and tobacco plant are natives of North America. Arrowroot was indigenous to South America; the banana originated in the East Indies. Cinnamon comes from Ceylon; cloves from the Moluccas and Philippine Islands; coffee from the tablelands of Abyssinia and Arabia; dates from Arabia and Central Africa; ginger from the East Indies; sago from the Eastern Archipelago; vanilla from Mexico.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

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

D. McDUGALL & CO., Glasgow, Scotland

ATTENTION.

JOS. COTE, Importer of and Wholesale Dealer in Tobacco

QUEBEC
invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.

This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.

Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph; Phone 2097.

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

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

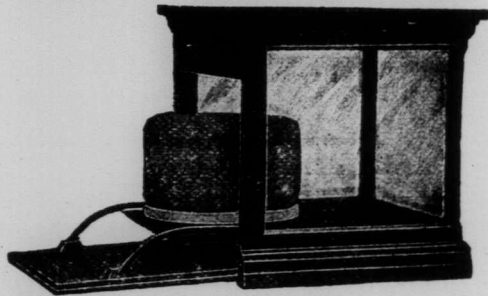
Already a Big Seller

Sold by all the Wholesale Trade



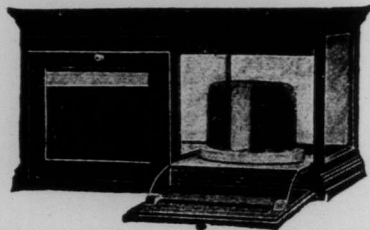
TWO WEEKS' SPECIAL
—IN—
Automatic Cheese Cabinets

SINGLE STANDARD, \$7.00.



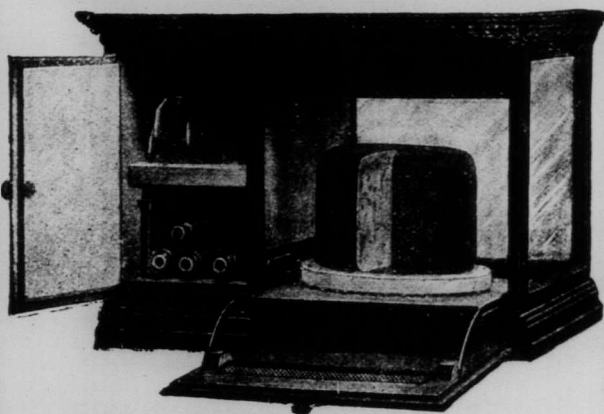
The Cabinet is a very handsome glass and polished hardwood display case; a most attractive fixture. **Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.**

DOUBLE STANDARD, \$10.00



Similar to Single Standard but with two compartments, for mild and strong cheese.

SINGLE REFRIGERATOR, \$12.00



With ice compartment and lower compartment for fancy cheese, soft drinks, etc.

All F.O.B. Berlin --- Quick Shipment.

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

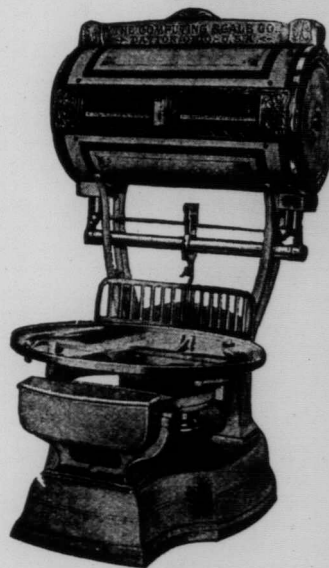
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Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

—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.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
JOBBERs

3/4-lb. tins—3 doz. in case



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 particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

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

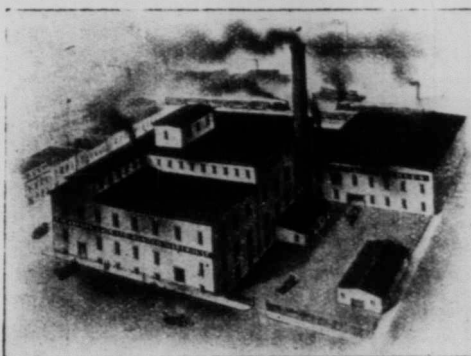
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You take no risk when
you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited
through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.



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

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME
**The Perfection Comput-
ing Cheese Cutter**

Does this. Ask one of the many
thousand grocers who use it.

**SIMPLE ACCURATE
ATTRACTIVE**

Sold by all up-to-date jobbers
or shipped direct from factory.

Shipped f.o.b. Hamilton.
Ont. Send all orders to

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.

We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada


QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 31, 1908.
Baking Powder.
W. H. SILLARD & CO.

Diamond		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 " "		1 25
1-lb. tins, 4 " "		0 75
IMPERIAL BAKING POWDER		
Cases.		
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75

MAGIC BAKING POWDER



Cases.		
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	8 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
4 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 80
Per case		
1 " "	5 oz.	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER.

Cases.		
Royal-Dime		\$0 95
1 lb.		1 40
8 oz.		1 95
1 lb.		3 55
12 oz.		3 85
1 lb.		4 90
3 lb.		13 50
5 lb.		22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cases.		
Cleveland's-Dime		\$0 93
1 lb.		1 33
8 oz.		1 90
1 lb.		3 45
12 oz.		3 70
1 lb.		4 65
3 lb.		13 30
5 lb.		21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—		
1-lb. tins, 2 doz. in case		\$1 20
1-lb. " 2 " "		0 80
1-lb. " 4 " "		0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 0
1-lb. " " "	1 2
1-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1 gross box.	2 00

Brooms

Nelson's—	Per doz.
Fansy	\$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat O.S., 2-1/2 pkgs. per pkg. 0 08
 7-lb. cotton bags, per bag.
EBY, BLAIN CO. LTD.

Wheat of Wheat, per case	4 20
Wheat O.S., 16 lb. bags	0 19
Pickaninney Buck Wheat Flour, doz.	1 00
Pancake Flour, " "	1 00
Pastry Flour, " "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.

The King's Food, 2-doz. in case, per case, \$5.

White Swan Barley (risps, per doz., \$1)

White Swan Self-rising Buckwheat Flour, per doz., \$1.20.

White Swan Self-rising Pancake Flour, per doz., \$1.20.

White Swan Wheat Kernels, per doz., \$1.40.
 White Swan Flaked Rice, per doz., \$1.
 White Swan Flaked Peas, per doz., \$1.


Chocolates and Cocoas.
THE COWAN CO., LIMITED.

Cocoas—

Perfection 1-lb. tins per doz.	\$4 50
--------------------------------	--------

Perfection, 1-lb., per doz.	2 40
" 1 lb.	1 30
" 1 lb. size	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb.	0 18
London Pearl per lb.	0 15
Unsweetened Chocolate—	Per lb.
Plain Rock, 1-lb. cakes, 12-lb. boxes	0 40
1-lb.	0 40

Sweet Chocolate—



Queen's Dessert 1-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6 1/2, 12-lb. boxes, \$0 41	
Vanilla, 1-lb., 12-lb. boxes per lb.	\$ 35
Parisian 8c, lb.	\$0 30

Royal Navy, 1/2, 1/2, 12-lb. boxes per lb. 0 33
Diamond, 7/8, 12-lb. boxes, per lb. 0 24
 " " " " " " " " 0 25
 " " " " " " " " 0 28

Ingredients for cake—
 Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers,	0 35
" " nonpareils, 5-lb. box	0 35
" " " " 2 1/2, 5-lb. boxes, lb.	0 28
" " " " 2 1/2, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box,	1 35
Milk cakes, 5c. size, box	1 35

Agents, O. E. Colson & Son, Montreal.
 In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
 Smaller quantities 0 37

BENSDORF'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	\$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	9 00

JOHN P. MOTT & CO.'S.
R. S. Molndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Hedington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE

Elite, 1/2 (for cooking), doz	0 90
Prepared cocoas, 1/2	0 32
Prepared 1/2's	0 30

Mott's breakfast cocoas, 1/2. 0 42
 " " " " " " " " 0 42
 " No. 1 chocolate, 1/2 0 36
 " Navy " " " " " " 0 32
 " Vanilla sticks, per gross 1 00
 " Diamond chocolate, 1/2 0 25
 " Plain choice chocolate liquors 0 25
 " Sweet Chocolate Coatings 0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5c, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.
CANADIAN COCOANUT CO., MONTREAL.

15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 27
1 and 1/2 lb. " "	0 28
1 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " " in 5, 10, 15 lb. cases	0 30

Bulk—
 In 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.
 White Moss, fine strip. 0 18 0 21 0 17

Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroon	0 17	0 15
Desiccated	0 16	0 14
White Moss in 5 and 10 lb. square tins, 2lc.		
THE ROBERT GREIG CO., LTD.		
White Swan Cocoanut—		
Featherstrip, pails	0 16	
Shredded	0 15	
In packages 2-oz., 4 oz., 8-oz., lb.	0 28	

Condensed Milk
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz.		
"Eagle" brand (4 1/2 oz.)	\$6 00	\$1 51
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 10	1 15
Evaporated Cream—		
"Peeries" brand evap. cream	4 70	1 21
hotel size	4 90	2 45




TRURO CONDENSED MILK CO., LIMITED.
 "Jersey" brand evaporated cream per case (4 doz.) \$4 85
 Reindeer brand per case (4 doz.) 5 75




COFFEES.
EBY, BLAIN CO. LIMITED.
 Standard Coffees.
 Roasted whole or ground. Packed in dump-proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 16
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " " " " ground	0 17
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale
 Lipton's "Special" blend coffee, 1 lb. tins, ground or whole 0 40 0 30

JAMES TURNER & CO. Per lb.

Mocha	\$0 32
Damascus	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

PATTERSON'S "CAMP" COFFEE ESSENCE
 Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " " "	5 50
Imp. " " " "	9 00

THE ROBERT GREIG CO., LTD.
 White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, 1/2-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epiceures—1-lb. fancy glass jars, per doz., \$3.60.
 Cafe l'Aromaticque—1-lb. amber glass jars, per doz., \$4.
 Presentation, (with 3 tumblers), \$10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins \$0 33
 "Gilt Edge" in 2 lb. tins 0 32
 Canadian Souvenir 1 lb. fancy lithographed canisters 0 10

Cheese—Imperial

Large size jars, per doz.	\$8 25
Medium size jars, " "	4 50
Small size jars, " "	2 40



Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz. 18 0J	
Med. size " 17 00	
Small size " 12 00	

Roquefort—

Large size, doz.	1 40
Small size, " "	2 40

Confections
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 26
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

Coupon books—All-in-one's.
 For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.
 All same price one size or assorted.
 UN-NUMBERED

Under 100 books	each \$4
100 books and over	each \$3
500 books to 1000 books	each \$3

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.



4-oz. cans	\$0 20
8-oz. " "	1 35
10-oz. " "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
 The Davidson & Hay, Limited, Toronto

Extract of Beef.
LAFORTE, MARTIN & CIE, LTD.
 "Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " " " " " "	3 00
" 4 " " " " " " "	4 50
" 20 " " " " " " "	4 15
" 20 " " " " " " "	9 00

THOMAS J. LIPTON
 Prices on application.



JELL-O ICE CREAM POWDER
 FOR MAKING ICE CREAM
 Pays 50¢ Profit

Assorted Case, Contains 2 doz.	\$2.50
Chocolate (Straight) Contains 2 doz.	\$2.50
Vanilla (Straight) Contains 2 doz.	\$2.50
Strawberry (Straight) Contains 2 doz.	\$2.50
Lemon (Straight) Contains 2 doz.	\$2.50
Unflavored (Straight) Contains 2 doz.	\$2.50

Weight 8 lbs. per case. Freight rate 2nd class


Infants' Food.
Robinson's patent barley 1-lb. tins \$1 25
 " " " " " " " " 2 25
 " " " " " " " " 1 25
 " " " " " " " " 2 25

Flavoring Extracts.
SHERRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 50
16 " " " "	10 00
32 " " " "	18 00

Discounts on application.

Fly Pads.
Wilson's Fly Pads, in boxes of 50 10c packets, \$3 per box, or three boxes for \$2.60.



RISING SUN  **SUN**
SUN  **PASTE**
STOVE POLISH **&** **STOVE POLISH**
IN CAKES **IN TINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

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

ROWLEY'S

Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. Rowley

DENIA

Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. Bodi

DENIA

Finest Selected

SHELLED ALMONDS, in 28-lb. and 14-lb. boxes.

We have the real goods.

Write for samples.

UNDERWOOD and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

Just One Big Word—

SOAP

We can supply your wants in toilet soaps—lines which we guarantee as to quality. Prices attractive.

SAVONS FRANCAIS

C. Pagnuelo, Manager

Factory: 1653 Notre Dame St. East

MONTREAL

Offices: 235 Coristine Building

FINE ORDERS BOOKED

We have already booked a large number of orders for

Old Homestead Canned Goods

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES.

S. J. CARTER & CO.
58 McGill Street, - MONTREAL

Shelled Almonds Valencias and Jordans Cluster Raisins from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva Malaga, Spain

ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz. \$ 20
THOMAS J. LIPTON
Prices on application.
T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
3-lb. tins, 3 doz. in case, per lb. 07 1/2
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails, per lb. 0 06 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
3-lb. tins, 3 doz. in case, per lb. 0 07 1/2
7 and 14-lb. wood pails, 3 pails in crate, per lb. 0 07
30-lb. wood pails, per lb. 0 06 1/2
Pure Jams—1-lb. glass jars (18-oz. gem) 3 doz. in case, per doz. \$1 81
Jelly Powders
IMPERIAL DESSERT JELLY

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



List price 'Shirriff's' (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 10
4-bbls. ... 0 10 1/2
Tubs, 80 lbs. 0 10 1/2
30-lb. Pails. 2 10
30-lb. tins.. 2 00
Cases 3-lb. 0 11
5-lb. 0 10 1/2
10-lb. 0 10 1/2



Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (36 or 50 sticks)... per box 1 25
"Ringed" 5-lb. boxes... per lb. 0 40
"Acme" pellets, 5-lb. cans... per can \$0 00
(fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans... per can \$0 00
Licorice lozenges, 5-lb. glass jars... 1 75
30 5-lb. cans... 1 50
"Purity" licorice 10 sticks... 1 45
100 sticks... 0 75
Dulce large cent sticks, 100 in box... ..

Lye (Concentrated).

SILBERT'S PERFUMED. Per case.
1 case of 4 doz. \$0 50
3 cases of 4 doz. \$0 50
5 cases of more

Marmalade.

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 3 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 3 lb. glass jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case... per doz. \$ 1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case, per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 85
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ... \$13 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEENE'S.

D.S.F., 1-lb. tins... per doz. \$ 1 40
" 1-lb. tins " " 1 50
" 1-lb. tins " " 5 00
Durham 4-lb. jar... per jar. 0 75
" 1-lb. jar... per doz. 0 35
F. D. 1-lb. tins... per doz. 0 35
" 1-lb. tins... " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 13's ... \$5 75
" " pks. 24's 6 50
" " pks. 24's 35

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.
1-pint bottles, 3 & 5 doz., per doz. \$ 90
1-pint " 3 doz. 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.




Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 1-lb. (containing 120 pgs. per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 pgs.) per box, \$3 00.
Case of 50 pgs. containing 90 pgs., per box, \$3

MAGIC BRAND. Per case

No. 1, cases, 50 1-lb. packages... \$ 75
No. 2, " 100 1-lb. " " " \$ 75
No. 3, " 50 1-lb. " " " \$ 75
No. 5 Magic soda—cases 100—10-oz. pgs.
1 case \$ 75
5 cases



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. per case, freight rate 2nd class




"GLOBE" with Percolator.

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

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

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HAMILTON, ONTARIO



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has become an almost indispensable household necessity for every family in Canada. This has been brought about solely through the superior merit of the goods, their unequalled strength and the reliability to the user.

A reputation like this means money and easy sales to every grocer handling "Cow Brand" Baking Soda.

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