

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

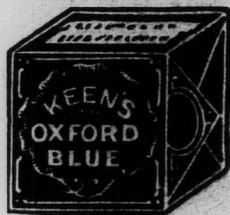
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, AUGUST 9, 1907.

NO. 32.



It's a wise saying:

"Never change horses while crossing a stream."—
Applied commercially it is especially true as regards

Keen's Oxford Blue

Don't ask your customers to change to another brand—It's too
risky—Stick to Keen's Oxford Blue.

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

Canada's Starch Standards

For Cooking Purposes

Benson's "Prepared" Corn

(THE ORIGINAL YELLOW PACKAGE)

For Laundry Purposes

Edwardsburg "Silver Gloss" Starch

The merits of these two brands have been acknowledged unequalled
by any other makes for nearly fifty years.

FOR SALE BY ALL JOBBERS

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

ARE YOU AWARE

of the fact that we put up a Chutney Sauce which is admittedly the best sauce on the market? If you are not, let us make you aware of the fact. If you are, let us send you a shipment, for it is the one sauce no grocer can afford to be without. It possesses a piquancy and distinctive flavor which render it absolutely unique and the man who has not yet tasted it on cold roasts or hot steaks or chops, has missed a treat. It shows a good margin of profit and is in demand all over the world, amongst all classes of men. Place an order with your wholesaler at once, and insist on his giving you what you and your customers want. If he does not stock our Chutney Sauce, have him import it for you.

CROSSE & BLACKWELL,

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

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Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade?

Common sense says plainly “buy standard goods”; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. *Common* sense counts for most in making a trade.

Griffin & Skelley's Dried Fruits

“The pick of the pack,” please remember that. Don't forget, either, that they come from the largest vineyards and orchards on the Pacific Coast---picked and packed right where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. *Choice Dried Fruits.*

Cox's Gelatine

Standard Gelatine of known worth ---known quality---known purity. Never disappoints the most particular housekeeper. Oldest brand and “best,” because tried, tested, trusted. In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale,
Montreal.

84 Victoria St.,
Toronto.



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 Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and
Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish.
Canned Salmon—"Lifebuoy," "Otter" and "Salad."
Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning
Plant with Date Press. In good
running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon
green and black teas of all grades,
and coffees. Will act as manufac-
turers' agent in other lines of
merchandise.

**HONEYMAN, HAULTAIN
& CO.**
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale
Commission Merchants
REGINA, SASK.

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.

TORONTO.

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

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

*You Don't Throw Good Money
After Bad when you employ*
RICHARD TEW & CO.
to collect your outstanding accounts. You get
yours—or we get nothing.
23 Scott St. and 28 Front St. East
TORONTO, ONT.
Established 1890

**Evaporated Apples
White Beans
on Spot**
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

TORONTO.

**SELECTED
VALENCIA RAISINS**
BEST BRANDS
Now in Stock.
Anderson, Powis & Co.
15 Wellington St. E., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

A. G. STUART
Commission Broker
Correspondence Solicited
P.O. Box 1163, Vancouver, B.C.

WINNIPEG.

DO YOU wish to extend your business to this
GREAT WEST COUNTRY
WE CAN handle your account to our
MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

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

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing
a representative in Winnipeg. Travellers call
regularly on the Wholesale and Retail Trade in
Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

We have just passed into stock a shipment of **BISCUITS** from the well-known firm of

W. & R. JACOBS - DUBLIN - IRELAND

who are recognized leaders amongst the manufacturers in Great Britain of

—**FANCY BISCUITS**—

“SILVER NET”

Just the line
for
**HIGH-CLASS
TRADE**

**NORWEGIAN
SMOKED**

SARDINES

$\frac{1}{4}$ s in Oil
 $\frac{1}{4}$ s in Tomato Sauce—

are exceptionally fine Fish
30/40 Fish per tin

You will do well to order at our present quotations.

Our



“Dufresne”

Brand

MACARONI

We have this line packed in a
new style

SEA SHELL

short cut—absolutely pure.

is well known
A good Macaroni at
a low price.

Also **“CLIMAX”** Egg Noodles in 10c. packages

**SUTTON'S
ENGLISH HERBS**—

The finest quality—packed in
attractive glass bottles—and our
prices are as low or lower than
domestic goods.

THE EBY, BLAIN CO., LIMITED
TORONTO Wholesale Grocers

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents.
Large track warehouse accommodation.
Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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

EDMONTON.
F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, 45 Main St. P.O. Box 793
MOOSE JAW, SASK.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

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

This space \$15 per year

Perfect **Shelled Walnuts** will be four cents per pound higher before November 20th. If you are not fully supplied, please write us for prices. We are headquarters for all Shelled Nuts. Offer for prompt shipment, 250 boxes good Sultanas, at 10½c. f.o.b.
JOHN T. McBRIDE
Established 1855 64 Canada Life Chambers, MONTREAL

...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.

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CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
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THOS. G. IRVING, Gen. Man. Western Canada. Toronto.

Five hundred neatly printed Business Cards, Bill- heads or Dodgers one dollar. Full line of Price Tickets and Window Cards, Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

WOULDN'T IT PAY YOU

to have a

Resident Representative

in TORONTO ?

Think favorably of the question and write to

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

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

BASKETS

**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.



DON'T FAIL
To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

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

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

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

Here's a "Tip."

All fruits and vegetables look to be short this year.

If you haven't ordered your season's supply of canned goods, do it **at once**.

Remember, a pleased customer is your best advertisement. Therefore only buy and sell **Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Simcoe, Delhi, Lion, Thistle, Grand River, White Rose Brands.**

Guaranteed as to quality by

Canadian Cannery, Limited.

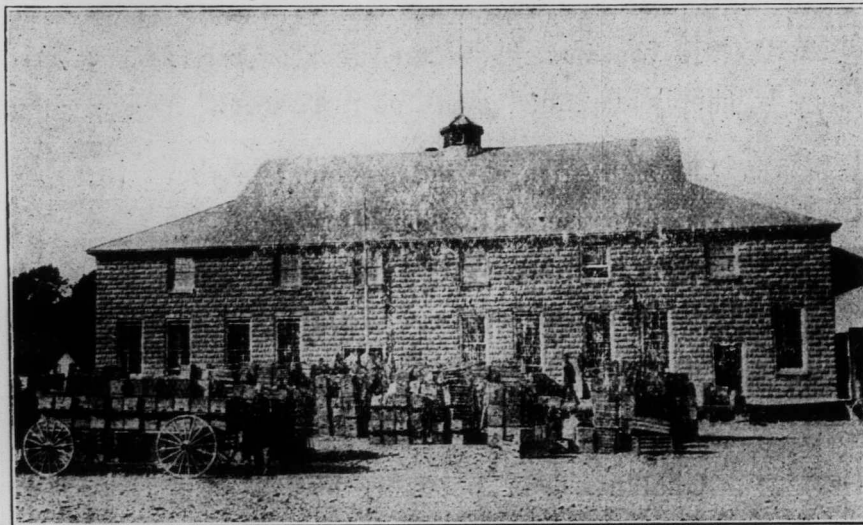
There are more than a few reasons for the preference, so unanimously expressed,
by the women of Canada in favor of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.

Canada's
Ideal
Canning
Factory



Home of
Old
Homestead
Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unapproachable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND**—“**Incomparable.**” People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND**. Can you supply the demand?

The Old Homestead Canning Co.

PICTON, ONTARIO



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Drop
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sell
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superior



The Supremacy of "SALADA" and It's Impregnable Position With the Trade and the Public is Alone Due to It's Matchless Intrinsic Quality and Value.

That's All
And That's Enough

It's wonderful increase in sales is passing all previous records, yes, indeed, far and away in advance.

Wholesale Terms and Samples Cheerfully Furnished
Address "SALADA," Toronto-Montreal

PHENIX WASHING POWDER

is in greater demand than ever. Housewives are finding new uses for it every day. Its suitability for house, store, office cleaning of every description makes it invaluable in the home or place of business. Grocers supplying the great demand for

Phenix Washing Powder

are reaping satisfying profits.

If you are not selling Phenix Washing Powder, write us.

Sole Canadian Distributing Agents

C. A. CHOUILLOU & CO.

14 Place Royale, MONTREAL



Two Good Summer
Lines for the Grocer

STERLING BRAND PICKLES

A necessity in every
picnic hamper.

LYTLE'S LIME FRUIT JUICE

The choicest of
summer drinks.

The T. A. LYTLE CO.

Limited

TORONTO, CANADA



National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St.,
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

All
Valencia
Raisins
Packed by

MAHIQUES, DOMENECH & CO.

Will be found to be very
satisfactory. Try them
next time you order.

"M.D.&CO." Special
Fancy Quality

"W. Abel" Standard
Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans

Put up solely by

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	- - -	- KINGSTON
GEO. MUSSON & CO.	- - -	- TORONTO
JOHN W. BICKLE & GREENING,	- - -	- HAMILTON
GEO. H. GILLESPIE,	- - -	- LONDON
CARMAN, ESCOTT CO.	- - -	- WINNIPEG
C. E. PARADIS,	- - -	- QUEBEC

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand

Brand

Always of the Highest Quality

Packed by **Guggenlime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N.S.
G. B. Thompson, Winnipeg

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscateis, from Malaga	Raisins, from Valencia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Ginger, from Jamaica
Red Peppers, from Zanzibar	Capiscums, from Zanzibar
Nutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Carrots, from Italy
Shallots, from Channel Islands	Soy, from India
Virgin Malt Vinegar	Lemons, from Messina

A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Gesye & Mason Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nisse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6265

WRITE FOR Laid DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

NEW LOBSTER-

Halves and Ones

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge—the testing glass—the "prover"—*the one hundred per cent salt.*

Windsor Salt

*The Canadian Salt Co., Limited
Windsor, Ont.*

*The
"Quality"
Salt*

JAPAN TEAS

"Third crop leaf is now coming in but also limited. At time of writing there is absolutely no sign of market declining. Those who have not yet been able to complete their requirements I recommend communicating with me immediately as the United States buyers are now contracting for a very large percentage of Third crop."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

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SNOW

449 St. I

Tartan
BRAND
SIGN OF PURITY

We thank our many friends for their generous patronage during the travellers' vacation. Our travellers start on the road Monday, heavily loaded with bargains.

WAGSTAFFE'S GOODS

Tremendous sale of these goods recorded. We have full supply. Get in your orders before it is too late.

Mail or phone orders promptly attended to. Long Distance Phone 596, free to buyers.

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

6 for 25c.
BEE JELLY POWDER

Since we put our famous package of Jelly Powder on the market to sell six cartons for 25c. we have been doing a tremendous business. The flavors are:

STRAWBERRY CHERRY
RASPBERRY LEMON
PINEAPPLE NUTTO
OR ANY OTHERS SPECIFIED.

If you are not yet selling these money-makers allow us to send you a trial order.

SNOWDON, FORBES & CO.
449 St. Paul Street - **MONTREAL**

OF COURSE, YOU CAN SELL

"ROYAL CROWN"

Witch-Hazel
Toilet Soap

We are advertising it all over Canada.

The C. P. R. supply it in all their magnificent hotels, on trains and steamers.

We are making people want to try it. And the soap itself makes them want to buy it right along.

"Royal Crown" Witch-Hazel makes money for every grocer who sells it.

Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents.

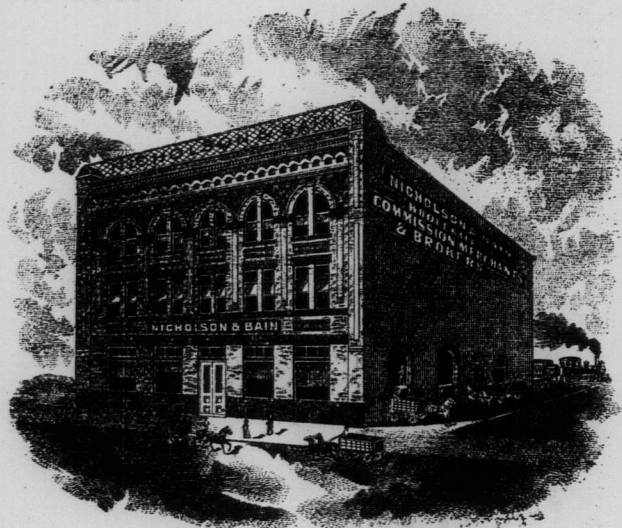
Wm. H. Dunn, 394-396 St. Paul St. Montreal,
Agent for Quebec and Lower Provinces

E. NICHOLSON

D. H. BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.



BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.



Winnipeg, July 30th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

We wish to take an account, as exclusive representatives, for your line.

There is a splendid opportunity, now, to introduce your goods, and we have special facilities for pushing them.

We have grown up with the country, and have friends and clients everywhere. To take care of these, **we have established warehouses at Winnipeg, Calgary, and Edmonton,** all natural distributing centres for the most progressive sections of Western Canada.

We cover the territory thoroughly and effectively, our selling organization being of the best.

Let us know your terms. We take consignments on commission, and feel certain that we could develop a large trade for you, if placed in charge of your interests.

Very truly yours,

NICHOLSON & BAIN,

CALGARY

WINNIPEG

EDMONTON

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& Co.
treas.

A Matter of Common Sense

Stocking Groceries and Provisions calls for the exercise of common sense—nothing more. Calling goods wholesome and pure does not make them so. It is more than likely that that explains the immense demand for



E. D. S. Brand JAMS and JELLIES

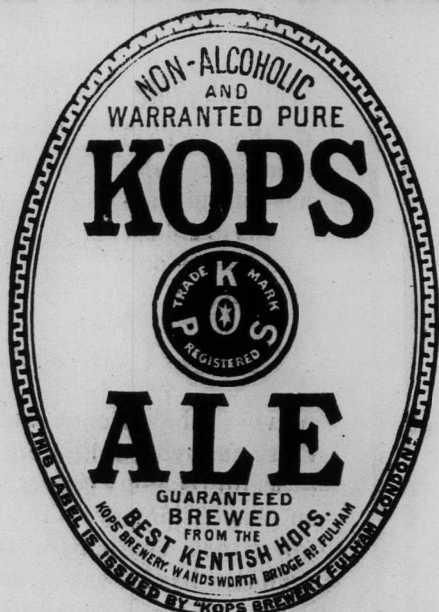
I offer proofs of the wholesomeness of my Jams and Jellies to every man or woman who cares to send me their name and address. When I state that "E. D. S." Brand of Jams and Jellies is the purest and best manufactured in Canada, I can prove my claims.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,

WINONA, - ONTARIO

THE PERFECT BEVERAGE



Unexcelled for Dinner or Luncheon. Submit it to your customers. It is sure to be appreciated. There is nothing else like it.

KOPS BREWERIES, LONDON, S.W.
ENGLAND

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRENTS,
etc., etc.

THOS BELL, SONS & CO., Montreal



NO ACID OR GRIT
 will be found in "Majestic" polishes
 The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.
 "Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.
 Write for sample and prices. 71
MAJESTIC POLISHES, Limited
 575 Yonge Street - Toronto, Canada

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



Ridgway's Celebrated Teas

Sold in 1/4, 1/2 and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	} In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To **John Robertson & Son, Ltd.**
 41 Common St., MONTREAL
 SOLE AGENTS FOR CANADA



QUEEN QUALITY PICKLES
 Sweet—Mixed and Chow
 Bulk Pickles
 Tomato Catsup
 Worcester Sauce
 Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
 OWEN SOUND

They
 Prove
 Indispensable
 to the retail merchant who has mean accounts to collect—and every one of them has.



Allison Coupon Books

prevent the friction attendant on those annoying collections, and keep peaceful relations between the dealer and his customers. Goods are paid for as they are bought and still the customer has his charge account.

For sale by the jobbing trade everywhere

Manufactured by
ALLISON COUPON CO.,
 Indianapolis, Indiana.

Delicious Desserts for Dog Days

24 desserts for 10 cents

GREIG'S WHITE SWAN RENNET TABLETS

Each Tablet makes one pint of Junket. 24 Tablets in a bottle.

To retail at 10c.

3 doz. in a handsome counter display tray.

Just the thing for warm weather sales.

THE ROBERT GREIG CO., Limited
TORONTO



Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

- Gold Dust Washing Powder
- Fairy Soap
- Copco Soap
- Fairbank's Glycerine-Tar Soap
- Fairbank's Scouring Soap
- Fairbank's Sanitary Soap

is based first of all on *quality*. We want the first article received to be an incentive to work for more — and we know that we must give good value to accomplish this result — which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel — because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of "The Fairbank Plan" premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

THE CANADIAN GROCER

We have just received a large shipment of

FORMOSA OOLONGS

and have also to arrive shortly

BLACK and GREEN CEYLON and INDIANS

For the wholesale trade only

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined

Sugars

Molasses

Walnuts

Almonds

Filberts

Raisins

Currants

Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK**. Can be purchased through any wholesale house.

St. Charles Condensing Co.

The Best Trade Demands

BURLINGTON

BRAND

CANNED GOODS

and there are good reasons for the popular preference. Only A1 Quality Fruit and Vegetables—sound in every particular—can ever reach our canning department and even our competitors admit that our factory is immensely superior to the next best in Canada.

Can You Supply the Demand?

Burlington Canning Co., Ltd., - Burlington, Ont.

It is not only that the greatest care is taken in the selection of stock for

Rowat's Pickles

but that the package is most perfect and convenient on the market.

The selling price is too low for the high quality of the goods. This argument brings you business. Sell

Rowat's



Look for this
Bottle and this Label

When you are ordering Maple Syrup see that the brand is "**Pride of Canada.**"

This is your guarantee of purity, excellence and all round quality.

Our reputation stands behind each and every bottle. If it is not all it is claimed we take it back.

There is no element of risk for you.

Thousands of grocers all over Canada are selling "**Pride of Canada**" Maple Syrup and Maple Sugar to hundreds of thousands of satisfied customers.

You should be selling "**Pride of Canada.**"

IT PAYS.

The Maple Tree
Producers' Association

WATERLOO, - QUE.

Red Feather B.B.C. FANCY TABLE SUGAR

Have you bought a case yet?
5-lb. bags, 12 in case—can be
bought with or without a handsome
glass shaker with each bag.* For
table use this is the finest sugar
you can buy, and everybody likes it.
Ask our travellers about this.

Fruit Syrups

For Fountain and Ice Cream Use
Quality Unexcelled

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods
Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

THE CANADIAN GROCER

SALMON

Our travellers have an interesting offer for you in Salmon for prompt shipment.
It will pay you to see them.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the "Essex Brand" based on these prime facts:—



- We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.
- We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.
- We claim for the "Essex Brand" a higher standard of quality than is usually considered necessary. The finest of **Fruits** and **Vegetables**, gathered at the right stage of ripeness and packed fresh from the field under the most careful conditions, warrant the statement that the "Essex Company's" goods will give a larger measure of satisfaction to your customers than any other within your reach.

Stock up with the Best, it costs no more.

The Essex Canning and Preserving Co.

28 FRONT STREET EAST - - - TORONTO, CAN.

LIMITED

Factory at Essex, Ontario.

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

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

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

EDINBURGH

**QUAKER
CANNED
GOODS**

Packed by
The Bloomfield Packing Co.
at Bloomfield, Ont.

Ar

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Write fo

J

SOLE A

Are You Out for More Business ?

Men who are anxious to corner the paying trade make it their business to stock

FARMER BRAND

CANNED FRUITS AND VEGETABLES

and there are more than a few strong reasons for their preference. The soil—large tracts of which we control—is peculiarly adapted for the production of fruit and vegetables par excellence, while the climate is just perfect—neither too hot nor too cold. Then **we can all the goodness of ripe, juicy fruit and all the energy-building qualities of fresh vegetables.**

If you can't supply FARMER BRAND, you can't supply the canned goods particular people demand.

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

Pure Jam

"BALMORAL"

For real proofs of the superiority of "Balmoral" compared to other Jams, get a stock of it and notice how your customers afterwards always ask for "Balmoral." Absolutely the finest on the market.

Purity all the way through.

We are now booking orders for forward delivery, don't be too late.

Write for prices (Do it now) to

**J. W. WINDSOR
MONTREAL**

SOLE AGENTS FOR CANADA

Commercial Sense

That's all success in any business amounts to, and when it comes to success in the Grocery Business, shrewd merchants stock our



JAMS and JELLIES

because they have proven them to be the best and most wholesome manufactured in Canada. The same applies to our

PURE APPLE JUICE

It has won an extensive market because of goodness—sheer goodness—and that alone. The point is clear.

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough, to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane
Table Syrup

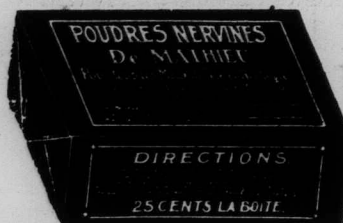
The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural
Flavor Food Products

Montreal - - - Canada



Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

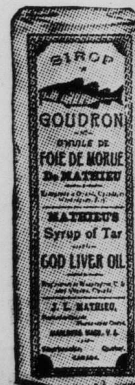
do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and God Liver Oil. How is your stock?

J. L. MATHIEU CO.

Proprietors,

SHERBROOKE, P.Q.



Never complain of
your profits in

MATCHES

It is not necessary
when you handle

**OUR
MATCHES**

There's the "Togo" brand
and the "Laurier."

Order a trial shipment. Our freight terms
are advantageous. Write for particulars.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

WE CONTEND THAT

The Busy Man's Magazine

IS the best publication in the magazine line. But don't take our word for it. Read the unsolicited opinions of its subscribers—

"I consider The Busy Man's Magazine the best I have yet come in contact with." Henry Wilson, Toronto.

"It is the most interesting publication of its kind I have ever subscribed to." G. F. Haworth, Toronto.

"There is no better printed in the world to-day for busy men." B. I. Petch, Regina, Sask.

"Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorkton.

"We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.

"I am pleased to say that each number is becoming more valuable and interesting." A. B. Musselman, Berlin.

"I am more than pleased with my investment in The Busy Man's Magazine, believing it to be the best magazine I have had the pleasure of perusing." A. B. Burrell, Amigari.

"I have been delighted with the Busy Man's Magazine. The articles are well chosen, are concise and ably written. For a busy man I know of no other magazine that will compare with it." Geo. Anderson, Toronto.

"The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefited for the short time given to each article." Wm Thoburn, Almonte.

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**MATHEWSON'S
RED
VICEROY SALMON**

Price \$1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

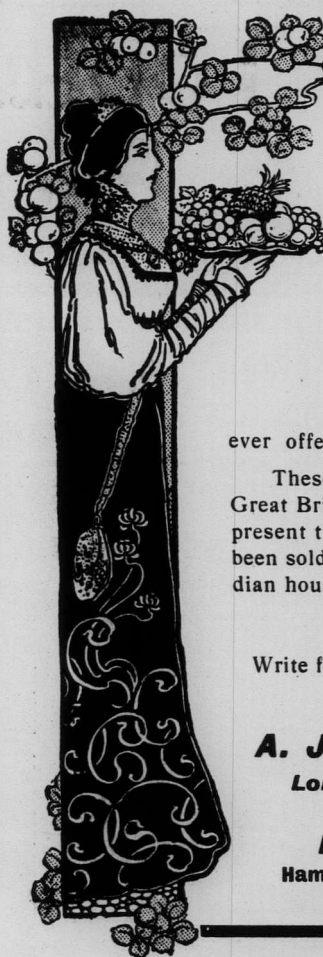
The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



THE
MOST BEAUTIFUL

Line of

**Xmas Cracker Novelties
Table Decorations and
Xmas Stockings**

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - Canada
Canadian Agent

RIVERDALE BRAND

Canned Goods

are

Matured Fruits & Vegetables

that are

Carefully Selected

and

Perfectly Processed

by

Modern Machinery

and

Efficient Labor

The packers are

THE LAKESIDE CANNING CO.

WELLINGTON, ONT.

LIMITED



**Diamond Brand
Maple Syrup**

**Twin Block
Pure Maple Sugar**

**Maple Cream Hearts
Marmalade, Jams, etc.**

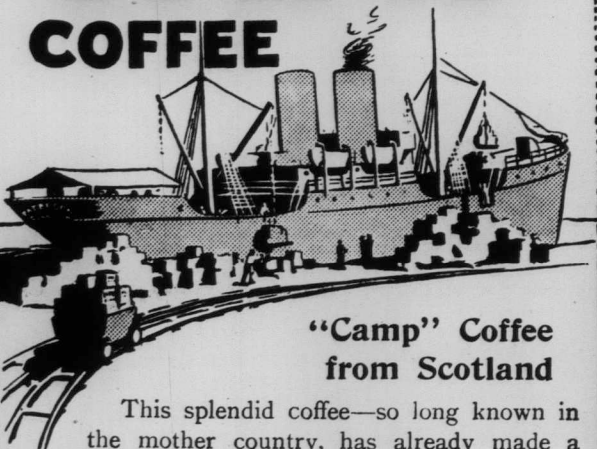
Sugars, Limited Montreal

TODHUNTER'S Select Pickling Spice

is a perfect combination of the world's Best Spices which makes Todhunter's Mixed Pickling Spice so very much superior to all others. For over thirty years on the market. Get your supply as now is the time to buy. See our travellers or send your orders to

TODHUNTER MITCHELL & Co.
TORONTO

'CAMP' COFFEE



"Camp" Coffee
from Scotland

This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

MANUFACTURED BY—
R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW
AGENTS — ROSE & LAFLAMME, MONTREAL

The Business of a Grocer

is more easily damaged than any other business on earth. People expect his goods to be perfect. That explains two things—the growing demand for



2 in 1

and just why the wise grocer stocks the incomparable polish.

2 in 1 is not only a perfect polish—it is also a wonderful leather food.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co.

LIMITED

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

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

TRAVELLERS' VACATION

We take this opportunity of thanking our friends for the confidence shown in the way they have favored us during the travellers' vacation by mail and wire orders. As our men will not be out until the 12th proximo, we hope to be as well favored until then as we have been up to the present.

All orders will be booked at lowest market quotations, and quotations will be furnished on request by mail or wire at our expense.

PHONES

1265 422 1816

JAMES TURNER & CO., Limited, HAMILTON, ONT.

Queen City Water White Oil

GIVES PERFECT LIGHT

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

FOR SALE BY ALL DEALERS.

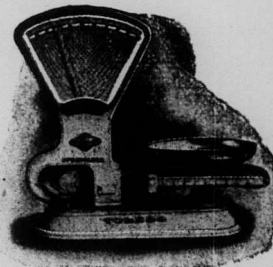
Mr. Grocer! Can You Afford to Throw Away Money?

The man who knows the virtues of

TOLEDO COMPUTING SCALES

without owning them is actually throwing
money away. Toledo Scales will save you dol-
lars every week, please your customers better
and pay for themselves in short order.

THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.



VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the
feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the
counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell,
London, England

**CAN THE TRADE
GET TOGETHER?**

Suggestion that Retailers, Wholesalers and Manufacturers have a Conference.

By our Hamilton Correspondent.

The best suggestion I have heard yet, is that a meeting be called of the representatives of the Retail Grocers, Wholesale Grocers and Manufacturers some time in the near future. If the president of the Wholesale Grocers' Guild would study this matter up, I think he would be the best man to call the meeting—as he is in touch with all three parties, and if circulars were sent out asking for positive answers from each, whether or not they would attend, it would place the affair in a position where it would be a success as to attendance at least. In towns and cities the associations should send a delegate and pay his expenses, and also chip in to help pay the expense of the gathering. Now, I may be rather sanguine about the benefit of a meeting of this character, but it looks to me now as if it was the best thing that could happen. Even if it were only small in numbers, this first meeting would be a starter. Surely the grocers of this country are willing to better their position. The benefits arriving from conferences of this character would, I think, be incalculable. The retail men in Canada have been the willing slaves of the jobber and manufacturers long enough, and it is high time that they held up their heads and asserted their rights to the

others—and I think both manufacturers and jobbers would heartily embrace the opportunity to meet with the retailers, and let measures be passed that would make the retail business not only more pleasant but more profitable as well.

There is no question that it would please the manufacturer, for all he knows now about the retailer is what it pleases the jobber to tell him. Let some of the best retailers in the province be selected, men who are able to state the facts in good form. It will possibly be a surprise to Mr. Manufacturer to be apprised of the straight facts of what is going on with his goods, just a clear cut statement with out frills. Now Mr. Editor, if this suggestion meets with favor in your eyes, why would it not be a good thing for you to ask Mr. President Beckett for his opinion in the matter. I always look to him as the man to put the trade on their mettle for a betterment of conditions for all concerned.

A number of smaller groceries have changed hands during the last week, the owners giving up because they were losing money, but found no trouble in getting buyers for their stock. The old saying about the birth of a sucker every minute stills holds good.

TRADE BETWEEN CANADA AND MEXICO.

Prominent Mexican Official in Montreal Discusses Trade Possibilities with Canadian Grocer.

One of the recent visitors to Montreal, seen by The Canadian Grocer, was His Excellency, Enrique Creel, Ambassador to the United States from Mexico, and Governor of Chihuahua. He came to Montreal with a three-fold purpose. He desired to look over the ground with a view to seeing in what manner trade relations between Canada and Mexico might be promoted; wished to study, as much as would be possible on a short visit, Canada's immigration policy, and was interested in having explained to him the workings of the strike laws now in force in the Dominion.

His Excellency thinks there is a great field for trade between the two countries, and is only too anxious to see business relations between Canada and Mexico developed as they should be.

"We have many products in Mexico," said he, "which could be exported to Canada in exchange for Canadian goods needed in Mexico. Take sugar, for instance, which we could export in large quantities. Some lots have been sent on here to the refiners and it pleased them, but we cannot at present develop this trade for the reason that the tariff regulations are such that we cannot compete with British colonies supplying

this market. Mexico is paying to-day a duty of 71c per 100 lbs. on sugar, and when one considers that sugar from the British colonies secures a rebate of 33 per cent. it is easily seen that the colonies will get the preference because they can undersell us. Mexicans are in hopes, however, that the Canadian Government will see its way clear to reduce this tariff in some way in favor of Mexico. While at present our annual yield of sugar is large, it could be greatly increased were Canada secured as a market, as we have much land ready for cultivation.

"Tobacco is grown in large quantities in Mexico, and it is of the finest quality in the world. Each year we are in a position to ship large quantities to Canada if a market is created here.

"Then we have our coffees, which are of the finest grades; we have hemp, goatskins, hides, and numerous other products, abundant in Mexico, for which there is use in Canada.

"As for imports, in Mexico Canadian wheat and flour can very often be used, since our crops are not always as large as we could wish, and, as a result, we have to call on other parts of the world for supplies. Other grains we could use would include barley, of which we require an enormous quantity, and oats which are in great demand also. So I could go on, mentioning lumber, railway ties, and innumerable other Canadian products which would find a ready sale in Mexico.

"All that is required for the building up of a great trade between the two

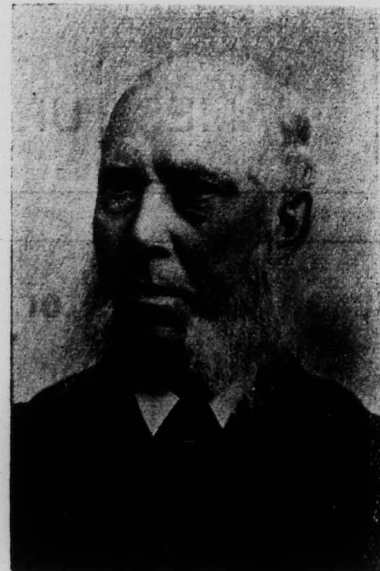
countries is the active co-operation of the two Governments. Trade with Canada has increased at least five hundred per cent. during the past five years. It will increase still more if proper aid is given by the Governments of the two countries. As you know there was recently inaugurated a steamship line between the two countries. This is helping considerably. It remains for the Canadian Government to encourage trade. Mexico is willing to do its share."

While in Montreal, Mr. D. A. Ansell, Consul-General for Mexico in Canada, introduced His Excellency to many prominent business men.

HIS SIGHT CAME BACK.

Chas. W. Creed Throws Away Glasses After Three-quarters of a Century.

Charles W. Creed, secretary of the Maritime Board of Trade is one of Canada's grand old men of business. The



CHAS. W. CREED,
Secretary of the Maritime Board of Trade.

Maritime Board has demonstrated its usefulness as an organization of business men for the general advantage of Canada, as Parliament says, and its success is in no small degree due to the enthusiastic, intelligent and self sacrificing efforts put forth by Mr. Creed as the secretary and one might well add manager.

Writing last week to a member of the Canadian Grocer staff, Mr. Creed said: "I entered on my 76th year on 22nd July and am pleased to say my health is excellent. I have been wearing glasses for the past 25 years but on Feb. 13th of this year my sight suddenly returned and I can now both read and write without them. This is to me a great comfort."

Mr. Creed is a remarkable man and readers of The Canadian Grocer everywhere will join with this paper in wishing him many more years of health and usefulness.

GROCE

IN THESE C
IN EVERY PA
CONTRIBUT
PLACES OR
CER CORRESP

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The grocery ma
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upward tendency.
goods are now be
Owing to the short
the packers are c
forty-five per cent
orders, and that
twenty-five to fift
canned vegetables
here, but the indi
will be higher. Ma
making big cuts.
One dealer is adv
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another is offerin
trian granulated
Ceylon and India
firm and corn me
cheese market is
cline, eggs are ad
steady with fair

The market is
seasonable produc
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but strawberries

The Furness-Wi
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last week, took
go. The steamer
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prevalence of d
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Halifax mercha
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wrecking of the
Orinoco on Seal
week, when the
bags, 651 barrel
sugar were dest
were: G. P.
bbls., 5,226 bags
& Co., 118 bbls.
& M. Smith, 15
Bank of Comm

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE
IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL
PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GRO-
CER CORRESPONDENT.

HALIFAX.

The grocery markets have an exceedingly firm feeling and prices have an upward tendency. All lines of canned goods are now becoming very scarce. Owing to the short crop of strawberries the packers are only delivering about forty-five per cent. of the customers' orders, and that at an advance of twenty-five to fifty cents. Prices of canned vegetables are as yet unknown here, but the indications are that they will be higher. Many of the retailers are making big cuts in the price of sugar. One dealer is advertising 22 pounds of English granulated for one dollar, and another is offering 24 pounds of Austrian granulated for the same money. Ceylon and Indian teas are also very firm and corn meal is advancing. The cheese market is now showing a decline, eggs are advancing and butter is steady with fair receipts.

The market is well supplied with all seasonable produce, but new potatoes are coming in very slowly. Small fruits are in very good supply, such as raspberries, gooseberries, and blueberries, but strawberries are about done.

The Furness-Withy line steamer Rapahannock, which sailed from Halifax last week, took a record-breaking cargo. The steamer is bound for Havre, France, thence she will proceed to London, and she carried 35,000 cases of canned lobsters, consigned to various houses in Havre, and other French cities, and firms in London and Hamburg. This is the largest cargo of lobsters which has ever been carried away from a Canadian port at any one time. Of the shipment 23,000 cases will be landed at Havre, and the balance at London. The shipment is valued at hundreds of thousands of dollars and shows that the lobster industry is not on the wane in Nova Scotia.

There is a scarcity of fresh fish on the local market at present, due to the prevalence of dogfish on the coast, which are very destructive to the gear.

Halifax merchants will suffer considerable inconvenience as a result of the wrecking of the West India line steamer Orinoco on Seal Island Ledges last week, when the vessel's cargo of 13,843 bags, 651 barrels and four tierces of sugar were destroyed. The shipments were: G. P. Mitchell & Sons, 368 bbls., 5,226 bags of sugar; Grant, Oxley & Co., 118 bbls., 437 bags of sugar; H. & M. Smith, 15 bbls. sugar; Canadian Bank of Commerce, 1,050 bags of

sugar; Union Bank of Halifax, 3,907 bags of sugar; Bank of British North America, 895 bags of sugar; Colonial Bank, 450 bags of sugar; A. G. Jones & Co., 1,173 bags of sugar; H. R. Silver, 496 bags of sugar; A. G. Jones & Co., 30 pkgs. of molasses; H. R. Silver, 29 pkgs. of molasses; Grant, Oxley & Co., 87 bbls., 92 pkgs. of molasses; G. P. Mitchell & Sons, 58 puncheons of molasses and ten hhd. of lime juice. There were also 95 puncheons of rum in the cargo, besides a small quantity of fruit.

There was a fairly well attended meeting of the Montreal Retail Grocers' Association on Thursday evening of last week. President Laniel was in the chair and in his opening remarks stated that Secretary J. A. Beaudry had left on a trip to France, where he will attend the Governmental Food Fair, which is to be held in Paris, and where he will study the system of co-operative and industrial societies. Mr. Laniel made some interesting remarks to the effect that the association was going ahead nicely, sixty new members having been enrolled lately. He thought that the grocers of the city were gradually beginning to realize that good could be accomplished by the association if the grocers stood together and worked hand in hand in the interests of the trade.

The remaining goods from the annual picnic were to be sold but it was decided to dispose of them at the next meeting.

INGERSOLL.

Townpeople as well as the farmers of the surrounding districts were greatly surprised by the announcement on Saturday that H. Walter Knight had tendered his resignation to the St. Charles Condensing Co., as manager of their large factory here. It is understood that he has accepted the position of general manager of a new concern. The Canadian Condensed Milk Co., who have not yet decided upon a location. Mr. Knight has managed the factory of the St. Charles Condensing Co. here for the past seven years and under his guidance remarkable progress has been made. The capacity has been increased from four thousand to sixty thousand pounds of milk per day. Mr. Knight's departure from Ingersoll will be deeply regretted. He has been deservedly popular with all classes and the new company are to be congratulated on securing a manager of such wide experience. Until a location for the new factory has been decided upon the headquarters of the company will be in Ingersoll.

Ald. C. A. O'Neill is taking a well earned rest from the arduous duties of conducting a first-class grocery store. With Mrs. O'Neill he is enjoying a trip up the lakes.

While many merchants are very enthusiastic over a weekly half holiday there are others who share entirely opposite opinions. And it is not always because the merchants are selfish or fail to recognize the benefit of recreation, but they have learned from experience that the half holiday sometimes interferes very materially with business. The strongest objection to the holiday at this season of the year is on account of the fruits coming in. Many grocers arrange for daily shipments of fruits, and a holiday sometimes means a serious loss when considerable ripe fruit is arriving.

The enterprising grocers are advertising that this will be the last week for cherries. For the past few days they have been arriving in much larger quantities and the demand has been keen. Raspberries are also said to be "in full force" but from the quantities exhibited the supply will be considerably below that of former years. The prices would also indicate a short crop. In previous seasons the berries have about all been marketed before this. This season the crop has been late in maturing and it will soon be over. Fifteen cents per box continues to be the ruling price and in the opinion of the dealers there is not any likelihood of a reduction.

The housewife is in a dilemma. When strawberries were selling at three boxes for a quarter she quickly concluded that the price was too high for her to lay in much of a supply and she decided with a woman's confidence to stock up with other varieties of berries. But, alas! these are also as scarce as were the strawberries with the price almost five cents per box higher.

Hence it transpires that the housewife is really perturbed and there are really good grounds for believing that dried apples and prunes will figure prominently in the desserts next Christmas. The berry crop is not what was anticipated and the price—fifteen cents per box—is greatly in excess of that charged in former years. As yet there has been very little preserving done and many have visions of empty shelves in the cellar when the winter sets in. Berries are a very popular fruit, and when this crop is short there is not very much in the inexpensive kinds of fruits to fall back on. However, there is some consolation in the fact that the apple crop will be a bountiful one, and there will be plenty of apple "sass" if nothing else.

The scarcity of the smaller fruits in many sections will, no doubt, benefit the canned goods trade.

In grocery circles, last week was one of more than ordinary activity, notwithstanding the holiday on Thursday. Excursions and picnics usually add considerably to the grocery trade, and particularly in regard to canned goods, cakes, etc., and with two large excursions

THE CANADIAN GROCER

sions out of here in a little over a week, the grocers had a brisk trade in filling the baskets.

LINDSAY.

Lindsay is generally considered to be a fine fruit town. This is largely due to the number of local growers that are found here. Strawberries have been cheaper here than in most towns and they were of the finest quality, ranging in price from thirteen boxes for one dollar to two for twenty-five cents. Tame raspberries are very scarce here this season and the local dealers have to depend largely on outside points to supply them. Wild raspberries and huckleberries are arriving daily from the north country and seem to be plentiful.

Lindsay is noted as being an exceedingly good grocery town and this year has been fully up to the record, this being largely due to the new customers brought here by such new manufactures as the Madison Williams Foundry and the Hood Knitting Co.

New potatoes are going to be plentiful and of fine quality, the prices ranging about 35 cents a peck. A large trade is carried on here in baled hay. During the past season the firm of Adams Bros. have handled a great quantity. Mr. Adams sold three carloads this last week. This will about complete the sale of old hay. New hay is a very fair crop and prospects seem very favorable for a good supply for the coming year.

Many grocers have been disappointed in the bacon and lard market. It has been a general rule here for merchants to buy a supply of this line about February, with a view to advance in price later on, but this year it can be bought at about the same price, if not lower than at that time, putting the merchants at a disadvantage.

A customer on entering the majority of the stores in this town cannot help but be favorably impressed with their clean and very neat appearance. "A place for everything, and everything in its place." A clean and tidy store counts for much and the customer is made to feel that the produce offered over the counter is thoroughly clean. Many a store is judged by its exterior, but more especially its interior layout and general appearance. An attractive window draws the attention of the pedestrian and the shopper enters to purchase some article displayed or advertised in the window.

In this, also, the retailers of Lindsay are not slow. Windows are dressed and made seasonably attractive.

This is the holiday season and the hardworking clerks are "getting theirs." A half holiday for the clerks wouldn't come amiss.

LONDON.

The grocery business at the northeast corner of Central avenue and Waterloo street, for some time conducted by J. Walker, has changed hands, R. A. Ross, grocer, York street west, being the purchaser, he having bought the real estate and all. It is evident that some men in the business are making money.

Less than a dozen of the 182 retail grocers of the city are now members of the local association, and an effort is being made to bring these in. Members of the association are discussing the advisability of holding a banquet in the fall, in which both wholesalers and retailers might take part.

Notwithstanding the fact that the travelers are still on their holidays, wholesalers are kept busy filling mail and telephone orders. There is no change in sugars, the demand for which the season of the year considered, is very light, due of course to the scarcity and high price of small fruits. Lower quality teas are still advancing, fine are very firm in price, and all Japans are high. Staple goods of all kinds remain firm, except raisins and currants. The crop and quality of both these fruits are reported excellent, and buyers are therefore looking for lower prices and are ordering at present in small quantities.

The cheese industry in the London district is more than holding its own. Besides the fifty factories which regularly do business in the London market, there are several which have independent arrangements with exporting houses, and do not appear on the London board. Fifteen buyers regularly attend the weekly market here. As compared with a year ago, the offerings for the first three months of this season—May, June and July—show a falling off, being 16,756, as compared with 19,692, a decrease of 2,936. This does not necessarily mean that the factories this year are making less cheese than they did last, for it is known that salesmen are not boarding all the cheese, and private transactions the past three months have been greater than ever before. Prices this season are below the sky-high figures of a year ago, having settled down again to normal. The total number of boxes boarded here in the season of 1906 was 42,000, about 9,000 of which were sold on the board direct and the remainder being disposed of after the close of the market.

Both Gorman, Eckert & Co. and Lind, Kerrigan & Co. are busily engaged settling down in their new premises, and by the time the travelers get to work again will be ready for business.

Prices of all foods and foodstuffs were never so high as they are at present, and were it not that labor finds better remuneration than ever before, it would certainly go hard with the wage earner. As it is, he finds himself much in the same position, so far as being able to save anything from his income is concerned, as he was when commodities were cheaper and he was more poorly paid.

The abolition of liquor salons with restaurant attachments through the refusal of licenses to such places, has resulted in the bringing into being of a number of eating houses, or cafes as they are called, and quick-lunch counters. Almost all of these places are conducted by foreigners—Greeks or Armenians—and the fact that they are able to rent some of the best business premises on Dundas and Richmond streets, is evidence that there is big money in this line of business. Indeed to the demands of the cafe man is believed to be largely due the advance of fully fifty per cent. in rents on the business streets during the past year or so.

PETERBORO.

For many years the Peterborough market has been looked upon with envy by many towns and cities in Ontario. It has been the pride and boast of this city and Saturday and Wednesday were always looked forward to with pleasure by the merchants, who always could depend upon a big business. The farmers and market gardeners came in from points many miles distant in all directions. The trains and boats always carried many extra passengers on Peterborough's market day, while the number of rigs that were driven in more than filled up the hotel driving sheds. Several hundred people offering farm, garden and dairy produce on the market was a common scene, while the amount of groceries, dry goods, etc., that went out of the city made the hearts of the merchants glad.

The past year has seen quite a change. There are still many people coming from outside points, but not nearly so many as in former years. The market is not so largely attended while the prices are higher in nearly every department. This difference is causing the merchants no end of thought. They miss the farm trade, although the volume of business is made up by the increase in the city's population.

The cause of the falling off at the market is due to several things. The methods of doing business are changing. Small general stores have been established all over the county and they take a big share of the country business. Small towns and villages have been growing and reaching out after the trade. This makes a big hole, but probably the one thing that has done most this year to drive the farmers from the market was the several visits of the police when potatoes and butter were seized. In the case of potatoes the farmers were fined because the bags did not come up to the required weight, although the bags were full enough. This was not the fault of the farmers as potatoes weigh less in the spring than in the fall. It is the natural shrinkage and not the desire of the farmer to cheat the public.

In the case of the butter quite a number of well known farmers' wives were in the police court. Their butter had been seized and in some cases it was found to be from half an ounce to two or three ounces short of a full pound. This was due, no doubt, to carelessness more than anything else. But the women were fined. Since then there has been a decided falling off in the attendance. For the action they took the police can hardly be blamed as they

were instructed

Another feature prevailing high p at 20c per dozen had to pay as h eggs were bought at 16c, but now cost and less than chants get. But far the stores hav up all season, w pound more than

G. H. Munro, o Antoinette Street g month's holiday cific coast, in co brothers.

In the uptown grocers find that better than is us July and August the English Prov one of those wh better this year ing to The Groce reason lay in the going away for t apartments to who came to tow on business or fo

During the pa great many new been erected in t as people living rental they are to rent their their summer va parties. These pe hence the increas lot in what Mr hustling uptown able to help o months by gettin

The city council the fact that St badly in need of part of that thoi laid. The busines triet are gratified once more in a cc upon what they h

There are too r good of the trade some grocers we lately. They say goods manufactu they do those pu viduals. When a n own goods he i quality first of a will not allow any merits. If his qua tor has the better a combine, all the while are under the whole field t not the interest which they had w show. How mu this?

A party of Re Toronto passed t

were instructed to enforce the bylaw. Another feature at the market is the prevailing high prices. Eggs are selling at 20c per dozen and the stores have had to pay as high as 17c. Last year eggs were bought for 14c and sold at 16c, but now the merchants sell at cost and less than the price the merchants get. Butter is also high and so far the stores have had to pay from 20c up all season, which is at least 3c a pound more than heretofore.

MONTREAL.

G. H. Munro, of Munro Bros., the St. Antoine Street grocers, is spending a month's holiday on a visit to the Pacific coast, in company with two of his brothers.

In the uptown district some of the grocers find that trade this summer is better than is usually the case during July and August. Chas. Thomson, of the English Provision Company, was one of those who found things going better this year than last, and, speaking to The Grocer, said he thought the reason lay in the fact that many people going away for the summer rented their apartments to transient city visitors who came to town for a month or two on business or for other purposes.

During the past couple of years a great many new apartment houses have been erected in the uptown district and as people living in them pay a stiff rental they are many of them anxious to rent their furnished home during their summer vacation, to responsible parties. These people must live, and hence the increased business. There is a lot in what Mr. Thomson says, and hustling uptown grocers ought to be able to help out their dull summer months by getting after this trade.

The city council has wakened up to the fact that St. Paul Street is very badly in need of repair, and the worst part of that thoroughfare has been relaid. The business houses in that district are gratified to have the street once more in a condition approximating upon what they have a right to expect.

There are too many combines for the good of the trade to-day, according to some grocers we have been speaking to lately. They say they don't trust the goods manufactured by combines as they do those put up by private individuals. When a man is turning out his own goods he is forced to consider quality first of all and as a result he will not allow any deterioration in their merits. If his quality fails his competitor has the better of him. When there is a combine, all the manufacturers worth while are under one head. They have the whole field to themselves and have not the interest in sustaining quality which they had when running their own show. How much truth is there in this?

A party of Red Rose Tea boys from Toronto passed through Montreal Sun-

day evening en route for St. John, N.B. where the annual conference is to be held. They came to Montreal by boat and took the train here. Walter C. Gaden, Montreal representative of T. H. Estabrooks, joined the party here. add Montreal corres

Friends of Chas. Wood, city traveler for D. S. Perrin & Co., the biscuit people, are glad to see him around again after his recent illness.

WOODSTOCK.

H. I. Clarkson, one of the city's most popular business men, will shortly remove to Toronto, where he has purchased a grocery business. For a considerable number of years Mr. Clarkson has been a member of the firm of Clarkson Bros., builders and contractors, and his

A TRADE PICNIC

The large number of grocer excursions and picnics on July 17, suggested the feasibility of the grocers of Ontario uniting next year to hold a great trade picnic and demonstration at some suitable place. The idea was put forward in an editorial inviting discussion. Following is a letter by a leading London grocer and we want more of them:

To the Editor Canadian Grocer: With reference to holding a united picnic and demonstration next year, I have given the matter serious thought and have also talked it over with the grocers of London. As London is the most central part, I think it is the most suitable place for a picnic of that kind to be held. I believe it would be a great success and that much good would result therefrom. At our next regular meeting here I will have the matter taken up, and if the association think favorably of the matter, we will begin at once to prepare for it.

HARRY RANAHAH.
London, July 30, 1907.

departure from the city will be regretted by a wide circle of friends and acquaintances. Mr. Clarkson made a success of the business, with which he has been connected, and we hope he will enjoy uninterrupted prosperity as a member of the white-aproned brigade.

If Woodstock does not get the milk condenser, which the Borden Condensed Milk Company, of New York, will this fall erect in this district, there will be a lot of disappointed men here. However, from the present status of the negotiations, which have been in progress for the past couple of months, between the company and the civic officials, there seems no reason to doubt the

desire of the company to locate here and the only thing necessary to bring them is the sanction of the ratepayers, when the necessary by-law is submitted. For a long time the matter of an adequate supply of water proved a stumbling block to the successful outcome of the negotiations. The water commissioners feared that it would be impossible to give them the two hundred and fifty thousand gallons per twenty-four hours that they wanted, without seriously stinting the domestic supply, and the supply to other manufacturers, but Ald. Dr. Mearns, a man with a lot of municipal experience, pointed out to them the error of their way, and showed how a large enough quantity of water was going to waste, to supply the condenser twice over. So that difficulty was smoothed over, and the guarantee made. A representative of the company was in the city this week. He committed the company to coming here, after he learned all he wished about certain points and an agreement was drawn up by the city solicitor and sent to the head officials of the company for their signatures. Upon its return the council will hold a special meeting to deal with it. The by-law will then be advertised and submitted to the ratepayers at the earliest possible date. Within three months after the passing of the by-law, it is proposed to have the factory erected and in operation, handling from seventy to one hundred thousand pounds of milk per day. The building and equipment will cost from \$75,000 to \$100,000. The matter means a lot to Woodstock, and the proposition is being viewed with the greatest of favor by every citizen. We have not heard one man say a word against it, not even those who have hitherto kicked against everything. The company get a free site, exemption from taxation for all save school purposes for ten years, and free sewer connection. They do not ask for any loan. They will employ about one hundred hands in commencing, and will bring in to the city every morning from one hundred and fifty to two hundred farmers. It will make every day a market day in the capital of Oxford.

Mr. Geo. Parker, one of the best men in the business locally, appeared at the meeting of the public school board last night, of which he is a member, without his mustache. He looked like a preacher or a college professor.

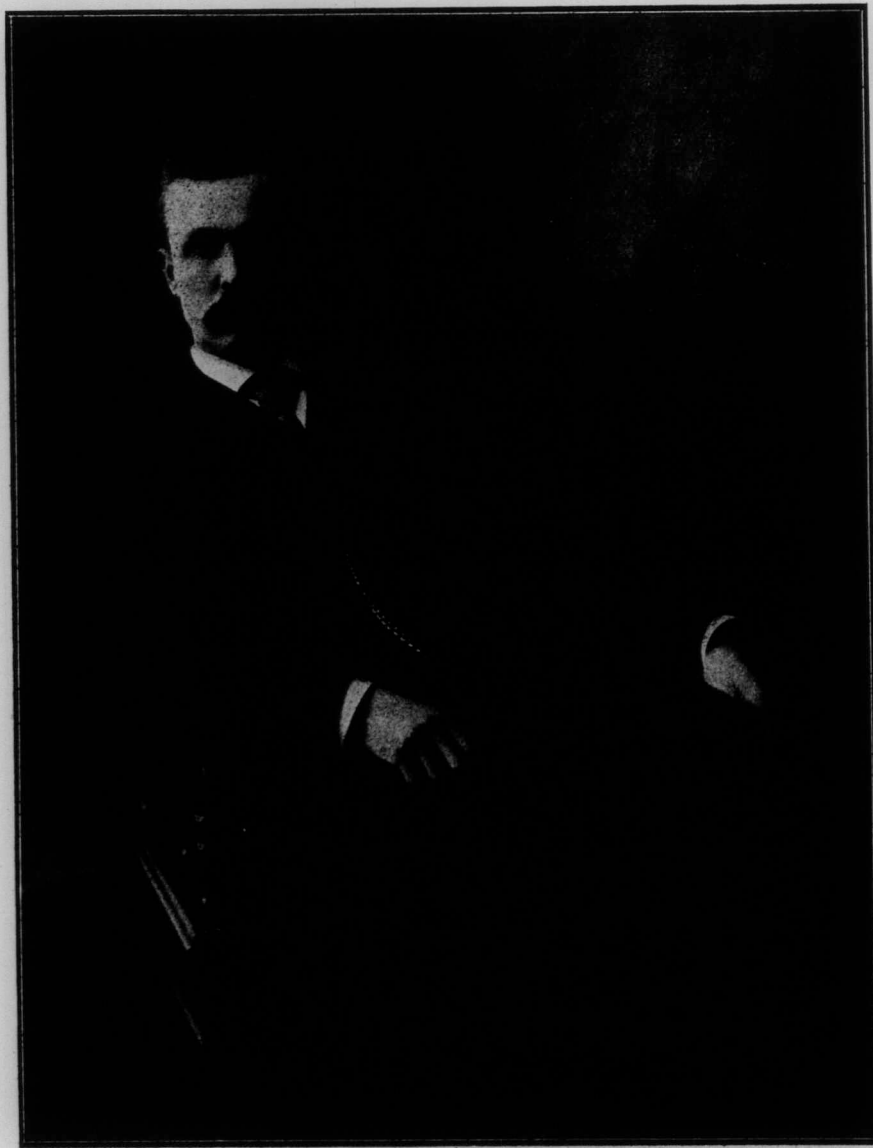
Mr. W. J. Chave, for many years a teacher on the staff of the public schools, a few months ago secured leave of absence for the balance of the spring term. He went out to British Columbia, and a short time ago word came back that he had bought out a grocery business at Fernie, B.C., and would locate there. Mr. Chave was a fine resident, and will be missed, as will be his wife. They were both active and zealous members of the Oxford Baptist church.

**BUSINESS MEN IN
PUBLIC LIFE**

No. 25.

Theodore H. Estabrooks.

Though a comparatively young man, Theodore H. Estabrooks, wholesale tea merchant, St. John, N.B., occupies an important position in the affairs of that city. In commercial life he has made a name for himself as a shrewd, clear-headed business man, who has been eminently successful as head of one of the largest tea houses in Canada. The



THEODORE H. ESTABROOKS.

name "Red Rose," which he adopted some years ago as the designation by which his principal line of teas would be known, is now a household word all over Canada, and the name has been

made synonymous with purity and perfection in teas.

Mr. Estabrooks has not however, confined all his time to his business, but in matters of public interest in his own city, he has been a prominent figure. At the present time he is on the harbor commission of five prominent St. John citizens, which was recently appointed to formulate a scheme for harbor development and improvement; and the attention and time he has given to the question in the past, fit him to be of valuable service in this important matter affecting the future of Canada's winter port.

He is a prominent and energetic member of the Board of Trade, New Brunswick Tourist Association and Exhibition Association. He has been a member of the executive boards of these organizations for a number of years, and has always taken an active interest in them. He has been a member of sever-

position it occupies in the trade of the Dominion. He is a member of the Canadian Manufacturers' Association, and served on the St. John tax commission which completed its work last year.

Mr. Estabrooks is also on the executive of the Protestant Orphans' Home, Boy's Industrial Home and the Associated Charities, as well as being interested in several industrial enterprises.

Mr. Estabrooks was born at Wicklow, Carleton County, N.B., on Dec. 28, 1861. He was educated in the public schools, the grammar school at Sheffield, and on coming to St. John, took a commercial course in Kerr's Business College. In April, 1884, he entered the employ of W. F. Harrison & Co., on Smythe street. He was with the firm for ten years, one year as junior and the remaining nine years as chief clerk or manager.

On the first of May, 1894, he commenced business for himself on Dock street, dealing chiefly with the import and export trade with the West Indies. The tea trade was at that time of minor importance, but gradually grew until Mr. Estabrooks gave his whole attention to it. He foresaw that a change must come, and that the direct importation and the blending and packing of teas would become a great business in St. John, and also that the teas of India and Ceylon would steadily grow in favor of this territory. His foresight and energy resulted in the development of a business of national extent.

Outgrowing the premises on Dock street, he removed to No's. 11 and 12 North Wharf, and these quarters being also soon found to be too small, he built for himself on Mill street, occupying in October, 1903, the large and handsome brick block where he is now situated. This building is the largest in Canada devoted exclusively to the tea trade.

Mr. Estabrooks now employs over seventy people. He has seventeen travelers, covering practically the whole of Canada, Newfoundland and a portion of the New England States. He has branches in Toronto and Winnipeg. He has in his St. John warehouse a complete modern equipment for blending, weighing, packing and labelling teas, and his establishment is therefore an important local industry.

Mr. Estabrooks might well be called "a captain of industry," who is a credit to St. John and to the Dominion.

Walter Mitchell, manager of Bovril Limited, has returned from Fernie, B.C. Mr. Mitchell has purchased a fruit farm near Fernie and intends going out to superintend it in time for next season.

W. G. A. Lambe, Toronto, was a caller at the offices of the Canadian Grocer when in Montreal last week. He reports business good with his firm and anticipates brisk fall trade.

Love of virtue, devotion to honor and courage to maintain these principles everywhere and at all times, set upon any man the distinctive seal of true nobility.

THE CANADIAN GROCER

Established 1861

MACLEAN PUBLISHING CO.

JOHN BAYNE MACLEAN

Publishers of Trade News for the Provinces of British Columbia, Manitoba, Ontario, Nova Scotia, New Brunswick, and abroad.

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LAW AGAINST

Missouri has put into effect a law which should be a disapproval of retailers and a purpose of the law being to discriminate price-cuts by unwise or jealous competitors. The first section of the law is as follows:

"Any person, or partnership or corporation, engaged in domestic, doing business in Missouri, and engaged in the manufacture or sale of any commodity in general, shall intentionally, for the purpose of injuring the business of any other person or locality, discriminate in price between different sections, communities or localities of the State, by selling such commodity at a lower rate in one locality than in another city, town or village, or by said party discriminating in price between any community or city, town or village, by allowing a discount or allowance for the distance of the grade or quality of the commodity, or the cost of transportation of production, if a reasonable allowance at the point of manufacture of the product, shall be made for any unfair discrimination by prohibited and d

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LAW AGAINST PRICE-CUTTING.

Missouri has put into force legislation which should meet with the approval of retailers everywhere, the purpose of the law being to check the indiscriminate price-cutting indulged in by unwise or jealous-minded retailers. The first section of the new law reads as follows:

"Any person, or firm, company, association or corporation, foreign or domestic, doing business in the State of Missouri, and engaged in the production, manufacture or distribution of any commodity in general use, that shall intentionally, for the purpose of destroying the business of a competitor in any locality, discriminate between different sections, communities or cities of this State, by selling such commodity at a lower rate in one section, community or city, than is charged for said commodity by said party in another section, community or city, after making due allowance for the difference, if any, in the grade or quality, and in the actual cost of transportation from the point of production, if a raw product, or from the point of manufacture, if a manufactured product, shall be deemed guilty of unfair discrimination, which is hereby prohibited and declared unlawful."

The remainder of the law is devoted to an enumeration of penalties, which include the revocation of permission to do business within the State, fines from \$500 to \$5,000, and imprisonment in the county jail. While the dealer might say when he cuts the price on a certain article that his motive was not to drive a competitor out of business it can hardly be anything other than he might have wished to clear certain goods out of stock, but that, too, like the many other reasons he might give, is demoralizing to his business, as it is to any other, and it is to be regretted that it prevails to such a considerable extent. The sooner that this evil is abolished, which can only be done by co-operation, which to be successful requires immediate and concentrated action, the better for the trade as a whole.

MARITIME BOARD OF TRADE

No business organization in Canada is more worthy the support of its members than the Maritime Board of Trade. It has been justified by its works and what it has done is but an earnest of its possibilities. The year's meeting opens in St. John on Aug. 21 and it is expected to excel that of a year ago at Amherst. The veteran and able secretary, Charles W. Creed, writing last week of that meeting, said: "In my view the meeting at Amherst was the best since the board was formed."

In the same letter Mr. Creed wrote: "The Government at Ottawa took notice of nearly all the resolutions and the greater portion of them were discussed in Parliament. The Nova Scotia Government also fell into line. Technical education is an assured fact and the Government is now looking for a site on which to erect the college. A Bureau of Publicity and Immigration has also been established."

This is all very encouraging and should excite every member of the board and every business man in the Maritime Provinces to put forth an effort to make this year's meeting a new record for activity and attainment.

PLAIN TALK TO CUSTOMERS.

A general merchant in western Canada recently sent the following circular letter to his customers announcing his change from the credit to the cash system of doing business:

"After twelve years of successful merchandizing, I have sold my interest in the old store and stock, thereby putting myself in a better position to serve you. I now have a clean new stock of general merchandise, bought for cash at close competition between the largest whole-

sale houses. In opening my new stock for your inspection, it is my purpose to so shape my business policy that all will receive like treatment, and there is but one way in which that end can be reached—by selling strictly for cash.

"You can readily understand how it is impossible not to discriminate when a credit business is being done, when its workings are explained to you. 'A,' a cash customer, buys \$200 worth of goods in a year. 'B' buys \$200 worth on a year's credit. Money being worth 6 per cent., 'B' pays only \$188 for the same amount of goods that 'A' pays \$200 for. In other words, the merchant pays 'B' a premium of \$12 for not paying cash (out of money that ought to go to 'A')—besides the expense caused by 'B' in bookkeeping and the loss in bad debts. These premiums, amounting to \$1,200 on \$20,000 credit business, together with extra expenses and losses, as above, I propose to pay in dividends to all my customers, by pricing my goods so much below what I would have to get for them were I doing a credit business.

"A few years ago a strictly cash system would hardly have been the thing, while to-day modern merchandising conditions, as well as the financial conditions of our people demand it. I need make no exceptions to my rule, as my price concessions will confirm you in the belief that I am right. The price of every article in my stock is marked in plain figures, and that is the price to all. I take this opportunity to thank all old patrons for the confidence they have heretofore placed in me, and trust they will be able to take advantage of my price concessions."

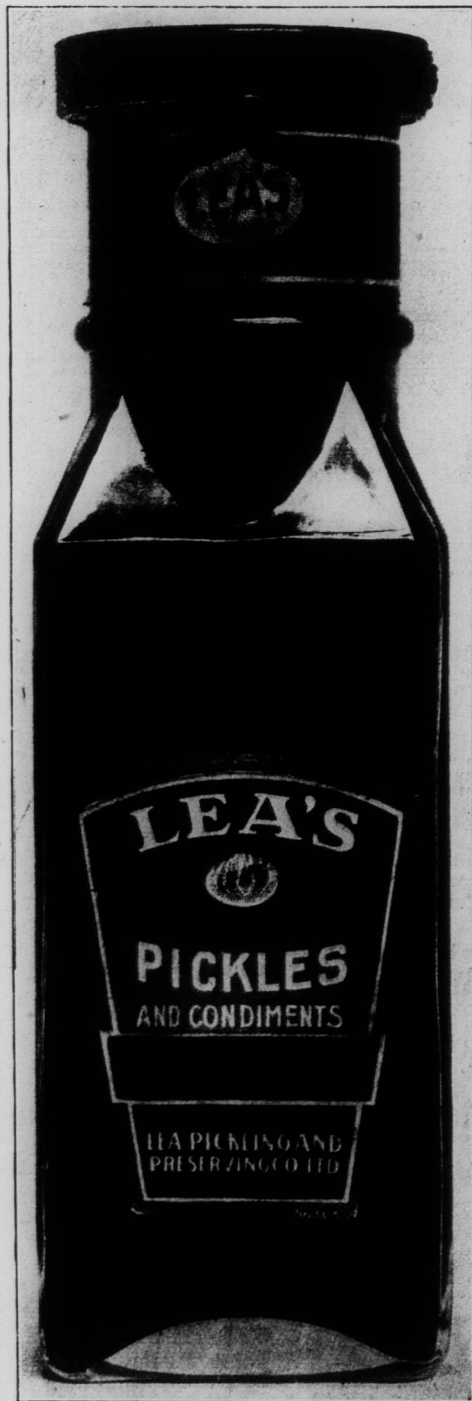
A GOOD ADDRESS.

The address on another page by President Judson, of the National Association of Wholesale Grocers of the United States, should be read by every retailer, as well as wholesaler. It expresses in a large way the right attitude of the man in trade. It is just as true of the retailer as of the wholesaler that if he does not keep abreast of the times, he cannot complain if his business goes into other hands. And it surely will. It maybe to the catalogue house and it may be to the competitor next door to him, but in the last analysis only so long as he serves the public as well for less money or better for the same money than the service could be secured for other channels only so long and no longer will his position as a trade factor be secure and his business prestige be unimpaired.

Mr. Judson takes a sane view of things. He recognizes the position of the man on the other side of the counter and he recognizes his own responsibility.

LEA'S

THE PICKLE WITH THE HOME



10-oz.

Packed in the following lines

Sweet Mixed

Sour Mixed

Mustard

Chow Chow

Ceylon Relish

King Edward Pickle

Pearl Onions

Sweet Onions

Spiced Gherkins

Sweet Gherkins

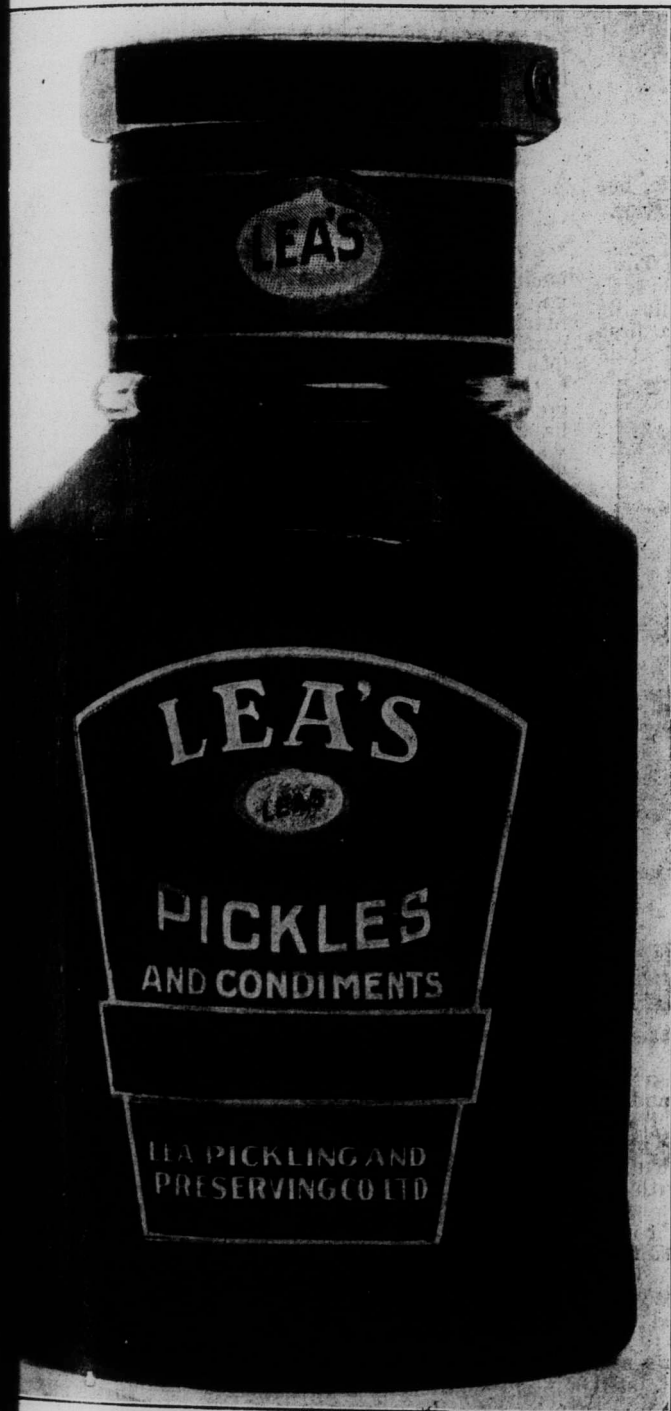
15c.

We recommend these goods to the retail trade because of their Home-made flavor and the absolute freshness of their handling, being thoroughly washed before bottling and immediately capped insuring their leaving the factory in perfect condition.

A CANADIAN PICKLE OF QUALITY. MADE IN CANADA

LEA'S

THE HOME-MADE FLAVOR



20-oz.

Packed in the following lines

Sweet Mixed

Sour Mixed

Mustard

Chow Chow

Ceylon Relish

King Edward Pickle

25c.

the absolute business of their handling. These goods are packed under the most sanitary conditions. The vegetables
the factory in perfect condition. More care could not be used in your own home.

MADE IN CANADA FROM CANADIAN PRODUCTS

GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., Aug. 5, 1907.

Business continues fairly good and so far as market changes are concerned the past week has been rather uneventful. Fresh fish are very scarce for the time of year. Butter is holding steady and eggs are plentiful. The run of strawberries is about over and blueberries and raspberries are coming in plentifully. In the feed line Ontario oats have declined a cent. There are no provincial oats offering and no quotations are available. Canned strawberries have advanced to \$2.30, which is the highest point reached for years. It is stated that the factories can only fill about 45 per cent. of the orders on hand.

* * *

On the 21st and 22nd of this month a very interesting gathering of influential business men will be held in St. John. The occasion will be the annual meeting of the Maritime Board of Trade, which met last year in Amherst.

The whole of the first day and half of the second will be devoted to the discussion of issues which are of vital importance to the progress and prosperity of the Maritime Provinces, and being taken part in by the most active business men from all sections, should prove of deep interest.

The delegates, of whom there are expected to be more than 100, will be looked after by the reception committee of the local board, who are making arrangements for their proper entertainment. W. S. Fisher, of the firm of Emerson & Fisher of this city, is working energetically to make the meeting one of the most successful yet held.

* * *

Merchants who have been doing business with dealers on the south shore of Nova Scotia are pleased at the announcement that the steamer Active has been engaged to go on the route in place of the Senlac, which was damaged collision in Halifax harbor recently. The Active goes on the route to-day.

* * *

T. H. Estabrooks, who returned last week from a trip through Western Canada, is inclined to think that the people of New Brunswick do not appreciate the opportunities they have for development right here at home, instead of going to the western portion of the Dominion. Mr. Estabrooks thinks that New Brunswick could be made a great fruit growing country. The valley of the St. John River has not been properly developed in this regard. He points out that the export facilities here for shipping away unlimited quantities of apples and other fruits offset to a large extent the advantages that British Columbia has in the way of a longer summer season and milder winter. The matter of fruit growing was suggested by his visit to the fruit growing section in Southern British Columbia.

Another matter touched upon by Mr. Estabrooks was the tightness in the money market and some of its results. One of these he had noticed was the checking to some extent of the land speculation in the west. The real estate boom, he thought, had been carried to excess.

Announcement has been made by the local agent of the Allan line that their steamers will make weekly sailings from St. John to Liverpool during the coming winter. It is expected that the approaching winter port season will be the greatest in the history of this port. There will be a larger number of sailings than ever before and it is thought there will be no scarcity of freight, judging by reports.

A TEA-TOTALLER.

T. A. Wilson, Born Near Belleville, but Getting on as a Salesman and Hustler.

By Jim the Grocer, Kingston.

T. A. Wilson, (better known as Tommy Wilson) whose picture is B 4 U, was born somewhere around Belleville oh, never mind his feet. The first words he said when he entered this



T. A. WILSON, Tea Traveler.

world after the doctor said "It's a fine boy," were "oo oo oolong tea," and he has been shouting it ever since. He is good looking and like many of us, barefaced. He evidently don't believe in hair lips. Well, he started out with his sample case marked Tees Wilson & Co. on every tin in 1894. He drove through Hastings and Prince Edward counties. Then he joined the staff of H. P. Eckardt & Co., Toronto, and tramped the road east of Belleville. He pushed teas for them until nearly four years ago when Eby Blain & Co. secured his services traveling east of Kingston, still handling teas.

For H. P. Eckardt & Co. he built up a valuable tea trade in New York State before the Spanish American war and advised merchants over the line to load up and those who did made their pile as a war tax of 10c a lb. was put on all teas shortly after. Since the first of the year, Tommy has made another move, this

time with Doyle & Jackson, formerly Doyle & Anderson. They handle teas exclusively.

Tommy said he was in the tea business to-day, was in it to stay and if you want the best values he'll be coming your way.

Tommy in pushing Japan teas has done more towards blending friendly relations between the two great nations, Canada and Japan than Fushimi. Tommy sold tips and the prince gave tips to many institutions, same as the aldermen do when they go canvassing with candies. Humbugs. Prince Fushimi has thus by his kindness made it hard for Canada to interfere should Japan want to box Uncle Sam's ears on account of ill usage in San Francisco.

CORRESPONDENCE

GUELPH.

Saturday was again a good day for business and the grocers all report it so. In fact, when the women come to market and leave the men home, there seems to be more snap about business. The prices remain unchanged but both butter and eggs are more plentiful. A good many housewives are going to have a shortage of fruit in their cellars which will be disappointing to them. They keep waiting for cheap fruit and wait too long. The first thing they know their favorite fruit is done.

* * *

Tuesday's fruit market showed the first lot of apples, which sold at 50c a basket. Tomatoes were plentiful but the quality has been poor and the price too high. Small fruit prices remain unchanged. Gooseberries are very scarce.

* * *

Ald. J. A. McCrea went to Toronto Saturday night to meet Mrs. McCrea and son, R. J., who have just returned from a pleasant two months' trip to Ireland. Both are much improved in health and spirits. Bob brought home some good Irish blackthorns.

* * *

Chas. Worthington, the Ontario Street grocer, has been doing himself proud and also the grocers, with his good driver, Maud W., winning the race for gentlemen's drivers at the Thursday half-holiday matinees. Charlie loves a good driver.

* * *

Why some grocers buy all their granulated sugar in bags seems to me rather odd. The bags, of course, come 5c a hundred less, but the bags generally come more or less damaged. A small hole soon leaks away the profit and there are also the chances of having to handle it in all kinds of weather, while the barrels holding 300 pounds are much cleaner, no waste, seldom damaged, just as easily stored and handled. The empty barrels bring easily 25c each while the bags are practically useless. A few bags for people who insist on buying a hundred pounds is all right, but then again, why push the sale of bags of sugar when you can make just as much by selling \$1 worth.

E. D. Marceau and Mrs. Marceau are entertaining a party of friends at the Kaneron Fishing Club, up Nominique way. Mr. Marceau will spend about ten days in the fishing district.

BARGAINS

RAISINS FOR PROMPT BUYERS

203 (22 lbs.) Boxes of "Countess Clusters" Raisins. Value \$2.50.
To be sold at **\$1.50.**

96 (22 lbs.) Boxes of "Duchess Clusters" Raisins. Value \$3.75.
To be sold at **\$2.50.**

FIRST ARRIVE! FIRST SERVED!

JAPAN TEAS

We have been specially fortunate in our Tea purchases. We had closed the contracts for our supply of our famous **Victoria Tea** before the advance of prices, and we are giving this benefit to our customers.

The best Tea to retail at 40c. **The best value** to be had for the money.

CANNED GOODS

Do not hesitate to buy now!

The crop is late. Is your stock sufficient to carry you till the end of the season?

We have a full and complete line.

STRAWBERRIES The packers inform us that they have only succeeded in packing 45% of their orders. ***We shall fill all orders that we have on hand.***

It is very likely that for other canned goods the crop will fall below the requirements.

We have contracted for large quantities.

Send us your orders. ***We guarantee delivery,*** and we guarantee that the prices will be ***the lowest*** of the season. Write, telephone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors

Montreal



Scale No. 70

This is an automatic scale with a capacity of 100 lbs. Computing part from 3½ cents to 60 cents per lb.

It has absolutely no springs and is built on the principle of our No. 11 scale—the scale that made the Stimpson scales famous.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

APPLE MARKETS AND PRICES.

Views of the Dominion Government Expert on the Present Situation.

The July crop report just issued by the fruit division of the Dominion Department of Agriculture, says of market conditions for apples:

The crop reports from the New England States and New York, show that the conditions for winter apples are almost as good as last year; but there is a great shortage on the whole crop. Michigan shows less than an average crop. The Canadian crop of winter apples will probably aggregate not more than an average crop or perhaps slightly below, taking into consideration all the exigencies yet to be met. On the other hand there will be a decided shortage in the United States of fall and early winter apples. Missouri, Kansas, Tennessee and practically all the states producing the apples which go upon the market up to Christmas time, report a very light crop, in some cases amounting to a total failure. Summer, fall and early winter apples in Canadian orchards will be decidedly light as a whole. Taking these conditions in connection with the probable light crop of apples, and only a moderate crop of all other fruits in Great Britain and Europe generally, it would seem that the demand in Canada for all classes of apples would this year be exceptionally good. It is true that in

district No. 3 the apple crop is somewhat better than last year; but the aggregate in this district is too small to have any appreciable effect upon the general market.

Growers and shippers should not forget that the foreign demand for summer and early fall varieties from the United States, and particularly from Canada, is increasing yearly, and it is more than probable that Canadian apple growers of early varieties can compete successfully with the English apple growers in the markets of Great Britain. Indications this year would certainly point to a small crop competing with Canadian Astrachan, Duchess, early Gravensteins and other varieties of the same season. What is necessary, therefore, is preparation now by the co-operative associations and large dealers who can gather the smaller lots and ship with cold storage facilities from the initial station to the end of the ocean voyage.

Judging from last year's prices and the conditions this year, it would seem that an equally good, if not a better market, is to be found in the Northwest. During the months of September and early part of October, 1906, the Northwest was receiving large shipments of American apples at prices that would certainly satisfy the Canadian grower. At the same time small growers were complaining to the fruit division that they had a surplus of Astrachans and Duchess. It is to be hoped that every district producing an appreciable quantity of early apples will this year be organized co-operatively so as to prevent this fruit going to waste.

There are fewer orchards sold now than at the same date last year. This must be attributed in part to a growing sentiment that the speculative element in apple selling shall be reduced to the lowest possible limit. Another influence is to be found in the unfortunate experience of buyers who bought last year "by the lump." The grading demanded by the Inspection and Sale Act made it necessary to sell a large proportion of the apples as No. 3. Better informed this year on the legal grading insisted upon by the Dominion fruit inspectors, they are buying more cautiously by the barrel, graded strictly No. 1 and No. 2.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

SPECIAL and SEASONABLE NORWEGIAN SARDINES

(Sea King Brand)

Packed in FINEST OIL and Tomato Sauce. Beats anything yet offered.

WARREN BROS. & CO., LIMITED
TORONTO

**STAUNTON'S
COLOR
TREATMENTS FOR
1908 ARE SUPERB**

All Goods 16 yds. to Double Roll.

Excellence of Workmanship, the use of materials of Highest Quality, combined with Skillful Color Manipulation gives a Face Value which is far above that of similar grades of other makes.

This conspicuous Face Value costs you nothing, but you get an extra profit if you handle

STAUNTON'S WALL PAPERS

Salesmen are showing new samples—Wait for them. If in a hurry, a post card to us will hasten his call.

STAUNTONS Limited
MAKERS OF SUPERIOR WALL PAPERS TORONTO

A SPECIAL OFFER

We are spending a great big sum of money in advertising our

Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE-GEORGESON CO.,
Winnipeg, Man. Limited

BARBADOES and PORTO RICO MOLASSES

In Puncheons, Barrels, Half-Barrels and Cans

SUGAR CANE SYRUP

Ask for Quotations.

AGENTS

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.



**Capstan Brand
Pure Tomato
Catsup**

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Breakfast Bacon

Buy The Best



MADE BY
FEARMAN
HAMILTON

"That Nutty Flavor"

That, with wholesomeness, is what your customers are looking for

CORONA
HAMS
and
BREAKFAST
BACON

have these qualities and are certain to tickle the palate.

They'll make money for you, why not try 'em?

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

It Means This

The RYAN BRAND means the maximum of purity and wholesomeness. That's why our

Bacon
Ham and Eggs
Cheese
Butter
Sausage
Bologna
and
Lard

will be most pleasing to your customers.

It means, too, that they'll come back again.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

While well governed casual puzzles present it shows which to wait with this time, but The present year has been from before present level.

Local are no impression how to stand advanced be seen due to some of this month.

Stock are held in 190 figures 91,057 same date a 1,094,0 1906.

Exp against 68,434 ports against seen are fa

The market export what \$6.65 light will see the Oling. Total cumulative in fact stock week

The market trade, expect back high

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

While the average dealer can pretty well guess what has caused the recent movements in the cheese market, the casual observer would be more or less puzzled, and at a loss to account for the present situation. Cheese is higher than it should be, considering the conditions which exist. Quotations run from 11½ to 11¾ cents. These are too high figures to warrant much business. Compared with the prices which ruled last year at this time, 11¼ to 12½ cents, they are lower, but then, conditions are different. The prices which ruled during August of last year established a record. There has been of late practically no inquiry from England, as there is hardly likely to be anything in the way of sales before prices decline to a more reasonable level.

Locally the prices which are quoted are not regarded seriously. The general impression is that they will not last. But how long will they hold good? Circumstances certainly have not warranted an advance. Therefore, and from what can be seen the advance is, in all probability due to manipulation. It is reported that some dealers have been caught short and this may explain matters a little also.

Stocks are heavy, if anything they are heavier than they were at this time in 1906. According to Board of Trade figures receipts last week amounted to 91,057 boxes, against 100,437 for the same week last year. Total receipts to date are reported 1,000,995 boxes, against 1,094,663 boxes corresponding period 1906.

Exports last week were 72,626 boxes, against 109,098 boxes previous week, and 68,434 boxes same week last season. Exports for the season 891,112 boxes, against 1,034,655 boxes 1906. It will be seen from these figures that shipments are falling behind.

Butter is very high, and the market is firm. Owing to the unattractive prices there is not a great deal of activity in this commodity, and dealers do not anticipate much improvement while prices are such at now rule.

Creamery is quoted around 22½ to 22¾ cents, while dairy is being sold to the retail trade at figures running from 18½ to 20 cents.

Receipts have not been as satisfactory as in former seasons. Owing to the backward spring many were late in getting started, while the high figures obtainable for cheese led more than one creamery to make cheese instead of butter. However, it is thought that present quotations being high many will be induced to abandon cheese in favor of butter, which would result in larger arrivals.

The quality of the butter arriving lately has not been in every instance up to the mark. Some lots received have contained packages which were mouldy. This is not surprising, considering the amount of wet, disagreeable weather we have had of late. There will be an improvement in the make if weather conditions are more favorable.

Demand from the Old Country is light, while local trade is checked by the high prices demanded.

Receipts last week were 18,805 packages, against 29,933 packages same week last year. Receipts since May 1 amount to 218,538 packages, against 335,952 packages same period 1906.

Shipments show a falling off, only 9,349 packages being exported last week, against 11,743 packages previous week, and 15,743 packages last year, same week. So far this year shipments have amounted to 36,062 packages, against 173,537 packages in 1906 during the same period.

THE PROVISION SITUATION

There is a slightly easier turn to the market this week, both domestic and export. Prices for live hogs are somewhat uneven, packers quoting from \$6.65 to \$6.85 f.o.b. shipping points and light deliveries are looked for. This will suit the packers very well because the Old Country market is not promising. There seems to have been an accumulation there of heavy products not in line with the demand, due to the fact that the farmers have held their stock too long. Export shipments last week were about normal.

The easier feeling in the domestic market is not very pronounced. The trade, while fair, has not been up to expectations. This is partly due to the backward season and to some extent to high prices. While stocks are not ab-

normally heavy, there is noticeable a tendency on the part of some packers to shade the prices. This is true especially in regard to bellies and backs, but hams and short cut are also fractionally easier.

Lard, on the other hand, is tending firmer. The Canadian product does not nearly satisfy the domestic demand and the American costs, laid down in Toronto, say 11½c, while Canadian has been on a basis of 11c. The natural tendency is to close the gap. The fresh meat trade is seasonably quiet with lower prices.

The American provision market is very quiet. The Journal of Commerce, reviewing last week, said:

"There have been no new features in hog products the past week, neither ac-

tivity on the spot nor in futures. Cash demand has been of the minimum volume for the summer season, both home and export, and prices have been easy, while futures were easier early in the week with hogs, but firmed up later in sympathy with corn. Trading was extremely light, as there is nobody in the market but the packers, and they did not appear to be operating, but simply allowed prices to take care of themselves on light offering and demand, as the trade are afraid to sell short, while the packers own the cash stock and could squeeze them if they did. In beef products there have been no developments or change of interest, but stocks of canned meats are the lightest in three years and demand fully equal to offerings, as prices are the same as a year ago, while cost of canning cattle is 1c per pound more."

PROVISION MARKET'S

TORONTO.

PROVISIONS.—The demand for smoked meats has scarcely fulfilled expectations and there is a slightly easier tone to prices. Rolls, hams and short cut appear to be the products upon which prices are being shaded. In a railway wreck between Hamilton and the Falls last week a carload of hams from Chicago to a Toronto house came to grief. They were probably intended to even up stock for some house whose product had not been going out evenly and did not necessarily indicate any tendency in the market. Lard is rather firmer to keep pace with the price movement across the line and some are asking ¼c more for tierces. A ¼c has been taken off the low price on rolls and hams. Short cut is quoted 50c a barrel lower, though there has been an advance of 25c in the cost of barrels since the first of the year. Fresh meat is lower and trade is quiet.

Long clear bacon, per lb.....	0 11	0 11½
Smoked breakfast bacon, per lb.....	0 15½	0 16
Roll bacon, per lb.....	0 11	0 11½
Small hams per lb.....	0 15	0 15½
Medium hams, per lb.....	0 14½	0 15
Large hams per lb.....	0 13½	0 14
Shoulder hams, per lb.....	0 10½	0 11
Backs, plain, per lb.....	0 17½	0 17¾
" pea meal.....	0 16½	0 17
Heavy mess pork, per bbl.....	19 50	20 00
Short cut, per bbl.....	21 50	22 50
Lard, tierces, per lb.....	0 11	0 11½
" tubs.....	0 11½	0 11¾
" pails.....	0 12	0 12
" compounds, per lb.....	0 10	0 10
Plate beef, per 200-lb. bbl.....	12 50	13 00
Beef, hind quarters.....	9 00	10 00
" front quarters.....	5 50	6 00
" choice carcasses.....	7 50	8 25
" common.....	5 00	6 00
Mutton.....	0 08	0 10
Lamb.....	0 14	0 14
Hogs, street lots.....	9 25	9 50
Venison.....	0 08	0 09½

BUTTER.—The market is firm and while some dealers are quoting last week's prices, others are up a cent for prints and choice tubs. While there is no shortage the holdings here are considerably less than usual at this time, the pastures are drying up and last week saw a beginning of the export movement.

	Per lb.	
Creamery prints.....	0 23	0 24
Creamery solids.....	0 20	0 21

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

WINDSOR SALT
 TABLE, DAIRY and CHEESE SALT
 FINE and COARSE SALT
 Write for prices
Toronto Salt Works
 Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
 If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
 218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
 —WE ARE—
BUYERS and SELLERS
 Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter
Tubs
Boxes and Paper
 Best Goods, Prompt Shipment
 Prices Right
WALTER WOODS & CO.
 Hamilton and Winnipeg

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

Dairy prints, choice.....	0 20	0 21
" " ordinary.....	0 18	0 19
" " tube choice.....	0 18	0 19
" " tube, ordinary.....	0 17½	0 18
Baker's butter.....	0 17	

EGGS.—The egg situation is firm, though this is not the time of year when the egg man expects to make his fortune. Receipts are lighter and the shrink is at its heaviest. The extra quality of eggs all season has however helped to continue the demand. Prices here are ¼c to 1c higher.

Eggs.....	0 18½	0 19
-----------	-------	------

CHEESE.—Prices here are about unchanged and the demand is ordinary.

New ".....	0 11½	
" " twins.....	0 12	0 12½

HONEY.—New crop comb honey is very scarce. Trade is quiet.

Honey, strained, 60 lb tins.....	0 11	
" " 10 lb tins.....	0 12	
" " 5 lb tins.....	0 12	
" " in the comb, per doz.....	2 00	2 50
Buckwheat honey, per lb.....	0 5	0 05
" " in comb, per doz.....	1 50	

POULTRY.—Receipts are quite sufficient to meet the demand and there is a fair trade at unchanged prices. Indications point to a liberal supply this fall.

Live Weight.		
Spring chickens, per lb.....	0 12	
Old fowl.....	0 09	
Ducks.....	0 08	
Spring ducks.....	0 10	
Dressed weight.		
Spring chickens, per lb.....	0 15	
Old fowl.....	0 10	
Ducks.....	0 10	
Spring ducks.....	0 12	
Tom Turkeys.....	0 12	
Hen.....	0 14	

MONTREAL.

PROVISIONS.—Lard is quiet, but there is a good demand for smoked meats considering the season. Hams and bacon are slightly easier in price, as will be noticed on referring to quotations.

Lard, pure, tierces.....	0 11½	0 12½
" " 56-lb. tubs.....	0 12	0 12½
" " 20-lb. pails, wood.....	0 12	0 12½
" " cases, 10-lb. tins, 60 lbs. in case.....	0 13	0 13½
" " 5-lb. ".....	0 13	0 14
" " 3-lb. ".....	0 14	0 14½
Lard, compound, tierces, per lb.....	0 10	0 10½
" " tube.....	0 10½	0 10½
" " 20-lb. pails, wood.....	0 10	0 10½
" " 30-lb. pails, tin.....	0 10	0 10½
" " cases, 10-lb. tins, 60 lbs. in case.....	0 10½	0 11½
" " 5-lb. ".....	0 10	0 11
" " 3-lb. ".....	0 10½	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	22 00	22 50
American short cut clear.....	23 00	23 50
American fat back.....	22 00	23 00
Breakfast bacon, per lb.....	0 14	0 15½
Hams.....	0 12½	0 16
Extra plate beef, per bbl.....	14 00	

BUTTER.—There has been an advance in butter and consumption has been checked by it. Dealers report a falling off in demand on the part of retailers.

New creamery, choice, boxes.....	0 22	0 2
" " pound prints.....	0 23½	
Dairy, tubs.....	0 19	0 20

CHEESE.—Cheese prices are high, probably through manipulation. It is not expected that present quotations

will rule for any period. Business is slow.

Cheese, old.....	0 15	0 16
" " new, large.....	0 11½	0 11½
" " twins.....	0 11½	0 12

EGGS.—Eggs are in fair demand at steady prices. Dealers are quoting 19½c to 20c for selects, while 18c is accepted for No. 1 fresh. No. 2 run all the way from 13c to 16c but there is little demand for them. Receipts are satisfactory.

HONEY.—Buckwheat honey is lower this week. Clover is now quoted, dealers asking 8c to 9c. New crop will be on the market shortly.

Wite clover comb honey.....	0 12	0 15
Bk wheat.....	0 07	0 08
Clover, bulk.....	0 08	0 09

THE EGG QUESTION IN TEXAS.

Houston Post.
 "That lady," said the new clerk, "wished to know if these eggs were fresh; how do I tell when eggs are not fresh?"
 "You don't."

RED ROSE RUSTLERS.

In Annual Session at St. John—Western Men Win Ball Game.

The Red Rose Tea traveling staff have been in their annual session in St. John, N.B., this week. Despite the absorbing interest of the discussion of ways and means for convincing the entire population of Canada and the adjacent States that "Red Rose tea is good tea," they found a little time for recreation. They made the trip to Digby on Wednesday and a game of baseball was arranged between the eastern and western travelers. Under the direction of G. H. Campbell, the Toronto manager, the western men won by a score of 10 to 6. This was going some for the east can play ball.

OUTLOOK FOR FRUITS.

A. McNeill, chief of the fruit division of the Dominion Department of Agriculture, in the fruit crop report just issued, says:

"There will be a fair crop of peaches in the Niagara district.

"The crops in the counties bordering on Lake Erie are almost a complete failure. This is particularly noticeable in the late varieties."

There has been almost a universal reduction in pear prospects during July. Indications are for a half crop only in the Niagara district. The crop is practically a failure in the Essex peninsula. An average crop is looked for in the Annapolis valley. Pears in British Columbia promise to be a medium crop.

For plums the outlook on the whole is far less encouraging than a month ago. A heavy drop is reported and the crop in the commercial plum sections is deteriorating rapidly.

The general outlook is for a medium to full crop of grapes in commercial vineyards.

The sale of Wilson's



FLY PADS

is many times larger than that of all other fly poisons combined.
 Avoid cheap and unsatisfactory imitations
ARCHDALE WILSON, - HAMILTON



It's Never too Early to Begin

If you are not handling our high-class goods already now is the time to start. Ours are profit bearing lines and their infinite variety gives you something to choose from.

CLARK'S

**Lunch Tongue Ox Tongue
Potted Ham Devilled Tongue**

are specialties to push this warm weather. Write us and we will supply you at once.

WM. CLARK - MONTREAL

O'Mara's Bacon

I receive many unsolicited testimonials. The following is worthy of publication.

Toronto, July 19, '07

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Eskimo holds walrus fat
Between his greasy paws,
The Frenchmen nibbles froggies' legs,
New Yorkers gobble clams,
But **Jack Canuck** who knows what's
what,
Sticks to **O'Mara's Hams.**

JOSEPH O'MARA

Pork Packer, Palmerston, Ont.

The Manitoba Canning Co.

Grande Pointe, Man. LTD.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

**A LONG STORY IN
FEW WORDS**

Reliable



Preferable



Saleable



Profitable

**Truro Condensed Milk Co., Limited
TRURO, N.S.**

CEREALS AND CONFECTIONERY

Wheat Markets Easier—Large Quantity of Last Year's Crop is a Factor—Flour Trade Very Quiet—Oat Products Very Firm and Higher Prices Looked For.

The speculative wheat market is carrying a somewhat burdensome amount of last year's crop and the grain men are anticipating lower prices with an advance later on. Conditions for the growing crop are not too good. A few more hailstorms like that reported from Reston, Man., on Tuesday, would make a change. The report stated that 153,000 acres were stripped of their crops. The strong feature of the present situation is oats. There is heavy buying in Chicago, the Ontario crop is small, and the outlook is for high prices.

The flour trade is very dull. The market here is a shilling out of line for export and what domestic buying there is is merely from hand to mouth. Cereals, especially oat products, are very firm. The oat crop and resumed consumption, the millers think, will soon justify higher prices. In the meantime prices rule unchanged.

MONTREAL.

FLOUR.—Trade is reported excellent, local demand being very strong. Good shipments are being made by various millers to South Africa, the Old Country, and other foreign parts. The tendency of the market is to firmness.

Winter wheat patents.....	5 00
Straight rollers.....	4 40
Extra.....	4 20
Straight rollers, bags, 90 per cent.....	1 75 2 40
Royal Household, bags.....	5 10
Glenora.....	4 50
Manitoba spring wheat patents.....	5 10
" strong bakers.....	4 50
Five Roses.....	5 10
Buckwheat flour.....	2 25 2 30

ROLLED OATS.—There is reported but a fair demand for rolled oats. The market is quite featureless.

Fine oatmeal, bags.....	2 60 2 75
Standard oatmeal, bags.....	2 60 2 75
Granulated.....	2 60 2 75
Gold dust oatmeal 98 lb bags.....	1 70 2 00
White oatmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	2 41 2 50
" 80-lb. bags.....	2 30 2 37½
bbls.....	5 05 5 35

FEED.—The feed situation is slightly better this week, but high prices still rule. Millers, however, are a little better able to fill orders than they have been for some time past.

Ontario bran.....	18 00 19 00
Ontario shorts.....	23 00 24 00
Manitoba shorts.....	23 00 24 00
" bran.....	20 00
Mouillie, milled.....	23 00 30 00
" straight grained.....	28 00 30 00
Feed flour.....	1 35 1 45

TORONTO.

FLOUR.—Prices are unchanged and trade is not very active. The buying is only for immediate consumption. The dullness rather induces some shading of prices, but there are no changes on the merits of the situation.

Manitoba Wheat.	
80 per cent. patents.....	4 90 5 00
85.....	4 50
Strong bakers.....	4 30 4 40
Winter Wheat.	
Straight roller.....	4 25 4 35
Patents.....	4 45 4 55
Blended.....	4 35 4 40

CEREALS.—Millers report a good demand for the season. Oat products are very firm on the basis of an outlook for high priced oats. The crop in Ontario it is said will be short. Prices at present are unchanged.

Rolled wheat in barrels, 100 lbs.....	2 75 3 00
Rolled oats, in wood, per bbl.....	5 25
" " in bags, per bag 90 lbs.....	2 51
Oatmeal, standard and granulated, per bbl.....	5 55
" " in bags 98 lbs.....	2 65

THE APPLE CROP.

Chief McNeill Reports on the Situation in Various Districts.

Reviewing the apple situation by districts, A. McNeill, chief of the fruit division of the Dominion Department of Agriculture, says in the July crop report that prospects have declined considerably during the month, owing to an exceptionally heavy "drop" everywhere, due to spring frosts and dry weather. Generally speaking, the yield of early fall apples will be below the average and winter apples as a whole will be an average crop of excellent quality. He says of the districts:

NAP. G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

In the counties on Lake Erie early apples will be light and several complete failures are noted. Fall varieties are reported light to medium and winter varieties medium.

Yellow Transparent, Astrachan and Duchess apples are a light crop, with a few failures, especially among the Astrachans.

Wealthies, Gravensteins, Colverts, Bellflowers and Ribstons are reported light to medium, and Alexanders a light crop.

Spies and Greenings promise to be light to medium, while Ben Davis, Rus-

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

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

sets, Kings and indications of

In the county inland to York apples are light failures report

Greenings an average yield; Ben and Baldwins medium to full

In the county and north apples are reported instances near apples medium

Alexanders, stons vary from Spies, Russets Baldwins show Duchess, Colv Bellflowers and crop.

In the Ottawa the present out is a light to Yellow Trans

YOU MANUFACTURE

of Grocers' Special ought to be interested and Supplies.

MALT EXTRACT BUTTER FLAVOR ICE CREAM POWDER ESSENCE AND YEAST BREAD

You may find now paying. Drop

CHARLES 43 and 45 LONDON, E.C.

EP

Special in Nova Scotia, I

THE NUTR

It has

Mc

are just as p

McLAUCH

CEREALS AND CONFECTIONERY

sets, Kings and Baldwins give favorable indications of a medium crop.

In the counties on Lake Huron and inland to York county early and fall apples are light to medium with some failures reported among early varieties.

Greenings and Spies promise an average yield; Ben Davis, Kings, Russets and Baldwins at present indicate a medium to full crop.

In the counties bordering on Lake Ontario and north to Georgian Bay early apples are reported in the majority of instances nearly a medium crop; fall apples a medium crop and winter apples medium to full crop.

Alexanders, Gravensteins and Ribstons vary from light to medium, while Spies, Russets, Kings, Ben Davis and Baldwins show a medium to full crop. Duchess, Colverts, Fameuse (Snow), Bellflowers and Greenings are a medium crop.

In the Ottawa and St. Lawrence valleys the prospects are good for an average yield of fall and winter varieties: the present outlook for early varieties is a light to medium crop.

Yellow Transparent will be a medium

crop, Duchess somewhat better, Alexander, Wealthy and Fameuse, light to medium. McIntosh Red promises nearly a full crop.

In New Brunswick and Northwestern Quebec apples are reported to have set well, but will be very late this year.

A medium crop of Yellow Transparent, Astrachan and Duchess apples is expected.

In the Annapolis valley the prospect is very good for a medium crop of fall and winter apples. The early varieties will be below average. Although the blossoms were delayed at least two weeks, the weather recently has been so favorable that the apples are nearly as far advanced as usual.

Gravensteins promise a fair yield; Ben Davis and Greenings are set for an average crop; Kings, Ribstons, Baldwins and Golden Russets are light to medium; Nonpareils and Spies are reported below average.

The quality promises to be much better than last year, partly due to the season so far unfavorable for fungi, and partly because of thorough spraying.

The prospect in British Columbia has depreciated slightly, but a medium crop of apples is expected. It is impossible as yet to estimate the damage done by recent hailstorms at Armstrong and in the Okanagan district.

YOU MANUFACTURERS

of Grocers' Specialties and Confectioners' Goods ought to be interested in our price list of Chemicals and Supplies.

- MALT EXTRACT
- BUTTER FLAVOR
- ICE CREAM POWDER
- ESSENCE AND HARMLESS COLORS
- YEAF0 BREAD IMPROVER

You may find our prices lower than you are now paying. Drop us a line and see.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - ENGLAND

THE SUGAR SELLERS.

Nicholson & Bain, Winnipeg, Calgary, and Edmonton, have been appointed sole agents in Manitoba, Saskatchewan, and Alberta, for the sale of the sugar refined by the British Columbia Sugar Refining Co., Vancouver.

GETTING SETTLED.

Wm. H. Dunn are this week occupying their new Toronto office at 27 Front St. East. For a time John T. Logan, whose specialty is Caillier's chocolate, will be in charge. He is arranging for a very attractive display at the Exhibition.

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

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

THE MOST NUTRITIOUS COCOA

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLAUCHLAN'S CREAM SODA BISCUITS

are just as perfect as Soda Biscuits can be baked—and they hold their goodness.

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

A Name Isn't Everything

although it amounts to a good deal more than the ancient proverb cobbler knew. When one lady helps another to

Perfection Cream Sodas

there's more in this particular name than some Grocers imagine.



are not only baked just as perfectly as biscuits can be baked—they are also perfectly packed—packed in such a way that their goodness is lasting.

The particular housewife will tell you there's a great deal in the name

Perfection Cream Sodas
and most Grocers know it.

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



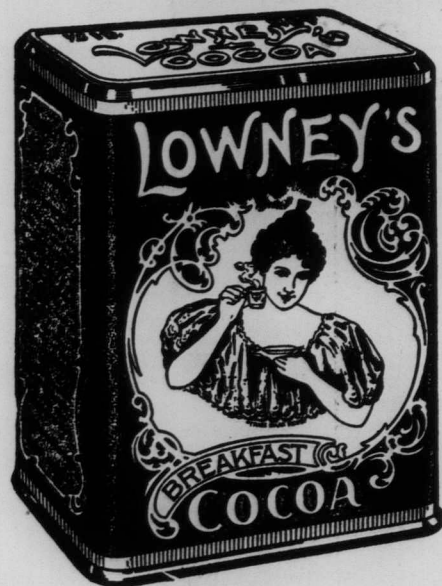
COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents: **J. & G. COX, Ltd.**
C. E. Colson & Son, Montreal
D. Masson & Co., Gorgie Mills
A. P. Tippet & Co., EDINBURGH

Dealers are requested to write for special free deal.



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., MONTREAL, CAN.



LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Remember

Full weight in every package of McLean's White Moss Coconut and costs you no more. "Ask for it."

Canadian Coconut Co.
Montreal, Canada

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



Offices:
St. John, N.B.
Montreal, Que.
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Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO.
BRANDON, MAN. LIMITED

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

The Toronto Home
of

Cailler's
GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-ay)

is at

27 Front St. East

Orders Promptly Filled.

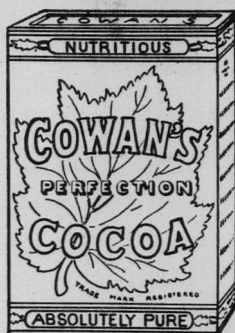
SOLE IMPORTER

WM. H. DUNN

396 St. Paul St.,
Phone Main 685,
MONTREAL.

27 Front St. East,
Phone Main 7658
TORONTO.

Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

**COWAN'S
COCOA and CHOCOLATE**

are the best on the market and just as near perfection as human ingenuity and carefulness can make

COCOA and CHOCOLATE

If it's Cowan's it's all right.

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

It is always to be depended upon as doing everything claimed for it.

Mott's

"Diamond" and "Elite"
brands of

Chocolate

never fail in pleasing your customers—
that's why it pays you to handle it.

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly
and Frame-Food Cocoa).

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

IDEAS OF AN
OLD GROCER

Some Hints which Merchants
Generally may Utilize with
Advantage.

Editor Canadian Grocer,

Dear Sir,—I am an old roadster and am having a few holidays and so have a few moments to sit down and write a letter.

I have been in the grocery business for nearly twenty years, and representative of the best houses in the line I carry in the country for over fifteen years, so have had a little experience.

If there is anything I desire to do more than another, it is to render honor where honor is due, and thus it is that I desire to say that the efforts of the Canadian Grocer to influence the salesmen of the Dominion and everywhere it goes with a desire to attain perfection in the art of window dressing is certainly most commendable and something that was very much needed in this and other cities. The molding effects of a trade journal that works along the lines of the present management of The Canadian Grocer cannot but be felt and seen by any observer. It certainly must be gratifying to the grocers in this and other cities to see the marked influence its pages have had along the line of window dressing upon their salesmen. I know many, I might say hundreds, that have become alive to the advantages to be obtained by reading its pages along these lines. It has entered into and has had a molding and beneficial influence on the salesman, the grocer himself has not had, mostly perhaps for lack of time, and it is here where the value of such journals is made evident. No one can estimate the true value of such work or how far-reaching its influences are. In these busy days when everything has to be done at break-neck speed, while the grocer is busy thinking of other things, the journal is silently molding and making his salesman a better man, the future grocer of the nation, a help to his employer instead of an extra load, a man, who, instead of being carried by his employer, will help to carry him and make his road smoother and easier.

* * *

Is such an influence worth two dollars a year? Is it worth a hundred? If every merchant employing salesmen would make it a point to present each of his clerks with a paid-up annual subscription for The Grocer, he could not spend ten or twenty dollars to better advantage. He would only be doing his duty to his salesmen and would receive in return a hundred fold, yea, much more.

There are hundreds of salesmen hungering for the light and would be only too glad to receive such recognition of

their master's good will. Let the employer give his salesman to feel that he takes an interest in him, that he looks upon him as something more than a machine and behold the change in the carriage of the man.

* * *

What can be more attractive than a tastily dressed window to the passer-by or intending purchaser? How much does it add to the beauty of the store, to the satisfaction of those within and without? The very atmosphere which surrounds it is exhilarating and conducive to cheerfulness, and hence to increase of business.

And what can be more desirable than a cheerful salesman? There are many firms in large cities who pay very large salaries for doing this kind of work alone, and they find it pays them well or they would not continue it as they do. It is by cultivating the higher and finer faculties and talents that we become the most valuable.

* * *

I know some salesmen in this city, who, through the inspiration of The Canadian Grocer are to-day earning good salaries as window dressers and under the same inspiration many more are trying hard to equip themselves for similar positions. The management's efforts seem also to run along the line of trying to inspire the salesmen with a desire to cultivate the faculty for selling the best goods. Their efforts are having their effect, which is plainly to be seen by the largely increased sale of fine goods to-day. Every grocer should feel grateful to the management for in doing this they are trying to make the salesmen what every grocer should desire, a first-class salesman, a credit to himself and his employer, a credit to the country, and one who has developed himself in the highest sense of the word. It is pleasant to watch an expert window dresser handling and displaying fine goods. No man can do so without becoming affected by their refining influence and he will soon show it just as surely as he will the effects of good company and good manners. Good customers desire good goods just as surely as they desire good company and goods properly displayed meet their affinity of taste. Nicely put up goods are thoughts expressed and a man cannot be dealing in and be among them without becoming influenced by them. "I would rather live surrounded by fifty cent thoughts than ten-cent ones any day," said a salesman to me the other day. "I never sell a good thing without feeling the better of it. I am not ashamed to meet my customer afterwards and

I never sell a poor article without feeling mean."

Did you ever watch the difference between the salesman who has cultivated the faculty for selling fine goods, and the salesman who has learned to display and sell inferior ones? If not, do so at once and you will soon see how much you are indebted to such efforts as the management of The Canadian Grocer are making to draw out and cultivate the best that is in your salesmen.

* * *

There is another side to this. If the grocers only knew the effect a nicely dressed window has upon the traveling salesman in reference to inspiring him with a confidence in the matter of credit they would consider the matter of more importance. As the buildings in a city or town indicate the character of its people, so do nicely dressed windows indicate a certain portion of the characters of those who occupy the stores. If a salesman dresses his window tastily he is surrounding the store with a beneficial atmosphere and giving silent lessons to those in it. When a commercial man enters a city or town to sell goods, there are certain signs that indicate certain conditions he looks for outside of commercial agencies known to himself. A tastily dressed window is one of them.

Yours for betterment and progress.
Toronto. "HUSTLER."

CANADA'S GREAT EXHIBITION.

Large Exhibits of Pure Foods and Provisions of Special Interest to Grocers.

Canadians are and should justly be proud of their national exhibition, one of the events of great annual interest, which opens this year on August 24th. Almost everyone within a radius of a couple of hundred miles from Toronto makes a yearly visit to the fair, and this year, with the excursion rates on several American lines and the usual reduced rates on the Canadian railroads the attendance promises to be above any former record. Grocers are always interested in the extensive displays of pure foods and provisions which manufacturers make, and the secretary informs us that the present year this feature will be considerably extended. The other departments of the exhibition will be up to and above any previous mark and with several magnificent new buildings, on which, by the way, \$400,000 has been spent, including the removal of practically all the older buildings on the grounds, the fair will be worthy of a visit from any Canadian.

\$45,000 spent on outside attractions assures the excellence of this feature of entertainment and the fact that \$50,000 is being offered in premiums should be of particular interest to prospective exhibitors.

W. H. Richardson, with Chase & Sanborn, Montreal, has returned from his holidays.



Quality Always Wins!

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

Only the purest ingredients are used in the manufacture of

Magic Baking Powder

Gillett's Perfumed Lye

Gillett's Cream Tartar

Royal Yeast Cakes

Etc.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

gooseberries is moving up. California lemons are on the market and are meeting with favor.

Oranges—

Late Valencias (California), extra fancy, 86's	4 25	5 00
150's, 176's, 200's, 216's	5 50	5 75
Ovals, 80's 10's, 150's, 1/2-boxes	2 25	2 50
Sorrentos, 20's	3 50	3 60
Lemons, Verillia, 300's	5 00	5 50
" 2's 300, 360	4 50	5 25
" Messinas and Sorrentos, 360's	4 00	4 00
Lemons, California, \$2.40, \$3.00, \$3.60, \$4.20, \$7.00	0 35	0 75
Apples	1 65	2 50
Bananas, Jamaica firsts, per bunch	2 00	2 25
Bananas, jumbo bunches	1 55	1 50
Cherries, Canadian, cooking, per basket	5 50	8 00
Cantaloupes (California), per case	1 00	1 50
Limes, per crate	0 30	0 45
Watermelons, Florida, each	1 25	1 50
Gooseberries (Canadian), per basket	1 25	1 50
Black Currant	1 00	1 25
Red currants, per basket	0 13	1 16
Raspberries, per box	1 50	2 00
Peaches, per box, Crawford's	2 00	3 00
Plums, per 4-basket crate	3 50	4 00
Pears, Bartlett's, per box		

VEGETABLES.—Canadian tomatoes are beginning to arrive and are the feature of the market, but the quality is not very satisfactory. New potatoes are firmer. Spanish onions are slightly easier. Cucumbers and cauliflower both have taken quite a drop. New corn, Canadian celery and vegetable marrows are now on the list.

New potatoes, per bbl., American	3 75	4 00
New potatoes, Canadian, per bshl.	1 25	1 25
Onions, green per doz.	3 00	3 25
Onions, Spanish, per crate	2 00	2 00
Cabbage, Canadian, per bbl.	0 30	0 40
Beets, new, per doz. bunches	0 30	0 40
Carrots, Canadian, per doz. bunches	0 25	0 25
Lettuce, Canadian leaf, per doz. bunches	0 50	0 50
Spinach, fancy, per bush	0 25	0 25
Radishes, Roseland, per doz.	0 40	0 50
Cucumbers, Canadian, per bask.	1 00	1 25
Cauliflower, per doz.	0 35	0 50
Beans, green, per basket, home grown	1 25	1 50
Green peas (Canadian), per basket	1 00	1 25
Tomatoes, 4-basket crates, Canadian	0 25	0 25
imported, 4-basket crates	0 25	0 25
Parsley, per doz.	1 00	1 00
Egg plant, per basket	0 15	0 15
Corn, new, per doz.	0 40	0 50
Celery, Canadian, per doz.	0 75	0 75
Vegetable Marrow, per doz.		

FISH.—The fish market is steady with a fair demand, in view of the warm weather. Prices are practically unchanged. Mackerel is out of the market for the moment. The weather has been to warm to bring it forward until it can be brought in frozen.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 06	0 07
White fish, Georgian Bay, per lb.	0 10	0 12
Whitefish, winter caught, per lb.	0 10	0 10
Haddock, fresh caught, per lb.	0 07	0 07
Herring, medium, per lb.	0 05	0 06
" jumbo, per lb.	0 09	0 10
Sea salmon, per lb.	0 17	0 18
Trout, fresh, per lb.	0 10	0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl.	4 75	4 75
Cod, fresh caught, per lb.	0 08	0 08
Hallibut, fresh caught	0 08	0 10
Shredded cod, per lb.	0 08	0 08
Shredded cod, per doz.	0 90	0 90
Halifax fish cakes, case	2 40	2 40
Live lobsters	0 18	0 22
Bluefins, small white, per lb.	0 06	0 06

C. H. Catelli, Montreal, president of the Chambre de Commerce, has left on a trip to Europe.

300 Bags French Peanut Kernels

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL
Phone Main 4409

SEBASTIAN CODINA

GANDIA, PROVINCE VALENCIA

(Spain)

EXPORTER OF

RAISINS, ONIONS, PEANUTS,

Agents wanted in principal Canadian markets.
The best correspondence solicited. Samples will be sent free.

To Shippers of Produce

Our market is doing much better this week on choice Dairy Tub Butter—Parties having any to offer, phone us.

HONEY WANTED, either comb or extracted, will buy all you have to offer in any quantity.

In our new building we have equipment to handle the Produce Business and solicit your esteemed shipments.

WHITE & CO., Limited

TORONTO AND HAMILTON

LISTEN, PEOPLE!

Lemon prices will be rushing upwards soon. The wise buyer will "Do It Now," because the buying opportunity of to-day won't present itself again this summer.

"ST. NICHOLAS" "HOME GUARD" "KICKING" "PUCK"

W. B. STRINGER & CO., TORONTO

CONSIGN YOUR POULTRY

DEAD OR ALIVE

To THE DAWSON COMMISSION CO., TORONTO.

Correspondence Solicited

FOR FANCY TRADE

CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN

is

"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON

Established 1861

Guelph, Ont.

California Fruit

Its only business to let the people know we are offering the finest pack of **PEARS, PEACHES** and **PLUMS** at **lowest prevailing prices**. Write or wire your orders.

MONTREAL FRUIT EXCHANGE
195 McGill St. - MONTREAL

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply **the best at closest prices**.

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

We handle

SALT

and **SALT** only, and give every order careful, prompt attention

VERRET, STEWART & CO.
LIMITED
MONTREAL

FIRST AUSTRALIAN RAISINS.

The first shipment of Australian raisins to arrive in Toronto will be received in about a week. Perkins, Ince & Co. received advices of it Wednesday.

Commenting on the appearance of Australian raisins, the New York Journal of Commerce says:

"The appearance of Australian raisins in this market last week was, as one leading factor put it, 'the biggest surprise to the trade in ten years.' Entirely unannounced and unsuspected, there suddenly bobbed up at a time when the market was substantially bare and likely to remain so till well along in the fall, a fine lot of handsome fruit from a quarter hitherto undreamed of. True, the invoices aggregated only some 8,000 boxes, yet they were first-class goods and bade defiance to the men of the Coast, who had fondly felt that they were secure in the full possession of the world's available supply. Yet here were the goods, first-class stock, attractive in appearance and fine in flavor, ripening at a time exactly midway between seasons, and evidently marketable, even at this remote point, at a fair profit.

"It is merely another of those manifestations that the time is rapidly coming when enterprise will give the world a supply of fruit and seasonable delicacies the year round. Last winter this market received all through the bitter cold weather luscious fresh fruit from South Africa, equal to any ever grown in California. And before the snows had melted from the Catskills we had fresh fruit and vegetables from Texas and Florida. Then came apples from Australia, and now we have raisins as fine as any grown in sunny Italy. It has made many a man open his eyes and wonder if it wasn't worth while developing the warm climes of the Antipodes, especially if goods can bring fancy prices in a fruit depleted, but wealthy and extravagant northern country. When pears and plums can sell for 20 and 25 cents apiece in March and when new raisins can be marketed at 8 or 9 cents in July and August 10,000 miles from where they were grown, it is something to be reckoned with.

R. E. Lunham is now covering the city of Montreal for the Montreal Packing Company. Mr. Lunham formerly represented the firm in the Ottawa Valley.



THE BEST BY A BIG MARGIN

That's the opinion of most shrewd Grocers when it comes to stocking Fruit Essences. It is an easily proven fact that

SHIRRIFF'S *Highly Concentrated* Fruit Essences

are so much superior to the next best make that there is no comparison, stock Shirriff's and you corner the paying trade.

THE IMPERIAL EXTRACT CO. 18-22 Church St. TORONTO



This Trade Mark



On Every Package

THERE are many articles on the market nowadays that are known to the trade as "stickers"—they are hard to sell at any reasonable price. But it's easy to push a good article. "**HALIFAX,**" "**ACADIA**" and "**ATLANTIC**" Brands of Prepared Codfish, Halifax Fish Cake and Halifax Shredded Fish are easily moved because they are natural sellers. Anybody will buy a thing that makes such tasty and delicious food. Every customer who buys once becomes a constant customer and a profitable customer. It is worth while undertaking to push them to see how easily they move.

ATLANTIC FISH COMPANIES, Ltd.

LUNENBURG, - NOVA SCOTIA.



Pure Food is Essential
to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these
celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES,

CLAMS

SCALLOPS

AND

FINNAN HADDIES

We guarantee every tin we pack
Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

EFFECTIVE ADVERTISING
HOW TO PRODUCE IT

Brief Talks Given
Occasionally by
T. Johnson Stewart.

Trade journals south of the line are discussing whether the dealer pays for the big publicity campaigns of the large manufacturers, with a certain amount of "sweet reasonableness." Retailers are delivering addresses on "Publicity Advertising" with more vim than logic. They believe, generally speaking, that the retailer pays for big campaigns, while a few are clear-sighted enough to realize that publicity advertising worthy of the name, is a sure and certain trade creator.

The American Artisan sums up the situation cleverly in the following words: "There are always two sides—and sometimes more—to every question. Any innovation, especially of a commercial character, will be met by those who welcome and those who deprecate. And human nature is such that almost invariably the former will be those who profit by the innovation and the latter will be those who think they will lose. The intrinsic value of the thing is nearly always lost to view."

Thus far we agree with our contemporary.

"There is nothing sordid or mercenary about this condition; it is the natural law and works to conserve the interests of mankind. A new method of carrying on business must prove its worth to the greatest number or it has no right to interfere with the old established methods."

And that's all there is about the proposition! We agree with the New York Herald in designating that, and all such logic, as pure and unadulterated tommy-

Just as soon as any method of doing business has proven its worth to the greatest number that method is outclassed by saner and better business systems. And as a mere matter of fact, the publicity campaigns—big enough to be national and international in scope—are hardly what one would call innovations. "Bold and audacious pioneers" tested the matter a decade ago and are now enjoying the fruits of their daring and scheming brains.

Who pays for the immense advertising campaigns conducted by manufacturers in the United States and for the lesser publicity advertising of the Dominion.

It's an easily demonstrated fact that advertising of a wide and judicious nature has created stupendous markets. Indeed, if we could eliminate all advertising and its direct results during the last ten years, there would be no commercial history to narrate. It is well known that judicious advertising has been an immense boon to the consumer and that it has practically doubled the business of many jobbers and retailers, as well as increasing the manufacturer's output by a great big margin.

The consumer does not pay for the manufacturer's advertising because he finds advertised goods cheaper and better as a general rule. The jobber does not pay for it, for even although his margin of profit may be curtailed on single articles, the volume of his business is immensely greater. The same

applies to the retailer. The economic law of concentration explains the whole business. I know of two manufacturers in this Dominion who have been competitors for years. Their product is a few simple articles of absolute necessity in every household. A. advertises systematically and judiciously. His factory is constantly enlarging. He cannot meet the demand, but keeps on advertising as a mere matter of business insurance. B. can meet the demand—his demand all right. He does not advertise—except spasmodically. His competitor outsells him as a natural result and it's only a question of time until A. captures the whole market.

Who pays for A's advertising? The consumer is benefitted. The jobber and retailer find it good business sense to stock A's goods. And B pays for A's advertising in lost business and prestige.

* * *

Mr. Grocer! You can turn this subject upside-down, look at it from every point of the compass and then take a squint at it through a microscope, and if you can come to any other conclusion there's something the matter with your optic nerve.

The manufacturer, the jobber, the wholesaler, the retailer who does not advertise are bound to pay the advertising bills of the fellows who do. There's no other way for it.

It's a pretty safe proposition handling the goods of the manufacturer who advertises systematically and judiciously. He spends money to tell you about his values and you can depend upon it that his goods are about right. It's not his word I take as gospel in the matter, but his shrewd business sense. Because it would be utter folly to spend thousands of dollars in creating a market which his goods couldn't hold.

* * *

Mr. R. J. Donaghy, of T. A. Rowat & Co., is one of the many grocers who believe in common-sense and systematic advertising. Mr. Donaghy says: "We have used the two leading dailies of London for the past ten years—a fact that speaks for itself. We use the papers on alternate days, always changing the copy every issue and making a leader of some seasonable line when possible. I do not believe in spasmodic advertising, keeping at it in all seasons and pushing a speciality in its season is what counts. We have always made coffee our particular speciality and our trade for this alone is the largest in London."

* * *

If any grocer has doubts about the efficacy of advertising these strong words of our friend, Mr. Donaghy should go far towards dispelling them. There are men in all lines who look upon advertising as a necessary evil, but conditions governing commercial success are thinning their ranks very perceptibly. The T. A. Rowat Co. have advertised systematically for ten years and

Why Particular People Patronize London's Most Satisfactory Grocery Store

- 1.—Our store is the cleanest, brightest, and best appointed.
- 2.—We have every facility to aid us in giving our customers the best service.
- 3.—We carry the greatest assortment from which to choose, and guarantee everything we sell.
- 4.—We take the same care with your phone order as if personally given at our store.

Telephones, 1866 and 317.

To-day and Saturday we will sell regular 50c. size Navel Oranges for 38c. doz.

- Snider's Tomato Catsup—The best made, a bottle.....20c. and 30c.
- Snider's Cocktail Sauce—A highly-seasoned catsup, a bottle.....35c.
- Home-Made Catsup, a bottle.....10c. and 20c.
- Bengal Club Chutney—A delicious relish for hot and cold meats, a bottle.....20c.

Pin-Money Pickles.

The nicest sweet pickles made, 2 sizes; a bottle.....25c. and 40c.

Maple Syrup.

Get your supply now for canning. You can depend on ours to be pure. Bottles, 30c.; gallons.....\$1.15

Bendrop's Dutch Cocoa.

Is the nicest flavored and requires less than any other. Try it the next time you want cocoa, at, a tin.....10c. and 25c.

California Prunes.

- The brand we sell have thin, tender skin, and require little sugar.
- Large Size, 2 pounds for.....25c.
- Medium Size, 3 pounds for.....25c.
- Choice Apricots—A pound.....35c.
- Batcher's English Strawberry Jam—It's the best imported. A glass.....25c.
- Blood Oranges—A dozen.....25c.
- Florida Grape Fruit—Thin skinned and juicy, 10c., and 2 for.....25c.
- Choice Bananas, a dozen.....20c. and 25c.
- California Lemons (Seedless)—Largest size, a dozen.....30c.

For Saturday.

Choice Rhubarb, New Beets, Carrots, Cabbage, Tomatoes, Cucumbers, Crisp Lettuce, Radishes, Green Onions, Parsley and Celery.

T. A. Rowat & Co.
234 Dundas St.

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are in an excellent position to decide the vexed question—Should the retail grocer advertise? You know their answer, and you'll betray a good deal of sound reason by accepting their decision as final.

* * *

The ad. which we reprint in this issue is one of a dozen or more mailed to us some time ago by Mr. Donaghy. It is an ocular demonstration of our chief arguments. The introduction is brief and snappy—several good strong reasons for the popularity of "London's Most Satisfactory Store." There is nothing picturesque or freakish about this ad. The London Co. simply tell the story of their values in a straightforward salesmanlike manner, and price

talks pretty effectively in every line. While the ad. is undoubtedly a business bringer, as it stands, yet I think the printer might make it a good deal more attractive. At least I would whisper something like that to him when paying the bills.

* * *

There's just one point I would like to emphasize; all advertising should be looked on as an important part of your business. You should pay as much attention to it as you do to your buying and selling. Judicious advertising is always an excellent investment. The daily paper is the best medium for the retail merchant, and many like the T. A. Rowat Co. have proven it such.

ATTRACTIVE I.C.R. BOOKLETS.

For the lover of history and romance, as well as for the tourist and sportsman, Eastern Canada possesses attractions unsurpassed by any other portion of North America.

To present a few of the attractions of this beautiful summer land, which, notwithstanding the thousands who travel over the road each year, is yet a veritable terra incognita to the average tourist and sportsman. The passenger department of the Intercolonial Railway has prepared a beautiful and useful series of booklets. For general information this series is far in advance of anything of the kind ever presented to the public by this railway before, and should be in the hands of everyone seeking rest and sport.

The first of these publications is entitled "Tours to Summer Haunts." It is a pamphlet of some hundred pages, printed on coated book paper and generously illustrated with artistic half-tone reproductions of scenes incident to the text, with sub-heads in marginal indent, supplementing which is a schedule of tours and excursions from Montreal to the principal points of interest, and facilities offered to votaries of rod and gun, all interesting and instructive reading for even those who have no opportunity of visiting the places described. Then follow "Fishing and Hunting," "The Hunting Grounds of the Miemacs," "A Week in the Canaan Woods," "Big Game of the Southwest Miramichi," and "The Maritime Express," all of which are eminently practical subjects, indicated by their respective titles.

"Fishing and Hunting" has the game laws of the different provinces compiled in addition to tabulated information concerning the varieties of game and fish to be found in each locality along the whole line. It is a splendid effort to present desired information in concise form, and meets the requirements admirably.

"The Hunting Grounds of the Miemacs" presents to its readers a short historical reference to the tribe for which it is named, and directs the lovers of rod and gun where to find victims. It is an admirable little handbook, readable and full of information.

"A Week in the Canaan Woods" and "Big Game of the Southwest Miramichi" informs the hunter and tourist of the attractions of the territories indicated by the names.

"The Maritime Express" is really an annotated time table describing the locality of each station, and giving valuable information regarding business, sport and other data necessary or desired by travelers from Montreal to the eastern terminal of the road.

The booklets are legibly printed, well illustrated with half-tones, and each has a full four-page map of the country traversed by the railroad.

Sportsmen and tourists may obtain these interesting publications by applying to the company, mentioning this notice.

G. Mickleborough, Regina, who has been carrying on a dry goods and grocery business in that city for several years, is giving up the dry goods line and is making extensive alterations for conducting a first-class grocery business.

The Standard Olive Oil

BARTON & GUESTIER

BORDEAUX, France

ESTABLISHED 1725

Shippers of the Highest Grade

— OF —

Olive Oil

In Quarts, Pints and Half-Pints

JOHN HOPE & CO.

Sole Agents for Canada

MONTREAL



**POSITION OF
THE
WHOLESALE**

An address by President Judson of
National Wholesale Grocers' Asso-
ciation of the United States—The
right attitude in trade.

President William Judson of the National Association of Wholesale Grocers of the United States, at the annual meeting in Chicago recently at the end of the association's first year, delivered an address that will be read with interest by both retailers and wholesalers in Canada. He said in part:

"We wholesale grocers are constantly feeling the pressure of changed and changing trade conditions. No doubt the question often comes up in our reflective moments: "Are we of importance in the body economic?" I believe our services to the public are indispensable, but let us not overlook the fact that the measure of our security is the extent of our usefulness. Only so long as we serve the public as well for less money or better for the same money than the service could be secured through other channels, only so long and no longer will our position as trade factors be secure and our business prestige be unimpaired.

"Thoughtless and impotent declamation against conditions that exist will not solve our problems nor maintain our standing. Denouncing the manufacturer whose policy we may believe detrimental to our interests on the one hand, or

the public for patronizing catalogue houses on the other, will bring us no permanent advancement.

"We will deserve to maintain our honorable calling and our important and influential trade position only so long as we serve a great public need better than it can be served through other channels. We have maintained our position well up to this time, and, believing in the conservative strength of our great organization as I do, I have no fear of the future.

Must Conform to New Conditions.

"Let us bear in mind that if we are to keep pace with the mighty tide of human progress, we must be watchful of the public need, adaptable in policy and original in method. We may not listlessly follow in beaten paths because they led our fathers to success. If we are not alert—if we do not adapt our methods to changed conditions brought about by the needs of the public under the evolution of new modes of life, we may rest assured that someone else—not wedded to conventional methods—will take advantage of opportunities brought about by new conditions and secure trade prominence that legitimate-

ly belongs to us and which we might have had by the exercise of that 'eternal vigilance' which is the price of success. No class of business men are so favorably situated to take care of the needs of the public in the distribution of commodities as are the wholesale grocers, because of their organization, training and experience.

"I sometimes fear that we do not demand the recognition for the expert service we render the public which that service merits. Our money capital is only one feature of the capital we have invested in our business. We surround ourselves with organizations of experts whose knowledge of the commodities we distribute is a guaranty of their merit and protection to the public. Yet we permit the public to accept this service as a matter of course, and, I fear, too often permit our salesmen to go on the road impressed with the idea that cheapness is the only argument worth advancing—the only sure way to obtain trade.

"It is a law of mind that the public will not place an estimate on the abilities and services of an individual above that which he himself places upon them.

Jobbers' Services.

"The heads of departments in our service, as well as ourselves, have spent long and patient years in securing the knowledge that makes us efficient in serving and protecting the public. Are we to treat this indispensable asset as practically valueless? Are we to throw it to the public as a thing of little or no value? Our salesmen as a rule talk price, not quality; cheapness, not value. How often do they impress upon the

The Solace of the Weed

Good tobacco has done more to spread joy and contentment around this world of ours than the fairest flowers that ever blossomed in the sun. Most lovers of the pipe declare that

T. & B.

accentuates and emphasizes the solace and joy of the weed. Grocers certainly ought to feature **T. & B.** for several reasons, but chiefly because the profits are just right. Then there is this important fact in connection with **T. & B.**:

"Tobacco sells more than Tobacco."

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

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attention of the trade the valuable service the jobber renders the retailer by collecting from the four quarters of the earth all the commodities demanded by civilized communities, and laying them down with their merit certified to by the painstaking investigations of the experts in the jobber's service?

"When fire, flood, drouth or epidemic temporarily disturbs the business of the retailer, if he has established himself in the confidence of the jobber he is sure to be accorded such co-operation and aid as will tide him over his trouble and put him on his feet again. These are a few of the incidental, although invaluable, functions performed by the wholesaler for the public. Our local, state and national trade organizations are of great educational value, and we should keep these important matters to the front.

"The securing of volume of trade at the sacrifice of profit is on a parity with obtaining 'peace at any price' in diplomacy. The one is as pernicious as the other is odious. There is as much difference between merchandising at cost of doing business only and doing business at a reasonable margin of profit above cost as there is between poverty and affluence.

Pernicious Practice.

"I fear that lack of sustained recognition of the truth of these facts leads too often to the pernicious practice of sacrificing profits and of selling staple goods at cut prices. I submit that such practice proclaims to the trade the estimate we place upon the value of our services and can we blame the trade for judging us by our own standards and accepting our own estimation of the value of our services? We invest large capital, maintain costly organizations, employ versatile talent, and then too often tender the benefit of this efficient and expensive combination to the public as though it were of no practical worth. Is this policy sane, safe, or business-like? 'The laborer is worthy of his hire,' and we should receive a fair margin of profit on every article we handle, as a just reward for the services we render.

Educate the Salesmen.

"We should imbue our salesmen with a realizing sense of these facts and educate them, as well as ourselves, to become conservative business men. All should work together to build up, rather than tear down; dignify, rather than degrade; co-operate, rather than antagonize, and if for no other reason, the existence of our national organization is justified by the work it has already done along these lines, and the future is bright with promise for still better results toward the realization of these ideals.

"Charity has its necessary place in business as well as in society and in works of philanthropy. We should exercise charity toward each other, toward the manufacturer, toward the retailer, and toward the consumer.

"We will not promote harmony among ourselves by rashly judging or harshly criticizing the motives of each other. When we hear that one of our number is pursuing a policy at variance with the best interests of us all, let us first find out whether or not the charge is true, before we fly off at a tangent and 'go him one better' in the mad career

of demoralization. When the facts have been ascertained, calm and wise counsel will bring far better results towards correcting the evil than hostile demonstrations.

Charity to Manufacturer.

"Charity toward the manufacturer is also the part of prudence. He has his own troubles. We by no means have a monopoly of vexations incidental to successful business careers. The manufacturer necessarily operates under the limitations of conditions as he finds them, and not as he would have them. The manufacturer needs us. We need the manufacturer. He knows this as well as we do, and if at any time the policies of the manufacturer seem arbitrary and not in line with our interests let us look for the facts instead of jumping at hasty and possibly erroneous conclusions.

"We are the medium through which the manufacturer should distribute his product and under present conditions we are indispensable to him. The wise thing for us to do is to so direct our business policy as to render unnecessary the creation of other channels for the distribution of manufactured commodities. We will thereby actuate our necessity to the manufacturer and be in a position to stand up like men on the dignity of our usefulness and importance

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

MCDUGALL

Insist upon having them.

D. MCDUGALL & SON, Glasgow, Scotland.

CLAY PIPES

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

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes
Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,

Office and Sample Room: 188 St. Paul Street, Phone 1272,

Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

for just and equitable treatment. The sooner the manufacturer recognizes his limitations on the one hand, and we recognize the necessity for sustained and self-sufficient effort by ourselves on the other, the sooner will mutually satisfactory relations be established and maintained. I doubt not that the manufacturer often wonders that we voluntarily handle his product at so small a margin of profit, and even refrain in some cases from maintaining the profit specifically provided for us by the manufacturer's selling policies.

Charity to Retailer.

"We should also exercise a large measure of charity in our dealings with the retailer. He has his troubles and annoyances which must not be overlooked. The demand for ever quicker service, smaller and more attractive packages, new and diversified commodities, compounds and preparations, is a matter in which we should be leaders and not followers. By anticipating these varied wants of our customers our originality and usefulness are emphasized and our trade prestige enhanced and perpetuated, and the hard labor required in achieving these results is only the reasonable price that we must expect to pay for the exalted position that we occupy in the commercial economy of the nation.

"The people of the United States are protected to-day to a greater degree than ever before from adulterated food-stuffs. The influence of the National Wholesale Grocers' Association was one of the potent factors in the enactment of the national law which brought about this improvement in food qualities, and is, therefore, entitled to the moral support of the consuming public. To-day the labels are so plain and so true that the housekeeper who buys may know that the daily menu will not be harmful to the health of her family.

"The uniformity of food legislation throughout the country is necessary and the work of our organization in promoting through the state legislatures this uniformity of law safeguards the home and the health of every citizen. The wholesale grocer has done more to promote the health of the citizens of our beloved country than any other influence.

Proud of the Association.

"In conclusion, I am proud to give utterance to a feeling that is uppermost in each of our hearts at the moment.

That feeling is one of just pride and elation over the success of the National Wholesale Grocers' Association. This association has brought us closer together. This better acquaintance and closer intimacy have inevitably heightened mutual confidence and respect. That priceless asset, 'good fellowship,' has grown apace, and, like the little leaven that 'leaveneth the whole lump,' has brought us into closer bonds of commercial and fraternal regard.

"However gratifying its past achievements, this association is but in the beginning of its influence and usefulness. Our membership has largely increased, interest is intensified and the sphere of our influence is rapidly enlarging."

FREIGHT QUESTION IN MONTREAL

Street Railway Company Proposes a Plan to Relieve Congestion.

A plan has been submitted by the Montreal Street Railway whereby the freight congestion which at present exists in the city of Montreal may be relieved. Their proposition is nothing less than an offer to institute a service of freight cars which will enable them to transport merchandise from one section of the city to another.

At the moment merchants in all branches of trade find it difficult to obtain prompt delivery of their goods within the city limits. It is next to impossible to secure carters when they are wanted and it is probable in consequence that any action such as that proposed by the railway company would meet with the hearty approval of business men.

It is proposed to run the freight cars at night in order that the passenger service accorded the public be not interfered with during daylight hours. Since the system owned by the company practically covers the Island of Montreal it would be possible for them to take freight for delivery to any of the suburbs, as well as within the city limits.

If the plan they propose be adopted it is probable that many manufacturers and wholesalers would have sidings built to their shipping entrances. The whole matter is now under discussion in the city council.

'WHO MAKES THE TERMS?'

To the Editor of The Canadian Grocer: The following is a fac-simile of a printed notice which we received a few days ago:

HARVEY & DOBSON
General Merchants

Enderby, B.C., July 23, 1907.

Dear Sirs,—Your draft for \$183.60 at 30 days will be returned to you through the bank. **WE DO NOT ACCEPT ANY DRAFTS** and will feel obliged if you will note this in your ledger for future reference. We pay by cheque as fast as the money comes in, and if you do not like our system please tell your travelers not to call upon us.

Yours truly,
Harvey & Dobson.

This we think is something altogether unique, and which should not be allowed to pass without comment.

We were always under the impression that the seller reserved the right to fix the terms upon which his goods may be purchased, but it appears that our friends Messrs. Harvey & Dobson think otherwise.

Needless to say our traveler will not call and we are taking the matter up with the Wholesale Grocers' Association here with the hope that all other firms in British Columbia will see the impropriety of allowing their salesmen to call, and at the same time we are referring the notice to the president of the Dominion Wholesale Grocers' Guild with the request that he take such action as he may deem best.

Wilson Bros.
Victoria, B.C., July 30, 1907.

A LITERARY GROCER.

A very lively story by Andrew Smith of Woodstock is one of the features of the Canadian Magazine for August. Mr. Smith is engaged with his father in the grocery business on Dundas St. East and his many friends behind the counter will be glad to hear of his success. Mr. Smith's name is beginning to appear very persistently in the magazines.

Leon Fontanel left last week on a business trip through Ontario and across to the Pacific Coast in the interests of his various lines of French groceries sundries.

Money Making Grocers

In all parts of the country are awake to the possibilities of the cigar trade over their counters. Also they are aware that only **the best** brands build up trade and consequently to the exclusion of all others

HANDLE

HOGEN MOGEN and ROYAL SPORT CIGARS

They find it pays to stock the best. Are you selling the best—or something else?

TELL US WHAT YOU'RE DOING.

The Sherbrooke Cigar Co., - Sherbrooke, Que.

CONDENSED ADVERTISING

Advertisements under insertion. Contractors counting \$1,000 are allowed a Cash remittance advertisements. In Advertisements received acknowledged. Where replies contractors must be added

Yearly

100 words each in
" "
50 "
25 "

BUSINESS

JOHN NEW, Re 156 Bay Street years. No char

GROCERY BUSINESS stores and dwellings makers, stocks from hundred. John New

\$1,500 GR

\$4,000 BU which is also for sal

If you want to buy New, Toronto.

SITUATION

BRIGHT, Intellig village in Canada watch for good work Company, 10 Front

You



will clean horse shoes remove you will Book 4 A BS \$1.00 per coccle. Lgram, Genu

W. F. Young, P.D.F., 2 Canadian Agent

A NEW FIRM

A. M. T are p 77 Front

Bags, Paper, Pergamy

They have some about A. M. THORN

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each insertion.

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker
156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

\$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

\$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

If you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

You Can't Cut Out

A ROG 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, Varicocele, 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

A NEW FIRM WITH NEW GOODS

A. M. THORNE & CO.

are pushing things at

77 Front St. East, Toronto

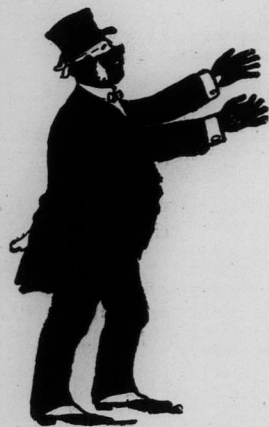
with lines of

Bags, Paper, Twine, Toilets, Tissues, Pergamyn, Jute Goods and Stationery

They have some interesting things to tell you about them. Write them.

A. M. THORNE & CO., TORONTO

Don't Grope Around in the Dark !



There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

**THE OZO CO., LIMITED,
MONTREAL**

A Supply Credit Business

By HOWARD R. WELLINGTON.

Continued from the
July Issue.

Having gone into a plan for conducting the fishing end of the business under discussion, it has been suggested that a few words along the line of the inside end of the business might not be out of place.

The accounts necessary for such a business would be: 1, merchandise, (which may be subdivided into two others—purchases and sales); 2, fixtures and equipment; 3, accounts receivable (with customers); 4, bills receivable; 5, cash and bank (which may be kept in the cash book); 6, real estate and schooners; 7, expenses; 8, wages or salaries; 9, bills payable; 10, accounts payable (with creditors); capital account.

As a practical illustration, suppose the business has been conducted successfully for one year, and it is desired to ascertain just what profit has been made, and also how the business stands at the expiration of this time.

Depreciation written off from profits on trips.....	\$1,500	
		7,300
Equipment, etc. (original valuation)	\$3,500	
Depreciation written off from general profits.....	500	
		3,000
Accounts and bills payable		25,000

With these particulars we will proceed to open up the necessary accounts to ascertain the net profits for the period, and also the standing of the business.

The items of depreciation and gain on vessels in the above account were obtained from the accounts outlined in July Special. The net gain is then transferred to the proprietor's account, or partnership accounts, and a portion of the amount usually left at the credit of profit and

TRADING ACCOUNT.

Stock on hand.....	\$28,000		
June 30, 1906.			
Purchases.....	40,000		
Gross profit *	17,000		
	\$85,000		
General expenses	\$ 2,000		
Wages and salaries.....	3,000		
Net gain *	12,000		
	\$17,000		
		Sales.....	\$65,000
		June 30, 1907.	
		Stock	20,000
			\$85,000
		Gross gain *	\$17,000
			\$17,000

PROFIT AND LOSS ACCOUNT.

Loss on vessel 3	\$ 350		Net gain *	\$12,000
Depreciation on			Gain on	
Vessel 1	500		Vessel 1.....	1,200
Vessel 2	400		Vessel 2.....	1,700
Vessel 3	600			
Depreciation on equipment.....	500			
Net gain *	12,550			
	\$14,900			\$14,900

From the accounts it is known that:

Purchases have amounted to.....	\$40,000
Sales have amounted to.....	65,000
General expense account, (including taxes, interest, light, fuel, etc.).....	2,000
Wages and salaries (outside of schooner employes).....	3,000
Stock on hand at beginning of year's business	28,000
Stock on hand at completion of year's business	20,000
Cash on hand and in bank.....	850
Accounts receivable and bills receivable.....	22,000
Schooners (original valuation).....	\$8,000
Added equipment	800
	\$8,800

loss account. It will be seen by looking carefully into the accounts outlined that the fishing end of the business is kept entirely separate from the trading in the store, except when ascertaining the net profit for the period.

If full information is desired in regard to the expense account, it may be subdivided into a number of auxiliary accounts, such as postage and stationery, heat and light, rent and taxes, etc.

The stock should be valued at actual cost, as per invoice, even though values may fluctuate, as it is the only fair method to have each year stand on its own merits.

In next issue we will outline a cash book suitable for such a business as is being discussed, and also show the final statement of the business and present worth.

A

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

The Crain Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto:
18 Toronto St.

Montreal:
28 Alliance Building.

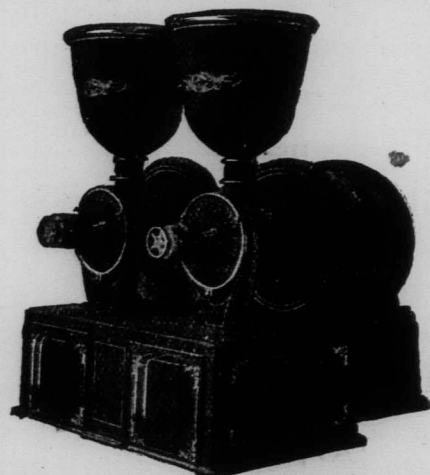
Winnipeg:
11 Nanton Block,

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our
Grinders
Wear
Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

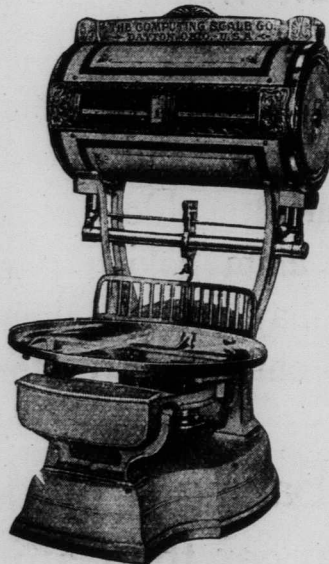
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

AGENTS:

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

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.

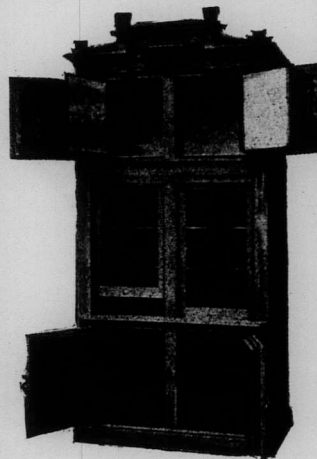
It isn't good business to try a woman's temper on wash-day.
Supply your customers with

CANADIAN CASTILE SOAP

and they'll remain your customers. Besides—they'll advertise your business.

The Best Laundry Soap

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

PROPER BOOKKEEPING OR JAIL

Because he failed through keeping no books, The Canadian Merchants Protective Association have entered proceedings against a man.

The law says:

"Any man who fails and who has not for five years before his failure kept proper books shall be liable to a fine of \$800.00 and one year's imprisonment."

It is cheaper to keep proper books than to pay a fine of \$800.00 and go to jail for a year, isn't it?

* * * * *

Business Systems

bookkeeping is proper bookkeeping—the modern way of doing it.



Business Systems Monthly Account System, especially adapted to retail business, not only keeps your own books straight, but, as well, your customers' accounts any time and all the time.

* * * * *

We would like to tell you more about this, and you don't have to buy unless you want to, either.

Drop us a post card for information.

BUSINESS SYSTEMS LIMITED

85 SPADINA AVENUE
TORONTO - - - CANADA

TO MANUFACTURERS' AGENTS :

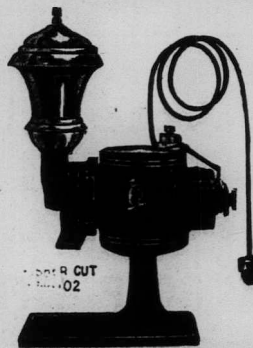
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

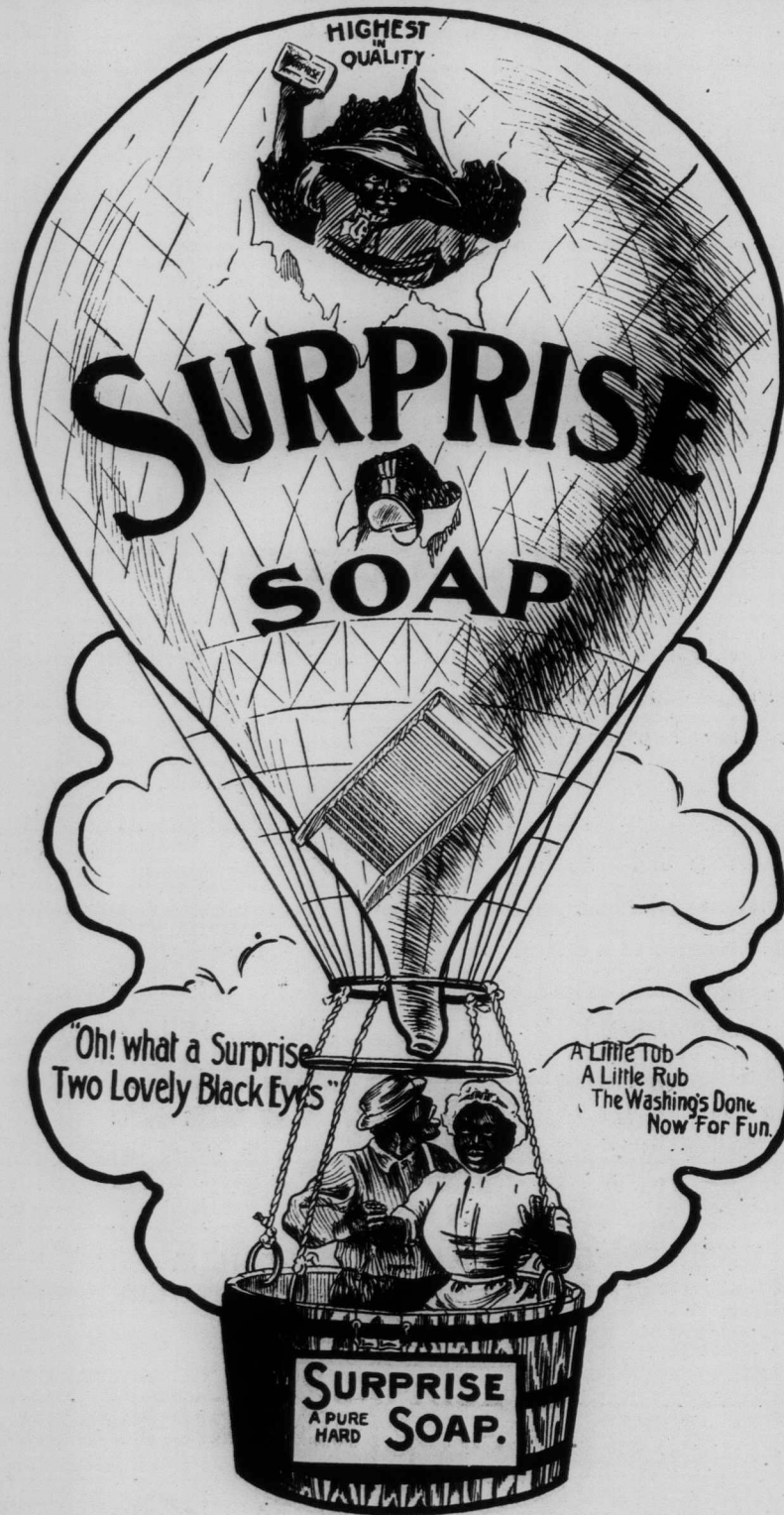
Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO



**Attract the Attention of Your Customers
to the High-grade Qualities of SURPRISE SOAP**

AN ORDER FOR 5 BOXES, FREIGHT PAID, WILL BE PROMPTLY SHIPPED

ST. CROIX SOAP MFG. CO., St. Stephens, N.B.

Montreal

Toronto

Winnipeg

Vancouver

West Indies

Newfoundland

QUO

Quotations of
The following
responsible for the
Grocer, at our nea

Baking Po

Cook's Friend—
Size 1, in 2 and 4 doz. boxes
" 10, in 4 doz. boxes.....
" 2, in 6 "
" 12, in 6 "
" 3, in 4 "
Pound tins, 2 doz. in case.
12-oz. tins, " "
5-lb. " " "

W. H. GILLARD

Diamond—
1-lb. tins, 2 doz. in case ...
1-lb. tins, 3 " "
1-lb. tins, 4 " "

IMPERIAL BAKING

Cases.	Sizes.
4-doz.	10c.
3-doz.	6-oz.
1-doz.	12-oz.
3-doz.	12-oz.
1-doz.	2lb.
1-doz.	5lb.

OCEAN MI

Ocean Baking Powder, 1 lb.
" " " " 1 lb.
" " " " 1 lb.
Borax, 1 lb. packag.
Cornstarch, 40 pks.
Freight paid 5 p.c.



MAGIC

Cases.	Sizes.
6 doz.	4 "
4 "	4 "
4 "	4 "
4 "	4 "
2 "	4 "
2 "	4 "
1 "	4 "
1 "	4 "
1 "	4 "
1 "	4 "
1 "	4 "

ROYAL BAKING

Sizes.
Royal-Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When packed 1
cent. discount will be

CLEVELAND'S BAKI

Sizes.
Cleveland's—Dime.....
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When packed 1
cent. discount will be

T. KINNEAR &

Crown Brand—
1 lb. tins, 2 doz. in case ...
1 lb. " 2 " "
1 lb. " 4 " "

ST. GEORGE'S BAKI

Sizes.
Trial size, packed 6 doz. in
4-oz. " 4 "
6-oz. " 3 "
8-oz. " 3 "
12-oz. " 2 "
16-oz. " 2 "
32-oz. " 1 "

Terms net 30 days.

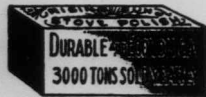
Beverag

JOHN HOPE & CO
Cantrell & Cochrane's aron
ale, cases, 1 doz
Coke, 1 doz
Dry Imperial ginger ale,
5 doz
Dry Imperial ginger ale, 1/2
10 doz
Club soda water cylind
10 doz
Club soda water cylind
Not less than full packa

A Guarantee that is Worth Something

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
 14-38 Grey Nun Street, MONTREAL

PHONE MAIN 7658

27 Front Street East

Is our Toronto address. Phone, wire, write or call when you want

BORDEN BRANDS

CONDENSED MILK AND EVAPORATED CREAM

BORDEN CONDENSED MILK CO.

WM. H. DUNN, AGENT

27 Front Street East,
 TORONTO.

394 & 396 St. Paul St.,
 MONTREAL.



(Unsweetened)



Extra!
 LAPORTE, MAE
 Vita Pasteurized E.

Bottles 1-oz., case of
 " 2 " " "
 " 4 " " "
 " 20 " " "
 " 20 " " "



Wilson's
 50 10c. pac
 three boxe

Infants
 Robinson's patent barl
 " " gros
 " " gros

Jams an
 BATER'S WHOLE FRU
 Agents, Rose & Laf
 Tor
 1-lb. glass jar, screw to

T. UPTON
 Compound Fruit Jam
 12-oz. glass jars, 2 doz.
 2-lb. tins, 2 doz. in case
 5 and 7-lb. tin pails, 8

grate,
 7 and 14-lb. wood pail
 30-lb. wood pail
 Compound Fruit Jellie
 2-oz. glass jars, 2 doz.
 7-lb. tins, 2 doz. in case
 5 and 14-lb. wood pails,

20-lb. wood pails.....
 Home Made Jams—ab
 1-lb. glass jars (16-oz.)
 case.....
 5, 7, 14 and 30-lb. pails

THE N. E. FAIRBANKS
 LARD CO.



"Batger's"

Lemon Squash & Lime Juice Cordial

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. Very handy and economical. Retail at popular prices and show a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose & Laflamme
Montreal and Toronto



"It's the merit of the goods that finally wins business."

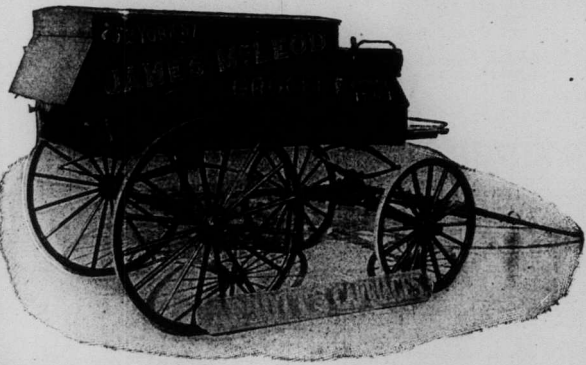


And when you have merit and profit combined what more does a retailer ask?

That's why so many grocers sell

Paterson's Worcester Sauce.

ROSE & LAFLAMME, Agents,
Montreal and Toronto.



What will Mrs. Smith say

when you drive up to her door with that rusty, rattling old cart? Your delivery waggon ought to be a reflection of your store—it ought to advertise the excellence of your goods. It will, too, if you will let us furnish it. We have something interesting for you just now. Sit down and write us while you're thinking of it.

H. C. Abbott & Co. London, Ont.

Pernot Biscuit

5 Factories, 40,000 sq. yards

Obtained highest awards at Worlds Fairs :

Grand Prix—Hanoi, 1902—India
St. Louis, 1904—U.S.A.

SPECIAL AWARDS (Out of Competition)
Liege, 1905—Belgium
Marseilles, 1906—France
Milan, 1907—Italy

Leon Fontanel & Co.

General Agents

6 St. James St., - Montreal

Responsible agents wanted
in the larger cities.

LEON FONTANEL & CO.

General Agents
6 St. James St., - MONTREAL

STONEWARE JARS



of every description and size. Special shapes to order.

The TORONTO POTTERY CO. LIMITED
Toronto, Canada
Write for Catalogue



"CLOSE" with Percolator.

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

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

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, ONTARIO

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON

"GLEAM"

might bring inquiries. Please write for rates to

J. C. STEWART, Toronto

DAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, St. and Ice Containers

JOHN DAKEY & SONS, Limited

Wholesale and Retail of
Saw, Wood, Lead, Emery, Glass and
Paint Oils and Papers, etc.

Wellington Works, London, England

444 Craig Street
MONTREAL

You are Interested In Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00
250 " 12.00
500 " 20.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
225 West Street, MONTREAL, QUE.
Telephone Main 1200
10 Front St. E., Toronto, Telephone Main 220

Is Honest Grocer
just the Thing
to Make of
Business.

The Best Grocers make
a point of keeping it
always in Stock.

THE CANADIAN GROCER

Brunner Mond & Co.'s WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland Montreal

SOLE AGENTS FOR CANADA.

A Suggestion

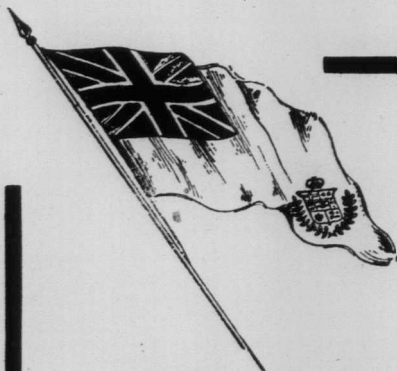
Fruit is expensive and scarce. That is quite apparent.

To the careful housewife who appreciates her grocer's suggestions, would it not be well to recommend for dessert

Wethey's Packaged Mince Meat

Write us direct if your jobber cannot supply you.

J. H. WETHEY, LIMITED
ST. CATHARINES



"EMPIRE" Brand

4 free phones
USE THEM

LETTERS, WIRES or POST CARDS

If Anything Wanted in
Travelers' Holidays
Make Use of Us . . .

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,

HAMILTON,

ONTARIO